

# THE LUO DOWN

## SOUTHWEST ACUPUNCTURE COLLEGE

*In loving memory of Dr. George Goodkin, teacher and friend. You will be missed.*



Fall Issue  
September 2011

Santa Fe & Albuquerque, New Mexico and Boulder, Colorado  
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“A SPECIAL VESSEL OF COMMUNICATION BETWEEN CHANNELS”

### Discovering Your Personal Universe in the Five Elements

By Skya Abbate, BA, MA, Dipl Ac, Dipl CH, D.O.M.

- As the oldest extant civilization in the world, there is much to be learned from the culture of the Chinese people about their view of humanity and life. More than five thousand years ago, living in intimate connection with the world, indeed a part of it, the Chinese like most cultures asked themselves the meaning of life, the nature of humanity and of the universe. It was their deepest belief that by understanding the universe we can come to understand ourselves. This belief was encapsulated in a philosophy called the *Tao*, meaning the Way, which was their interpretation of their lived existence. The *Tao* purported that life was one of harmony and balance. All life is interconnected in an energetic field. The universe is a

whole, made up of parts, each related to each other in their unique differentiation. Universal man is intimately connected to the universe, not separate from it. Our health, survival and fulfillment come from recognizing this fact and living by it.

The laws that govern the physical universe govern us as well. The energy rhythms of day and night and their subtle nuances influence our sleep, digestion, moods, illnesses like heart attacks and depression, and even suicide and crime rates. The *Tao* was not a philosophy of mastery over the world but one of realizing that we must coordinate our life to the beat and pulse of the universe. These so called celestial energies of heaven, as macrocosmic energies, merging with the earthly energies of weather, seasons, cycles of growth, maturation, development and decline, meet or intersected in man, creating his chrono-cosmic biology.

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The Chinese discovered astronomy. In the 13th century the first planetarium was constructed and at all times no less than four imperial astronomers studied the skies for celestial events like comets and solar flares, and solar and lunar eclipses. These events were interpreted as illnesses of the universe which could not help but influence life on earth in addition to being frightening to a largely hunter and gatherer, and then later, agrarian society. The lunar calendar, more accurate than the solar calendar we use today, was developed and to this day is used by Chinese medical doctors to plan treatment dates and times and even to select acupuncture points on the body to needle, in effect, little loci and constellations of heavenly energy in the terrestrial body. So the stars were studied for understanding, predictability, harmony and right living.

There are 12 animals in Chinese astrology that reflect the order of their appearance at a party the Lord Buddha gave as he was preparing to leave the earth. Each animal dominates an entire year and all people born in that year share characteristics pertaining to the animal. The animal in Chinese astrology is more important than the month in which we are born in the Western calendar although that moon sign does enter into the chart calculation.

Today we see this early knowledge distilled from a lived life in nature, not as the panoramic backdrop of the human stage, but perhaps as the lead character in the unfolding drama of human fulfillment and salvation.

We all have an individual personal universe based on the energy of the heavens and the earth, when as a unique body and soul, born of blood and love, we came into the world. Think about it when you look at the stars.



Spiral Galaxy

# Southwest Acupuncture Clinic

## Data Collection Summary

June 1, 2010 – May 31, 2011

By Dr. Skya Abbate, BA, MA, Dipl Ac, Dipl CH, D.O.M.

Executive Director

In our last academic year, the students of Southwest Acupuncture College treated over 16,149 patients in our college clinics augmented by several thousand treatments in our *pro-bono*, off-campus externships in pediatrics, pain, reproductive health, trauma and more, delivered in private and hospital settings. This is an increase of over 1000 patients from last year. Patients of all ages and socioeconomic positions were served with the quality care and compassion characteristic of the interns, supervisors and staff at all three campuses.

Back pain continues to be the leading cause people seek Oriental medical treatment, making up 25% of the treatments administered. Albuquerque again continued to treat a large number of cancer patients consistent with last year. Santa Fe saw more patients with allergies and Boulder saw more patients relating to OB/GYN and foot pain.

A sincere thanks to all of our students, Clinic Supervisors, Clinic Directors, Clinic Managers and Clinic staff who assist in bringing this powerful medicine to our communities, states and country!



Santa Fe Clinic

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**SOUTHWEST ACUPUNCTURE CLINIC**  
**DATA COLLECTION SUMMARY - over 16,000 Patients Served**  
**JUNE 1, 2010-MAY 31, 2011**

Campus	# of Patients	# of New Patients	# of New Female Patients	# of New Male Patients	Age Group	# of Patients	Top 10 Illnesses Treated	# of Top 10 Illnesses Treated	% of Top 10 Illnesses
<b>SANTA FE</b>	2866	276	189 (68%)	87 (32%)	<18	4	1. Back Pain	25	23%
					18-19	0	2. Low Back Pain	19	10%
					20-21	3	3. Neck Pain	12	10%
					22-24	13	4. Allergies	12	9%
					25-29	15	5. Shoulder Pain	12	9%
					30-34	23	6. Headaches	9	8%
					35-39	6	7. Knee Pain	11	8%
					40-49	33	8. Digestive Problems	9	8%
					50-64	100	9. Fatigue	9	8%
					+65	79	10. Arthritis	6	6%
<b>Total Possible Patients</b>				3064			100%		
<b>Actual Patients</b>				2866			94%		
<b>ALBUQUERQUE</b>	5404	271	182 (67%)	89 (33%)	1-10	1	1. Back Pain	29	21%
					11-20	5	2. Cancer	22	16%
					21-30	32	3. Neck Pain	18	13%
					31-40	34	4. Knee Pain	16	12%
					41-50	48	5. Gen. Wellness	11	8%
					51-60	60	6. Shoulder Pain	11	8%
					61-70	50	7. HIV	9	7%
					71-80	31	8. Fatigue	8	6%
					81-90	10	9. Low Back Pain	7	5%
					91-100	0	10. Stress	6	4%
<b>Total Possible Patients</b>				5697			100%		
<b>Actual Patients</b>				5404			96%		
<b>BOULDER</b>	8525	832	545 (66%)	287 (34%)	<18	37	1. Back Pain	126	26%
					18-19	7	2. Shoulder Pain	69	14%
					20-21	16	3. OB/GYN	49	10%
					22-24	46	4. Hip Pain	48	10%
					25-29	97	5. Knee Pain	42	9%
					30-34	87	6. Fatigue	39	8%
					35-39	74	7. Neck Pain	36	8%
					40-49	116	8. Insomnia	28	6%
					50-64	228	9. Cold/Flu	24	5%
					65+	124	10. Foot Pain	17	4%
<b>Total Possible Patients</b>				9412			100%		
<b>Actual Patients</b>				8525			91%		



## Library Donations Continue By Carolyn Gigliotti, Santa Fe Librarian

In response to our ongoing Library Development Program, we have received \$6724.09 in donated library books for our three campuses in 2011.



Library-Santa Fe campus

The following people are acknowledged in this effort and thanks is extended to them:

### Life Supporters

Skya Abbate	\$ 4931.00	Santa Fe
Anonymous	\$10.00	Albuquerque
Eastland Press	\$176.85	Santa Fe

### Supporters

Blue Poppy Press	\$35.94	Santa Fe
Walter Eddy	\$122.85	Santa Fe
Thomas Hodge	\$211.45	Santa Fe
Kenneth Moorehead	\$111.85	Santa Fe
Jake Schmatzreidt	\$120.00	Albuquerque
Christine Snyder	\$345.90	Albuquerque
Li Xu	\$228.80	Albuquerque

### Friends

Alternative Therapies	\$29.90	Albuquerque
Jennifer Buys	\$19.95	Santa Fe
Hilary Broadbent	\$24.95	Albuquerque
Keith Cini	\$49.90	Santa Fe
Michael Greenwood	\$29.90	Albuquerque
Lisa Orick-Martinez	\$70.00	Albuquerque
Erin McVey	\$17.95	Albuquerque
Dawei Shao	\$99.95	Albuquerque
Student Council	\$17.00	Albuquerque
Veaceslav Vlas	\$25.00	Albuquerque
Noriko Wilson	\$27.00	Santa Fe
Kimberly Workman	\$17.95	Albuquerque

**Campus Totals:** Santa Fe - \$5686.79      Albuquerque - \$1037.30      Boulder - None to date

We would also like to thank all of the students and faculty that participated in our library committee meetings throughout this last year. With their continued efforts and support, our libraries are more vibrant.

## Summer Albuquerque

By Dr. Li Xu, Ph.D., D.O.M.,  
Albuquerque Campus Director



Dr. Li Xu and daughter, Kate

Now we are, hopefully, finally heading into the cooler weather in Albuquerque; it was so hot this summer. However, no matter how warm it was we still had a fun time this summer.

*Alternative Medicine Seminar Series.* This is Albuquerque campus' summer tradition. We have been having a seminar series for four years. This is a chance for current students to learn more about other alternative medicines. It is a free event scheduled during lunchtime in which a practitioner presents information about their alternative medicine practice. This year, we had Reiki and Chiropractic practitioners visit us. Also, we had Dr. Lisa Orick-Martinez give a presentation on "Listening to Healthcare Providers". Lastly, representatives from NMSAAM (New Mexico Society of Acupuncture and Asian Medicine) provided our students with a presentation about how DOM's can work together to create a better future for New Mexico practitioners.

*Back to early June,* we had another annual event—the summer picnic. This has been a tradi-

tion of the Albuquerque campus since 2004. Students, staff, faculty, and families gathered together at a beautiful public park. Everyone brought a delicious dish to share; staff staged games (the water games were the most fun!)... as always, everyone had a lot of fun! The annual picnic always gives us a chance to know each other better and get closer to each other as well.

*Cooperating with the Student Council of Albuquerque.* The Student Council had a successful rummage sale to raise money for the graduating class of 2011. The Student Council initiated this event and received donations from students, staff and patients. Staff members facilitated this rummage sale and it attracted many people. The Student Council was satisfied with the outcome and wish to make it another annual tradition.

*Drug-herb interaction seminar.* Dr. John Chen (Ph.D., Pharm.D., L.Ac.) was invited to the Albuquerque campus in late May and he gave a very successful seminar on herb-drug interactions. This has been one of the most successful seminars that the Albuquerque Campus has had and all attendees spoke very highly of it.

Time flies. It is hard to believe that two thirds of 2011 has gone by. With peace and harmony, Albuquerque campus is heading into fall, the season of harvest.



Albuquerque summer picnic.



Balloon Fiesta-Fall Event-Albuquerque

## **Boulder Students Raise \$2K for Acupuncturists Without Borders** By Valerie Hobbs, L.Ac., Dipl. O.M. Boulder Campus Director

In the wake of the earthquake and tsunami in Japan, a group of Boulder students asked if they could have a fundraising event for Acupuncturists Without Borders. Boulder student, Lauren Neeff, organized the effort, with the help of Michael Gurule and others. Students volunteered baked goods, there was a yard sale, and Lauren was able to approach local merchants for silent auction items. The event was held over one of our busy lunch breaks, and there was music and time for students to pull together in community.

"I had the idea after we (my break dance crew) raised money for Haitian earthquake victims last year during Chinese New Year," said Lauren. "I had my brother design the flyers and asked everyone to bring things to sell. Almost everyone brought something and some people donated quality items like an acoustic guitar. Beforehand, I went around Boulder and got some businesses to sponsor the event. The Zuni Native American store gave us a handmade Zuni pot and Meiningers Art Supply gave us diaries, sketch books, and a set of nice pens. Then, I sorted through all of the donated items (there were lots, probably thousands of things, including baked goods) and I sold things all day. None of the items had prices and people paid whatever they wanted to, which was usually a lot more than it was worth. In the end, I was so surprised at the generosity of my fellow students and faculty."

The students cleared about \$400 at the fundraiser and were able to secure matching funds to turn their initial \$400 into \$2000.

"The reason I wanted to raise money for Japan is that I used to live there, and it is a special place to me, and part of the reason why I am enrolled in acupuncture school," said Lauren. "I had

to do something, even if it was small (which it turned out to be much bigger than I could imagine). Thanks to everyone at Southwest Acupuncture College."

Acupuncturists Without Borders is continuing its efforts to help disaster victims throughout the world. For more information on their efforts, contact Acupuncturists Without Borders at [www.ACWB.info](http://www.ACWB.info) or 505-266-3878.



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## **What's Been Happening at the Santa Fe Campus** By Latricia Gonzales-Mckosky Santa Fe Campus Director

The Santa Fe campus Student Governance has been active in 2011. We started off this year with a new recycling program initiated by the Student Governance. Student Laura Beans has taken charge of this and works with other students moving the recycling container out for pick up and then bringing it back to the student lounge. The Student Governance also asked that the school consider keeping the library open later so that they can use it to study. We are now keeping the library open until 7:00 pm most nights during the two weeks of midterms and the last two weeks of the semester for finals. Lastly, the Student Governance and students, Haley Parker and Murray Decio, put to-



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gether a "Networking-at-Noon" speaker series. Thursday's at noon, we have professionals from the community come and speak to students about their businesses and how it relates to Oriental Medicine and health. Thomas Hodge is in charge of marketing with pizzazz.

The first year students stepped up for our fundraising effort for the Japan disaster. Led by student, Elyse Roherer Budiash and team, they sponsored a trivia competition between teams, which included students, and faculty. The fun and fast paced competition was held after a tasty potluck dinner and raffle organized by students. The event raised \$357.60. With offerings from clinic patients and collections from Santa Fe's Buddha statues, SWAC Santa Fe sent over \$400 to the Red Cross for Japanese earthquake relief.

Santa Fe Senator, Peter Wirth, visited our campus and spoke to the Public Health & Epidemiology Class in June. He discussed New Mexico's legislative process and how the new health insurance policy affects New Mexico. Thank you Dr. Perez for inviting him. He was very informative. Dr. Maria Perez also took the class to the State Capital so they could experience the legislature personally.

The Santa Fe Campus held their first summer barbeque with over 50 people in attendance. The staff hosted hamburgers, cheeseburgers, veggie burgers, cookies and fixings. James Norwood



Santa Fe summer picnic.

did a great job grilling. Dr. Eddy brought his infamous homemade potato salad. Beach balls and laughter filled the campus courtyard. All who attended had a great time.

Santa Fe's class of 2011 will be graduating August 14th at the Inn and Spa at Loretto. We have 12 graduates. We wish them well in their future endeavors.



2011 Santa Fe Graduates

### **New Offerings - Extension of the Summer Start Program to All Three Campuses** **Dr. Maya Yu, M.S.O.M., Dipl. Ac., Dipl. C.H., D.O.M.** **Santa Fe Academic Dean**

This past May, both the Santa Fe and Boulder campuses began accepting new students into the program for the summer semester. Previously, students had the choice of beginning their program in either the fall or spring semester. Students who start in the summer semester can choose between an accelerated program of 3 years and one semester or a full-time program of 4 years and one semester.

Between the three campuses, 26 students enrolled for the summer 2011 semester. Sixty five percent of these students are new to the program with the remainder being students who transferred from other acupuncture programs.

The Albuquerque campus started accepting students at the start of the summer term in May of 2008. After three successful years, the school decided to extend the summer start program to all three campuses. This new change has made it possible for prospective students to enter the program at three different times, affording enrollees with more choices and less wait time between the spring and fall semesters.



## State and National Exam Updates for Southwest Acupuncture College Students

	<b>Exam dates</b>	<b>Application Deadline</b>	<b>Southwest Acupuncture College Internal Deadlines</b>
NCCAOM Year Round Testing	Began February 15, 2007	No deadline dates for eligibility. Once you are found eligible, you can schedule your exams at your convenience. Please remember to allow 10 to 12 weeks for processing your application before you are approved to test.	<ol style="list-style-type: none"> <li>1. We send the transcripts to NCCAOM once a month.</li> <li>2. You can request your Dean to send your transcript and exam approval letter to NCCAOM within one calendar year of your graduation date.</li> <li>3. For the herbal exam, you can only request within one semester of your graduation date.</li> </ol>
New Mexico State Exam (Fall 2011)	*September 24, 2011	**License Application deadline (due to Board Office) 6/27/2011; License Application (complete documentation deadline (due to Board Office), 8/22/11	July 22, 2011
New Mexico State Exam (Spring 2012)	Not Available		
California State Exam (Fall 2012)	Not Available		

\* New Mexico Board of Acupuncture and Oriental Medicine may delay the exam to no later than November 1st.

\*\* New Mexico Board of Acupuncture and Oriental Medicine can accept late transcripts for Southwest Acupuncture College August 2011 graduates if we provide them the graduate's names in advance. Please see your Academic Dean in regard to this.

# Ten Health Secrets From the “Yellow Emperor’s Internal Classic”

By Dr. Dawei Shao, M.D. (China), D.O.M.

1. Do not get tired. When tired, the body is exhausted. *Yang qi* is hyper and *yin* Essence is depleted. If it happens many times, *yang* is more and more hyper and *yin* is more and more deficient. The balance between *yin* and *yang* is lost and the body is sick.

2. Do not get angry. When people are angry, the *yang qi* goes up and Blood also goes up and stagnates in the upper body and is unable to flow to other parts of the body. Then the angry person becomes sick.

3. In spring, Evil *qi* tends to attack the head. In summer, Evil *qi* tends to attack the heart. In fall, Evil *qi* tends to attack the shoulder and back. In winter, Evil *qi* tends to attack the limbs.

4. *Yin* and *yang* should be balanced in the body. If *yin* is too strong, *yang* will be weakened and results in sickness. If *yang* is too strong, *yin* will be depleted and results in sickness.

5. In the body, there are 12 big joints and 354 small joints and bone connections. Those are the places Evil *qi* tends to stay. So, we use acupuncture, moxibustion, gua sha and cupping to get rid of Evil *qi* in those places when we treat patients.

6. The best time to feel the pulse is early morning, when *yin qi*, Blood and *qi* are not disturbed.

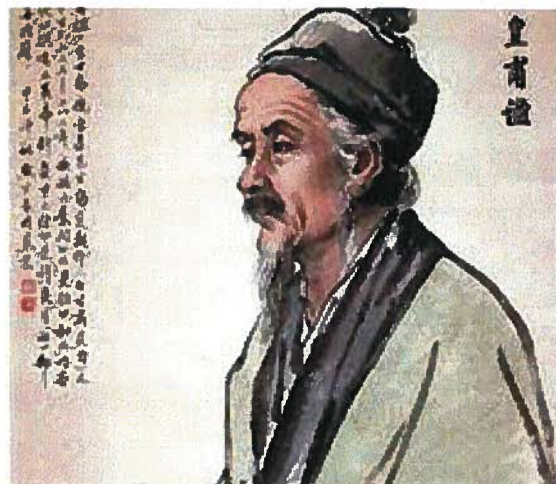
7. Dreams and Health: Excessive *yin* creates dreams of floods; Excessive *yang* creates dreams of fire; Excessive *qi* in the upper body creates dreams of flying; Excessive *qi* in the lower

body creates dreams of falling; Excessive Liver *qi* creates dreams of anger; Excessive Lung *qi* creates dreams of crying.

8. The most dangerous time for people with *yang* deficiency is at midnight when *yin qi* is utmost. The most dangerous time for people with *yin* deficiency is noon when *yang qi* is utmost. The most dangerous time for people with a mixture of both heat and cold is early morning when *yin* meets *yang*.

9. Acrid taste enters *qi*, so *qi* disease should avoid acrid taste; salty taste enters Blood, so Blood disease should avoid salty taste. Bitter taste enters Bone, so Bone disease should avoid bitter taste. Sweet taste enters Flesh, so Flesh disease should avoid sweet tastes; sour taste enters Tendon, so Tendon disease should avoid sour taste.

10. Looking for a long time (i.e., staring, reading) depletes essence and damages blood; lying for a long time bends the *qi* and thus damages the *qi*; sitting for a long time makes the Blood not flow well and damages the flesh; standing for a long times makes the lumbar and knees tired and damages the bone; walking for a long time exhausts tendon and vessels and damages the tendons.



Huangpu Mi-Yellow Emperor

# Assertiveness

By Melanie Crane, M.S. Ed.  
Boulder Academic Dean

Do you find it hard to say “no” to people? Do you find it difficult to express your opinions? Do you find it hard to make decisions? Do you not speak up in class, even when you want to? Do you find it difficult to accept compliments without dismissing it or feeling obligated to give a compliment in return?

Many students find it difficult to express their feelings honestly and openly because they lack assertiveness and fear conflict. This can be a problem in school, in the workplace, and in personal relationships. Assertiveness is the ability to express oneself while maintaining a genuine concern for other people. It’s about having confidence, not about being aggressive. Aggressive behavior makes others feel ignored and/or violated and can make others feel hurt and angry. Assertiveness can give you a sense of control and make you feel better about yourself. It doesn’t mean you always get what you want, but it can reduce your stress and increase your feelings of self-worth, improve your decision-making skills, and make you more self-confident.

*It’s about having confidence, not about being aggressive.*

Common challenges to assertiveness can come from cultural norms, gender norms, or social norms. Cultures vary in how acceptable it is to communicate directly. Not all communication styles are appropriate for every situation. For example, your communication with your friends may be much different than with your parents. People who are members of a minority group (of any kind) may fear judgment and rejection and want to keep their feelings private. Women, even today, may feel social pressure to not directly state their opinions and needs for fear of being labeled as aggressive rather than assertive. Being assertive is about creating an open environment where diversity of styles and perspectives is welcomed and when everyone is allowed to live and act in an authentic manner without fear of being humiliated or hurt.

Assertiveness skills can be developed by learning to state your feelings, opinions and needs in a direct and honest manner.



Making “I” statements lets others know how you feel without directing blame or making others feel defensive. For example, saying to your roommate, “I feel very disappointed that you borrowed my sweater without asking first” is less aggressive than saying, “I hate it when you touch my stuff.” When talking with another person, remain calm and use appropriate tone and volume. Maintain a comfortable distance from the other person and maintain eye contact.

When you find yourself wishing you were communicating more assertively, ask yourself what is challenging to you personally about being assertive in any given situation. When talking with others, ask how they see the situation and let them know that you have consideration for their thoughts and feelings as well. This does not mean you should be passive and allow others to impose or force their behaviors, values and ideas on you. Being assertive will allow you to tell others what you think, feel and want. If you feel you are in a supportive and accepting environment, you may want to ask those with whom you’re communicating for feedback on how they perceive your ability to express yourself. It is important to practice communicating assertively, as it is a skill that can only be improved with time and effort.

Additional Resources:  
McClure, J. S. (2003) *Communications with Backbone...Not Bite*. Denver: Albion Street Press.  
Alberti, R.E., & Emmons, M.L. (2008) *Your Perfect Right: A Guide to Assertive Living* (9th Ed), Atascadero, CA: Impact Publishers, Inc.

Acknowledgements:  
University of Texas at Dallas Student Counseling Center  
University of Buffalo Student Affairs  
University of Illinois At Urbana-Champaign Student Affairs Student Counseling Center



# Channel Theory and Zang/Fu

By Dr. Paul Rossignol, D.O.M.  
Albuquerque Clinic Director

Recently, I have had a number of students ask me how a system of channel centered acupuncture differs from that of the Zang/Fu approach. In order to provide an answer to this question I think it requires first defining how we view the body according to Zang/Fu theory, in order to highlight the differences between these two aspects of understanding the body system. The Zang/Fu system sets the internal organs, and in particular the solid organs, as the center of medicine and body physiology. This method is primarily concerned with balancing the present manifestation of quantity and quality of the vital substances that support bodily functions, namely:

- *qi*
- *Blood*
- *Jing*
- *Shen* (spirit/ mental faculty )

The Zang are described largely by the role they play in managing these vital substances:

- **Lung** - Administrates *qi* (Dispersing and Descending)
- **Spleen** - Transforms and Transports (Blood, Fluids)
- **Heart** - Circulates (Blood, Fluids); Maintains Cohesion (of mental faculty; of nourishment)
- **Kidney** - Stores *Jing*; Regulates fluids
- **Liver** - Stores Blood; Ensures smooth and correct flow

According to this methodology, channels are typically addressed as conduits that provide circulation of these vital substances, spread the in-

fluences of the Zang, and allow adjustment of the present time balance of these influences through manipulation of the acupuncture points.

Channel centered acupuncture, in particular as it is presented in the *Nei Jing*, is different in that the Zang/Fu are not placed at the center of the medicine. Instead, the channels and their relationships to one another become the primary basis for determining treatment. In the *Nei Jing*, the life of human beings is described as being the central interaction between the energies of Heaven and Earth (see Dr. Abbate's astrology article, page 1). We are *JingShen*, the physical embodiment of the *yin* material of Earth, animated by the dynamic *yang* energy of Heaven. After we are born, human life unfolds as a matrix of interaction and exchange. Just as we are the product of dynamic exchange between Heaven and Earth, so the postnatal *qi* from which we create our life is a result of our dynamic exchanges and interactions with the environment. We internalize food, water, and experience which becomes the basis for our postnatal *qi*. According to this view, the channels describe the unfolding of our process of being. They are representations of the movements of our physiology as we process our interactions with the world, find meaning, and make them a part of us. These movements are expressed as the 6 divisions:

- *Taiyang* - Opens [to the exterior]
- *Shaoyang* - Pivots
- *Yangming* - Closes/ consolidates [the exterior]
- *Taiyin* - Opens [to the interior]
- *Shaoyin* - Pivots
- *Jueyin* - Closes/ consolidates [the interior]



Channel Theory

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The familiar course of the 12 channel circuit provides us not only with a map of how the energy proceeds through the body over the course of a day, but also describes the process by which we:

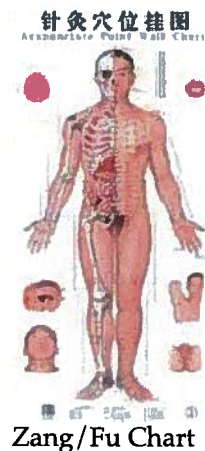
- Contact the world to produce interactions which sustain our existence: LU→LI→ST→SP
- Distill meaning from those interactions to clarify our sense of self: HT→SI→BL→KI
- Form priorities which affect what becomes a part of us: PC→SJ→GB→LR

The internal organs are still an important part of this system in that they are the expression of the physiological functions associated with each movement. We can take for example the Lung and the Liver. The Lung (*Taiyin*) is placed at the initiation of the circuit. It is through the inspiration of breath and the dispersing of our *wei qi* out to the surface that we make our first energetic contact with the world. The Liver (*Jueyin*) stores blood distilled from the essences of our processed input. Liver represents the “terminal” of circuit before our *wei qi* radiates outward to contact the world again.

Rather than addressing the current manifestation of balance or imbalance, the channels are approached as a means to facilitate the movements which maintain that balance. In this context, acupuncture points can be viewed as places which resonate with or serve particular role in the unfolding of these movements. Function is determined according to the way a point's location reflects its relationship to the movement of the primary channel and how it may connect the movement of one channel to another. If we treat these points we can bring energy to potentiate their role in this process, or remove obstructions that may be preventing them from fulfilling their role.

Chinese Medicine contains a wealth of varied theoretical models that have developed over the millennia. Many of these differ from one

another in terms of their assumptions or methodology of treatment. No one tradition or approach is inherently right or correct. Often, seemingly disparate theories are simply describing a different aspect of human experience, or looking at some aspect from another view. If we remain flexible in our thinking, we can benefit from all of the richness of imagery contained in Chinese medicine.



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## A Little HIPAA Review for Interns and Clinicians

By Joanne Neville, Dipl. Ac., Dipl. C.H., L.Ac.  
Boulder Clinic Director

What is HIPAA? It is the Health Insurance Portability and Accountability Act. HIPAA is all about protecting an individual's PHI (private health information). What are we as interns and clinicians accountable for? I think this is the often forgotten part of our ethical and legal duties to our patients. Private means private.

Let's talk about PHI. PHI is only to be disclosed as a minimum necessary standard for an intern or clinician to do their job. The discussion of a patient's case may be necessary during grand rounds in clinic, when trying to get new insight into a pathology or when presenting a case study in a class. How do we best do this while still protecting the patient's rights?

Let's say an intern is working on a patient in clinic. Who has a right to all of that patient's health information? The answer will probably surprise you. Only that intern and their supervisor have full access, because they are the only people directly or indirectly involved with that patient's care. An

observer in the room has access to most of that patient's PHI, but again on a need to know basis. There might be things that the patient or the supervisor wants to keep private even from an observer.



But aren't the other interns in that clinic allowed full access? Nope. To properly present a case in clinic or in a class, the correct information to give out

about your patient is: Gender, Age, Chief Complaint and Treatment information. That's it and that's all.

I often hear students discussing cases both in classes and in clinic where they may mention that the patient is a fellow student. Big faux pas! People are by nature very curious beings and like to know everything about people they know (or don't know for that matter). Why do you think magazines such as "The National Enquirer" and shows of that genre are so popular? Enquiring minds want to know. They then will often do detective work to hone in on just "who" had that big boil on their butt! Not their business!

Out of the 18 identifiers involved in a patient's privacy including name, zip code and phone number, mentioning that they are a fellow student would fall under the category of "Unique Characteristic".

Another thing I notice is that if someone treats a patient they perceive to be a "problem patient", interns, for some reason, think that

they have a right or a duty to inform others of the problem before they treat them. **This is a huge violation of HIPAA laws.** Every patient has a right to the same privacy that we all expect. Please be very cognizant of this. The Golden Rule always applies - *Do unto others as you would have them do unto you.*

So why do we care about HIPAA laws? One reason is creating a safe space for our patients. I have seen instances of someone being treated in our school clinic and several days later, someone completely unrelated to the treatment process approaches them in the hall to ask about their problem. The person doing the asking may believe they are coming from a place of concern, but the patient sees it as a violation of their privacy. Often these patients feel so unsafe that they don't schedule an appointment in the clinic again.

Why else should I care about HIPAA? Ahh, the \$50,000 question. Yes. \$50,000 is where the fines per incident of wrongful disclosure of PHI start. Now there's something to think about. I really encourage everyone to read, absorb and follow HIPAA and patient ethics. You will create a safe space for your patients and yourselves and do the rightful and lawful thing.





**A Discussion on Restless Leg Syndrome (RLS)**  
**By Dr. Mary Ellen Marino, D.O.M.**  
**Santa Fe Clinic Director**

Restless Leg Syndrome (RLS) can be seen in people of all ages, more frequently in middle aged adults, and has a higher incidence of occurrence in women than men. The symptoms seem to begin when the person prepares to go to sleep and can give rise to extreme fatigue from insomnia due to the relentless shaking of the legs at night. Some patients have RLS on an intermittent basis, while others can experience the tremor nightly over the span of dozens of years. At present, allopathic medicine has found no pathogenic reason for this, but tests have shown that there is a disturbance in the microcirculation of RLS sufferers. Other hypotheses state that it is functionally related to some abnormalities in either the vascular or nervous systems.

Traditional Chinese Medicine offers tremendous hope for people with this diagnosis. It would fall under the category of a wind bi syndrome and would be mainly related to Kidney and Liver *Yin* deficiency with an underlying deficiency of blood and essence. These deficiencies lead to the failure of the blood to nourish the tendons and the collaterals. In cases that are more acute and not as longstanding, it can be related to an accumulation of cold and *qi* stagnation from exogenous cold invasion and dampness. Potential point selections:

1. GB 34 is the influential point of the muscles and tendons. It also serves to eliminate wind and would be considered a local point.
2. GB 31 eliminates wind and is a local point.
3. BL 56 & 57. Choosing points from leg *Tai-yang* influences the surface of the whole body.
4. BL 64 will also activate leg *Tai-yang* as well as being a *yuan* point and tonifying *yuan qi*.
5. SP 5 is the *Jing River* of foot *Tai-Yin*, the sedation point, and can dredge the channel and contribute to *qi* and blood production.
6. Moxibustion would also be used to extinguish wind, cold, dampness, and engender the production of *qi* and blood.

Relief is within reach for those suffering from Rest-less Leg Syndrome with Oriental Medicine.



## Hat Lessons By Brian Mears, L.Ac., Alumnus Boulder Campus

A few days ago I asked a past classmate, now colleague, how the healing business was going. He responded with, "Healing biz is okay, still slow going, but still sticking needles in people so I guess all is well." Less than inspiring I know, yet I remember the tune of his song and dance all too well. Four years ago I graduated from SWAC Boulder, bought my first professional pack of needles, hung out my shingle and waited for patients to flood my office. After all, I had just spent many years of my life preparing for this moment. I had skills to offer those who needed Oriental Medicine to help them find their way back towards health, not to mention a very expensive piece of paper hanging on my office wall. Strangely, the universe needs us to be more active in attracting business than sitting in our empty office meditating for prosperity.



In school we study the intricate dynamics of *Yin* and *Yang*. I have found that in order to be a successful practitioner we have to find a balance within the *Tai Ji* that allows us to wear both the white hat of a healing professional and the black hat of a business person. The following is a series of black and white hat lessons I have learned through many trials and tribulations that have taken me from a spark of a practice to a thriving firestorm of abundance.

### **Black Hat Lesson One: Advertise**

People do business with people they know, they like, and they trust. You have to become one of those people. This means putting some skin in the game and getting in front of others. I have found the greatest success by joining a weekly networking group and offering to buy doctors lunch while I talk to them about the best type of patients to refer to me. (Hint: start with headache and low back pain since those are the top 2 reasons that people go into the MD's office). In addition to meeting with groups of people, it is also necessary to have a decent website that can easily be found by internet search engines so that at 2:00 in the morning, your new insomniac patient can find you and jot down your number to call when the sun comes up. As for paper advertising, my experience says don't waste your time or your money. There are still people who look at print ads but the amount that will then be spurred into calling you will net less than the ad cost to place. One form of paper advertising that is worth every dime, is a nice, simple, easy to read business card. Make sure you have a small stack with you at all times. When you go out to eat, leave your business card with the signed copy of your credit card receipt. If someone asks you for one of your cards, give them two. One for them, and one to pass along to a friend or relative. And give a stack to your parents, siblings, and closest friends to pass along as well. It won't bring in a whole stream of patients, but when you are first getting started adding a few new patients a month to your practice can be a lifesaver.



### **Black Hat Lesson Two: Charge what you are worth.**

My wife, who is currently a SWAC student, told me a few weeks ago about a conversation she overheard where one student stated that she “didn't feel right charging people for what we do.” My question to you is “Why the heck not?” An MD will charge \$125 for a 15 minute consult and not think twice about it. Why do acupuncturists have this image that we are worth less than Western medicine? The only answer I can come up with is that we are an empathetic group of people. Being empathetic doesn't mean you can't take money from a sick person. They are paying you for your time, services, and expertise. If you do more than a basic acupuncture treatment then charge your patient for it. Cupping should cost more, so should e-stim, tuina, and arguably, moxibustion. In addition, don't give herbs at an acupuncture appointment. Acupuncture is about moving *qi* through the body. Herbs are about the structures that make up the body. Even though your diagnoses can be the same, they are 2 separate modalities and require us to think in different ways so why shouldn't they be different appointments? In the Western medical world doctors don't fill the prescriptions they write and pharmacists charge you for each script they fill. If you split your practice into having a few days of acupuncture and a few half days of herbs you've automatically doubled your patient load.

### **Black Hat Lesson Three: Bill Insurance**



Learn how to bill insurance companies or hire someone who does. Your patients pay a heck of a lot for their insurance premiums. If their insurance covers acupuncture then bill it for them. Yes, there is extra paperwork, phone calls, and sending faxes that need to be done, but there's a huge pay off if you learn how to do it correctly. It does take time though, and the reality of the situation is, you may not be paid for upwards of 6 months on certain claims. If you don't want to bill insurance because their game feels dirty to you, then I implore you to remember that it's their rules that you are playing by. At bare minimum consider taking on patients who were in auto accidents. Their MedPay insurance pays quickly and is relatively painless compared to larger healthcare insurance companies. As a side note, look for a course to be taught at Southwest Acupuncture College's Boulder campus sometime this fall on insurance billing.

### **White Hat Lesson One: Choose your clinic.**

Whether you want a solo practice, a community style setting or to work in a holistic clinic with numerous other types of professionals, it is important to choose your path. I didn't. I dabbled and in the long run it hurt me. There was one point in my career where I was working in my solo practice 3 days a week, at a holistic clinic 2.5 days a week, and treating at a community acupuncture clinic in a drug rehabilitation center for a few hours a week. What I found was that even though I was helping a lot of people, I was also running myself into the ground quickly and failing as a father. Over the course of nine months, I pulled my focus back into just my private practice, which has resulted in me having just as many patients as before, but more time for my family which has made all the difference.



### **White Hat Lesson Two: Realize that you are the expert.**

Patients rely on your expertise so it is up to you to educate them. If you need to see them more than once a week then tell them so. If you under treat and the patient doesn't improve then the burden of blame falls upon your shoulders. Develop a standard educational packet that you go through with your patients on their first visit that covers what acupuncture is, how it works, how it is different from Western medicine, why they need you, and how often they should expect to be coming in. This information should be as simple as possible and avoid over-explanation of technical terms that we have all learned in school, such as *qi*. If the patient asks what *qi* is, by all means explain it to them. But start simple and stop explaining once they reach their own level of understanding. Chinese Medicine is still misunderstood and a lot of us tend to over-explain things. The patient isn't asking for a 3-minute version of 3 semesters of Medical Theory and over-explaining can lead to frustration on your part, and a lack of understanding and trust on the patient's part.



### **White Hat Lesson Three: Don't practice religious acupuncture.**

By this I mean don't needle and pray that it will work. When booking a new patient, conduct a pre-interview so you have an idea of what is walking in your door. If you have no idea where to begin in the treatment of their bizarre Western medical diagnosis then go look it up so you have a short list of possibilities that you will have to differentiate through rather than winging it in the moment. In addition, learn how to treat pain in the moment. If your patient is suffering with a headache, they don't care about answering the 10 questions or learning about your education prior to treating them for the first time. Ask them if you can do some acupressure to relieve their symptoms so they will be more comfortable while you complete the interview. (As a side note: My experience shows that 80% of headaches will diminish by 75% or greater with one thumb in HT 8, the other in HT 3 and some *qi* behind them. If you're not sure why this works, go take a Dr. Tan seminar.)

### **White Hat Lesson Four: Respect yourself.**

To become a better caretaker you must take better care of yourself. Get a weekly acupuncture treatment or massage. Your patients will ask you what do you do to take care of yourself. Be their example. From a business aspect, set your hours and stick to them. This includes charting, phone calls and other business paperwork that needs to be done. Schedule yourself some time every week to accomplish the business duties that need to be taken care of in addition to catching up on charting should you fall behind. When you're first starting out, it's tempting to book patients whenever you can get them in, but once the balance of financial stability becomes a reality, it's important to set up clear business hours for your practice. Lastly, when you go home for the day, leave work where it belongs. If you don't establish and respect a balance of work and home life, how can you expect your patients to?

Hopefully, the lessons I have just shared will help start you down the path of becoming a more successful acupuncturist and business owner. My wish for the future is that next time I ask a colleague how the healing business is going that they respond by saying, "My abundance is abundantly abundant." Happy treating and be well.

# Federal Direct Consolidation Loans Repayment Options: Advantages and Disadvantages By Angela Anaya Financial Aid Director

With the change to Direct Loans, most students now have separate servicers for the FFEL loans and Direct Loans making the latest buzz word in student loan repayment consolidation. Students should always contact their lender first before choosing to consolidate. The financial aid office cannot advise you about consolidation repayment details as they pertain to your individual situation. However, if you consolidate before your 6 month grace period is complete you will lose it. To help you understand the basic payment options available with loan consolidation, outlined below are the repayment options you may choose from:

## **Standard Repayment Plan**

Payment: Monthly payment is fixed. A payment is equal to total loan amount [plus interest] divided by the number of months in your repayment period, up to 120 months [10 years]. For example, a minimum payment of \$50 applies to a loan balance of \$3,500 or less.

Advantages: Predictable; keeps interest to a minimum.

Disadvantages: Monthly payment stays the same regardless of income.

## **Extended Repayment Plan**

Payment: Same as the Standard Plan, except that students receive a longer period of time to pay off their loan [not to exceed 25 years]. The larger the loan amount, the more years you'll have to pay the loan back. You must have more than \$30,000 in outstanding FFEL Program loans.

Advantages: Lower monthly payments than the Standard Plan.

Disadvantages: Increases the amount you pay in interest over the life of the loan.

## **Graduated Repayment Plan**

Payment: Repayment amount increases every 2 years until the loan is paid off [takes between 10 and 30 years]. The larger the loan amount, the more years you'll have to pay the loan back.

Advantages: Monthly payments will be easier to manage at first; initial payments will be lower than the Standard Plan.

Disadvantages: You will end up paying more in interest. Also, without a stable or increasing income, you may have trouble as the monthly payments rise over time.

## **Income Based Repayment (IBR)**

Payment: Your monthly payments will be based on annual income and family size, and spread over a term of up to 25 years. You must be experiencing a partial financial hardship to initially select this plan and once you select this plan you cannot change to any other plan except the Standard Plan.

Advantages: You usually have up to 25 years to repay. Any portion of the loan amount that has not been repaid up to this time is forgiven.

Disadvantages: After 25 years, the forgiven loan balance will be counted as income and is taxable.

### **Income Contingent Plan (Direct Loans Only)**

**Payment:** Your monthly payment is adjusted annually based on yearly income, family size, interest rate and loan amount. Your monthly payments will rise and fall in relation to your income.

**Advantages:** You usually have up to 25 years to repay. Any portion of the loan amount that has not been repaid up to this time is forgiven.

**Disadvantages:** After 25 years, the forgiven loan balance will be counted as income and is taxable.

#### **Pros:**

~ Allows you to combine multiple student loans together so you only have one loan payment and loan holder ~ Can lock in a lower, fixed interest rate if the variable rates on the loans you wish to consolidate are due to increase ~Can extend your repayment period from the standard ten years, lowering your monthly payment.

#### **Cons:**

~Can result in a higher interest rate ~Can increase your total cost of debt (you pay more interest) ~Might lose eligibility for certain types of deferment ~Might lose eligibility for certain cancellation or forgiveness programs. This is especially true if you consolidate Perkins Loans, at which time you lose your eligibility for the following loan forgiveness provisions: Education Component of Head Start Program Staff Member \*Law Enforcement or Corrections Officer \*Nurse or Medical Technician \*Professional Provider of Early Intervention Services for the Disabled \*Public or Non-Profit Child or Family Services Agency Employee \*Vista or Peace Corps Volunteer.

