



Finding Your Way in the World— A Salute to our Graduates!

A special thank-you to the Alumni Council driven by President Barbara Walker (ACU'00) who, with Council members Barbara Ellrich, Craig Kerr (ACU'00), Geo Derick (HRB'02), Judith Goedeke (ACU'95), Robyn Urbach (HRB'02), Sandy River (ACU'95) and Pamela Hartke (Alumni Relations Coordinator) revamped the survey in hopes of simplifying the process for all involved. To that end, we have received the highest return to date. This success comes with a bittersweet ending, however. As some of you may know, as of November 2007, Barbara Walker and her family will be moving from Maryland to Texas where her husband has been offered a wonderful opportunity in his career. A bow of gratitude and respect goes to Barbara for her deep commitment to the many jobs she has held so lovingly at Tai Sophia. With much love and pride we will stay tuned for the next chapter in Barbara's journey. Thank you, Barbara, for all that you have done.

In turn, the Council would like to thank each of you who took the time to so thoroughly answer each question. All comments have been given anonymously to the Program Chairs for review. We do consider the survey to be an ongoing process in an effort to better understand the needs of all graduates. At this time, the Council would like to invite all of our alumni to please consider being a part of this process. If anyone, locally or from a distance (as did Sandy River from Maine!) would like to join us, please contact Pamela Hartke at phartke@tai.edu.

The full results will be posted on our website. In the meantime here are a few interesting statistics:

Table with 2 columns: Statistic, Value. Total surveys sent: 909, Total returned: 153, Response rate: 17%

- Tai Sophia graduates practice in 38 states and 8 countries
• 36% of our alumni have donated in the last 5 years.
• Tai Sophia graduates have a cohort default rate of 0%.

Acupuncture Program

Table with 2 columns: Statistic, Value. Total surveys sent: 839, Total returned: 134, Response rate: 16%

Those in full-time practice: 42%
Those in part-time practice: 55%
Unanswered: 3%
Active practices: 97.5%
(Based on Practitioner Referral listings)

Gross salary:
Full-time practice: \$80,721 (with an average range of 21 to 30 patients per week)
Part-time practice: \$33,945 (with an average range of 11 to 20 patients per week)
Average initial consultation fee: \$126
Average follow-up fee: \$75

Herbal Medicine Program

Table with 2 columns: Statistic, Value. Total surveys sent: 40, Total returned: 16, Response rate: 40%

Total number of graduates: 48 (8 have graduated since survey was sent-see below)

Table with 2 columns: Statistic, Value. Total in practice: 43, Active practices: 90% (Based on Practitioner Referral listings)

Gross salary:
Full-time practice: \$50,000
Part-time practice: \$11,057

Average initial consultation fee: \$89
Average follow-up fee: \$60

Applied Healing Arts Program

Table with 2 columns: Statistic, Value. Number of graduates: 8, Surveys returned: 3, Response rate: 11%

Members of the Tai Sophia Institute Alumni Yahoo E-Groups

As of October 1, 2007

Table with 4 columns: Program, Count, Percentage, Graduates. Acupuncture: 311 (37%), Herbal Medicine: 39 (81%), Applied Healing Arts: 6 (21%), Animal Acupuncture: 24 (31%), Chinese Herbal Program: 5 (4%)

# spotlight

## CONTINUED FROM PAGE 1

If anyone is interested in joining one of the alumni yahoo groups, please visit our website at [www.tai.edu](http://www.tai.edu), scroll over "Our Learning Community," scroll over to "Alumni" to "Resources." Scroll down the page until you see the yahoo group offerings. Please include your full name and class-year when asking for permission to join your group. We would love to see more people joining in on the conversations!

### Alumni Relations Office

Average calls, emails and drop-bys received per day:  
Between 5-7 per day at 250 days a year = approximately 1250 personal contacts a year.

All comments are of value. Please feel free to call 410-888-9048 ext.6618 at any time.

### Donations

36% of our alumni have donated in the last 5 years.  
(From August 1, 2002, through July 31, 2007, 326 of the 909 alumni made donations.)



A young visitor displays the herbal collage she made with Candice Terrell, herbal medicine student, at Herb Day in Washington, D.C.

## Herbal Medicine Programs Shines on Herb Day 2007

Faculty and students from the Herbal Medicine Program presented workshops at "HerbDay 2007" held at the U.S. Botanic Gardens in Washington, D.C., Saturday, October 13. Claudia Joy Wingo and Bevin Clare represented our faculty. Current students Rebecca Aldag, Elyse Williams, Belinda Knight, Anna Davis, Charlotte Skiles, Lissa Butler, Tokunbih Obasi and Ashley Litecky presented workshops throughout the day.

Bevin Clare, faculty member of Tai Sophia's Herbal Medicine program, gives us this report about HerbDay: "Thousands of people came to the gardens to celebrate herbs as foods, medicines, and things of beauty. Presentations from herbalists from around the country, as well as from a number of Tai Sophia Herbal Medicine students, were offered all day on topics such as kitchen herbs, St. John's Wort and Ayurvedic herbal medicine. Children attending were able to pot their own herbal plant, make an herbal collage, and get their faces painted. Organizations such as the United Plant Savers, the Medicinal Plant Working Group, the International Herbal Association, and the Herb Society of America offered demos and displays of beautiful herbal crafts. The event was successful in bringing together people to acknowledge the role that herbs play in our lives; and the gardens were the ultimate setting to witness the power and beauty of plants in our lives."



Hannah Pass and Elyse Williams, herbal medicine students at Tai Sophia, serving herbal tea at Herb Day.

## In the News

As opportunities arise, our graduates have made themselves visible to the wider world through the media. We have found that more and more of our alumni are making their way into the press, and of this we are very proud. We would like to share some of those stories with you. Also, the Redhead Company is looking to prepare a booklet of stories from the lives of our graduates. If an article about you and your practice has appeared in a newspaper or other resource, please let us know — we are gathering these articles for our archives and for possible publication.

**Elizabeth Bartlett** (HRB'03) was featured in the *Frederick News Post*, Health and Fitness section, in the article "Herbs as an Alternative to Healing," July 10, 2007. Liz is a clinical herbalist and wellness counselor who practices out of her office in New Market, Maryland.

**Bobbi Mead** (ACU'02) also was featured in the Home and Business section of the *Frederick News Post*. The article, "Physical Therapist Goes There and Back Again," appeared in the July 31, 2007, edition. Bobbi's husband, Richard, who holds a doctorate in physical therapy, is back in the same spot where he practiced from 1991 to 2001. Now, he shares the space with Bobbi, who was a nurse for 20 years before entering the acupuncture program at Tai Sophia. Bobbi and Richard are combining their eastern and western modalities in a healing practice. Soon, they will be joined by a massage therapist and an herbalist.

**Theresa Deramo** (ACU'99) was featured in the *Sun's* "Working" section, August 28, 2007, in "Needles That Cure." The article profiled Theresa's journey from working as a medical assistant for 11 years to earning her bachelor's degree in psychology and then her graduate degree in acupuncture, and on to her animal acupuncture certification!

**Yiska Obadia** (ACU'03) and **Sara O'Leary** (ACU'03) have collaborated in publishing *Transformative Nutrition: An Integrative and Holistic Approach to Nutritional Health and Sustainable Weight Loss*. The workbook is designed as an interactive, nine-week course. To learn more about the book and the corresponding course, you can visit their website at [www.redefindiet.com](http://www.redefindiet.com). The book is available at Tai Sophia Institute's bookstore, the Meeting Point.

**Lorie Eve Dechar** (ACU'83) was interviewed in a two-part article titled "The World, Alchemy and the Mysterious Feminine," which appeared in the August 2007 and September 2007 issues of *Acupuncture Today*. The article centered on Lorie's book, *The Five Spirits*. If you missed the interview, you can read both parts online at [www.acupuncturetoday.com](http://www.acupuncturetoday.com).

If you have a press story to share or a book being published, I would love to hear about it. Please send your information to me at [phartke@tai.edu](mailto:phartke@tai.edu).



Yiska Obadia



Sarah O'Leary

## Passages

**Lydia Wainwright** (ACU'00) and **Eric Mohler** (ACU'00) were married on September 8, 2007. Best wishes and much happiness!

## REUNION POINT

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Printed on recycled paper, supporting Tai Sophia Institute's commitment to bring about a healing relationship among people, the earth, and all life.

# alumni news

## Lectures and Workshops

**Jeff Millison** (ACU'89) and **Barbara Abrams** (ACU'93) presented "The Psychological, Emotional and Spiritual Manifestations of the Twelve Officials" at the Third Annual Many Paths, One Medicine Conference in New York City, July 14–15.

**Dianne Connelly** (ACU'72) spoke at the Baltimore Bioneers Conference, October 19–21, in Baltimore, MD. She and scientist Candace Pert had planned a joint presentation on the topic "Science, Spirit and Creativity: A Conversation Between a Scientist and a Healer." When illness kept Dr. Pert at home, Dianne stepped in with a well-received solo presentation. John Sullivan spoke about "Social Justice in an Emerging Ecological Age" in another keynote address. **Jennifer Downs** (ACU'79) was a panelist in a breakout session on "Body Wisdom, Somatic Truths"; current Herbal Medicine student, **Holli Richey**, led an "Urban Herbal Walk"; **Melora Scanlon** (ACU'98) moderated a session called "Nature's Operating System"; and **Wendy Childs** (ACU'95) co-led an interactive workshop, "Healing the City."

**Dianne Connelly** also was featured in *Howard*, the Howard County Magazine, August 2007 issue, in a section titled "Model Behavior — mothers, teachers, a first lady, and a prophetess who inspired the women who have made an impact on our city."

**Robert Duggan** (ACU'72) led a workshop, "Success: Healing Presence is the Key Factor," at the AAAOM's Strength through Unification Conference and Exposition in Portland, Oregon, October 19–21. Tai Sophia faculty and staff attending the conference met area alumni for dinner and conversation, among them **Jeff Millison** (ACU'89), Program Director; **Acupuncture**; **David Paton** (ACU'90), Dean of Students, Level I & II; and **Barbara Ellrich**, Chief Executive Officer. More on this in the next issue of Reunion Point.

**Michael Phillips** (ACU'85) presented his workshop, "Elements of Mythology, Medicine and Metaphor" at Tai Sophia Institute. Michael, who has studied extensively with storyteller Michael Meade, examined stories from world traditions that assist individuals in finding their life path and living fully into their destiny. Stay tuned for future offerings!

For those who may be in the area, one last reminder — please stop by Tai Sophia Institute and visit the current exhibit, "Transition and Transformation," photographs by **Walter Hayley** (ACU'04) in our Himmelfarb Gallery. You can view the exhibit through December 1, 2007. Please call the Institute for available hours at 410-888-9048.



One of Walter Hayley's amazing dragonfly photographs in his exhibit, "Transition and Transformation."

**Carol Burke** (ACU'03) hosted her yearly open house for "Aid through Trade" on November 3 at the Friends Meeting House in Annapolis, MD. If you are a local and would like to take part in the celebration next year, check out her website at [www.aidthroughtrade.com](http://www.aidthroughtrade.com).

Join us in welcoming **Camille Freeman** (HRB'02) as a new Associate Faculty member to the Herbal Medicine program.

**Charlotte Kerr** (ACU'77) was invited and participated in the Women's Executive Seminar at the Aspen Institute this August. In October she attended a conference in Dublin marking the 15th anniversary of the Ireland Center for Talented Youth (CTY). Charlotte is a member of the Advisory Board of Johns Hopkins University's CTY, which offers numerous programs for talented youth in the U.S. and around the world.

## New www.tai.edu Website

You asked, we answered. We thank everyone who offered feedback and suggestions for our new website! As you may have noticed, "Find a Practitioner" is now a separate menu offered on the home page, as requested. We also have enhanced the functionality and search options to better serve you and the larger community. You now can cut and paste the information to another document, and we have added websites to your contact information. We greatly appreciate your partnership — we are asking you (if you've not already done so) to please cross-link Tai Sophia on your website, thus completing the circle. Should you need to update your contact information or would like to add your website to your existing information, please contact Pamela Hartke at [phartke@tai.edu](mailto:phartke@tai.edu). Stay tuned for additional changes to the website over the next few months.

## American Herbal Guild comes to Columbia, MD, and Tai Sophia Institute

The 18th Annual AHG Symposium, "Beyond Basics, Beyond the Books: Clinical Botanical Medicine in Real Life," was held October 26–28 at the Sheraton in Columbia, Maryland. On Thursday, October 25, Jim Duke and Simon Mills led a pre-conference intensive in Jim's garden in Fulton, Maryland: "Meet the Plants in Jim Duke's Green Farmacy Garden." A number of conference offerings featured Institute faculty members, including James Snow, Kevin Spelman, **Rebecca Snow** (HRB'02), and Simon Mills. Participants traveled to our Laurel campus for the workshop titled "Working Model of an Herbal Clinic at Tai Sophia Institute," hosted by our faculty and current herbal students. On Friday evening, Jim Duke delighted conferees with his performance of songs and stories. On Sunday, Tai Sophia hosted an on-site open house where guests learned about the riches of the Institute's Master of Science in Herbal Medicine program.



**Amy Brush** (HRB'03), demonstrated the daily operations of the Herb Room to 28 visitors from the AHG Symposium who visited our campus.

# institute news

## A celebration for National Acupuncture and Oriental Medicine Day

Tai Sophia Institute celebrated National Acupuncture and Oriental Medicine Day on October 24th by opening its doors to the public for a campus tour, including the acupuncture clinic, herbal preparations room, herb garden, library and bookstore. Certificates for a free acupuncture treatment were available after the tour.

In recognition of the day, the Institute announced the formation of the Tai Sophia Chapter of the American Association of Acupuncture and Oriental Medicine – Student Organization (AAAOM-SO). The new chapter has more than 25 student members and has made a commitment to promoting the high standards of education and research in the medical art and science of acupuncture and oriental medicine.

Student AAAOM-SO members guided the tours and provided visitors with information about the Institute and background information on acupuncture.

## Three faculty members shifting roles

**Jeff Millison** (ACU'89), Program Director, Acupuncture, has several announcements concerning shifts taking place within the program. We quote Jeff:

"**Sherry Smith** (ACU'87) will be stepping down from her role as Clinic Director and Chair of the "Serving Your Patient" division in January/February of 2008. Sherry has served in her position for the past six-and-a-half years, and during that time has contributed immensely to the Acupuncture program and to Tai Sophia as a whole. Sherry will continue to teach and be a core faculty member in the Acupuncture program, and she also will continue to serve on the Acupuncture Curriculum Committee.

"**David Blaiwas** (ACU'93) will be stepping down from his role as Chair of the Theory division on December 31, 2007. He has served in his position for the past five years. David's contributions to the Acupuncture program have been invaluable. He has provided strong leadership and has expertly coordinated the faculty and courses in his division, often gathering different faculty teams to work on coordinating and integrating the curriculum. David was instrumental in the redesign of the Clinical Science and Pathology section of the program, and his participation and contributions at the curriculum revision retreat earlier this year were tremendous. He will continue to teach and be a core faculty member in the Acupuncture program, and he also will continue to serve on the Acupuncture Curriculum Committee.

"**Tyme Giliotti** (ACU'94) has stepped down from his role as Chair of the Clinical Foundations division. He has served his full three-year term, and has decided to open up more time in his life to pursue other interests and projects. Tyme has contributed a tremendous amount to the Acupuncture program over the last three years. He has tended the courses and faculty of his division with great care and leadership, and has served admirably on the Acupuncture Coordinating Committee and the Acupuncture Curriculum Committee where his gifts of wisdom, perspective, clarity, and humor have contributed greatly to the productive work completed by those committees."

We join Jeff in a deep bow of acknowledgement and a thank-you for all the contributions made by Sherry, David, and Tyme.

# campus resources

## Herb Room

Come check out our variety of herbs for the cold and flu season ahead: Elderberry Concentrate, Propolis Echinacea Throat Spray, and Super Echinacea. Remember, we now formulate with elderberry concentrate!

We currently are selling pre-packaged herbal supplements over-the-counter that were previously sold in the Meeting Point. While you may still find many herbal and vitamin supplements at the Meeting Point, should you not find a specific supplement, please ask at the Herb Room — we may be able to help you.

For the tea lovers out there, we now carry Tulsi Sweet Rose Tea, a lovely blend of holy basil (tulsi) leaf and roses. A box of 25 tea bags is only \$5.00! Several new flavors of Tulsi teas have been added to our inventory.

Coming soon: We will be carrying an unscented base cream that will allow you to custom formulate creams for your clients! The cream does not contain synthetic preservatives, colors or fragrances.

Also, please join us in welcoming new staff member Melissa DiRito to our Herb Room. Melissa is with us every Friday afternoon from 2:00 to 7:00 pm. Please stop by and say hello.

### Herb Room Hours

Monday through Thursday 9:00 a.m. – 4:30 p.m.  
Friday 1:00 p.m. – 7:00 p.m.

The Herb Room is closed every day from 12:00 to 1:00 pm for lunch.

## Library

### Library Hours

Monday through Friday 11:00 a.m. – 5:00 p.m.  
Closed weekends.

Student volunteers are staffing the Library most Tuesday and Thursday evenings, allowing us to be open until 8:00 p.m.

## The Meeting Point

The Meeting Point Bookstore was remodeled in August under the direction of David McKaig, the previous manager of the bookstore who has returned from Santa Fe to supervise the store after a three-year absence. "We did a fixture and layout change that's made a huge difference, making the space more open and inviting," David told Reunion Point. "The change is dramatic, with mini-blinds gone from the windows and lower book fixtures allowing light to stream into the space. Book gondolas on wheels take the place of the previous fixed bookcases, allowing floor configurations to be changed at different times of the year. Café tables are placed at the ends of our standing bookcases and are now more private and inviting. Book selection and gift items have increased dramatically with an expanded philosophy, health, acupuncture and art section. A new table in the front of the store spotlights new titles and current bestsellers; and a rack of school supplies and Tai Sophia logo items make the store feel like a true college bookstore.

"In addition to books, the Meeting Point features gift items relating to the healing arts, including the incomparable Music of the Spheres windchimes, Woodstock fountains, Tea Forte tea products and gift sets, Moleskin journals, live bamboo arrangements, high quality incense from Nippon Kodo, superb zen and singing bowl timepieces, plus beautiful new cards for every occasion.

"Food offerings have changed as well. Instead of making sandwiches on site, the store now has sandwiches and salads delivered from Bun Penny, Howard County's premiere deli. By having outside sources make the food, the Meeting Point has eliminated the wasted food and excessive payroll of the past, and now can donate profit back to the Institute. Displays around and on the counter now have the feel of a natural marketplace with healthy ready-to-eat meals and snacks ready all day instead of just at lunch. Hot soups are still offered during the fall and winter; and coffee, tea and decadent pastries will always be available year-round.

"The Meeting Point's inventory will shortly make its way into a shop-and-click website off its bookstore page at [www.tai.edu](http://www.tai.edu). This is something many alumni have requested, and it should be up and running in early 2008. Please stop in and say hello next time you visit the Institute. We'll see you at the Point!"

## We recommend

If you are making a trip to the campus, please call ahead for hours of these campus resources. 800-735-2968

Herb Room	ext. 6676
Bookstore	ext. 6632
Library	ext. 6644

# professional programs

Coming This Spring

## Animal Acupuncture Program

187 hour course

March 7 – July 13, 2008

Tai Sophia Institute offers a stand-alone Animal Acupuncture Program that is unique and remarkable for its integration of the five-element diagnostic and treatment models for animals. The course will include a comprehensive didactic component as well as a clinical rotation. Students will learn how to move seamlessly from intake through pattern discrimination and treatment while developing a thorough, integrated picture of each animal-patient. Animal acupuncture enables the practitioner to offer animal-patients a powerful and complementary modality for healing. For more details and a program application, call 410-888-9048 ext.6611.

Fee: \$3,600

CEUs: 187

Application deadline: January 31, 2008

Program Directors: Eric Hartmann, DVM, and Noreen Javornick, M.Ac.

Featured Program

## Creative Leadership Program

The Creative Leadership Program, the first six months of the MA in Applied Healing Arts, is designed for established and developing leaders who want to be constructive change agents and make a positive difference in their workplace and community. Grounded in ancient wisdom and healing traditions, participants learn to use their individual talents, relational skills and language to create a less stressful, more productive and positive environment. They develop new skills and insights that promote creativity, enhance collaboration and teamwork, empower co-workers, and shift challenges to opportunities. Please call 410-888-9048 ext.6647 or email [admissions@tai.edu](mailto:admissions@tai.edu) for more information.

## The Integrative Healthcare Symposium (formerly CAMEXpo)

The Integrative Healthcare Symposium offers a whole perspective with full access to the most up-to-date, scientific and clinical applications in integrative medicine from top-notch industry experts including: conference chair Woodson Merrell, M.D.; Jeffrey Bland, Ph.D., FACN, CNS; Alejandro Junder, M.D.; Nan Lu, OMD, MS, L.Ac.; David Perlmutter, M.D., FACN; Bernie Siegel, M.D.; Julie Silver, M.D., and many more. Visit [www.ihsymposium.com](http://www.ihsymposium.com).

During the symposium, Bob Duggan will co-lead a conversation about "Energy: Movement, Breathing and Healing," and will present "Redefining Health: Workshop for Spirit, Mind and Body."

## Chinese Classics with Elisabeth Rochat

Monday – Friday

November 12 – 16

2:00 – 5:00 p.m.

Elisabeth Rochat brings to life the language of Chinese medicine and the amazing "stories" its characters contain.

Fee: \$35 each for morning or afternoon session/\$350 for full series

CEUs: 3 for each session

Instructor: Elisabeth Rochat

## Zero Balancing

Friday-Monday

November 16-19

9:00 a.m. – 5:00 p.m.

Study with Fritz Smith, M.D., founder of Zero Balancing (ZB), in this exciting form of bodywork that uses touch to align body energy and body structure for health and healing. This class, Core ZB I, teaches the basic ZB hands-on protocol, theory and skills.

Fee: \$595

CEUs: 25

Instructor: Fritz Smith, MD, DO, M.Ac. (UK)

## Redefining Health with Dianne Connelly and Bob Duggan

February 2 – 3, 2008

Mark your calendars for the next weekend seminar.

CEUs: 12

Nursing Contact Hours: 15

Please contact Community Programs at 410-888-9048 ext.6611 to register for any of the above programs.



Dianne Connelly declares Oneness in Redefining Health and all her classes and workshops



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# a deep bow

## Corrections from the Summer issue

**Larken Bunce** (HRB'02), who was mentioned in the "World Work" section as part of the Vermont Center for Integrative Herbalism, asked that we let everyone know that you can reach her directly by visiting [www.VtHerbCenter.org](http://www.VtHerbCenter.org) and clicking on "Faculty," then "Larken Bunce."

**Elizabeth Bartlett** (HRB'03) asked that we make a correction to her website. Please visit Liz at [www.JoyofHerbs.net](http://www.JoyofHerbs.net). Thanks, Liz, for letting us know!

A word of clarification and further credit for the "Acupuncture Without Borders" workshop of July 13-15, 2007. **Nancy Ann Miller** (ACU'01) contacted the Maryland Acupuncture Society and the Acupuncture Society of Virginia, and in a collaborative effort, the two societies co-sponsored the event. They joined in generously donating funds to cover the costs of space and equipment rental.

**Maureen Nelis** (ACU'99), Vice President of Internal Affairs for the Maryland Acupuncture Society, and Deborah Farley, Vice President of the Acupuncture Society of Virginia, were actively involved in planning the event.

## Bow of Acknowledgement

At this time of harvest and gratitude, we at Tai Sophia would like to thank those of you who have referred students to our school. It is through this partnership that we can continue to offer a healing presence in the world. Of the 64 new students for September 2007 (Acupuncture and Herbal Medicine Program), 14 were referred by the following alumni:

- Daphne af Jochnick** (ACU'94)
- Lindsay Buchanan** (ACU'02)
- Jean Collins** (ACU'83)
- Shannon Considine** (ACU'00)
- Katherine Hancock Porter** (ACU'94)
- Lonny Jarrett** (ACU'84)
- Jay Jones** (ACU'97)
- Ludwig Kragler** (ACU'03)
- Alexandra Knox** (ACU'96)
- Heather Lippin** (ACU'98)
- Stacy McCurdy** (ACU'00)
- Reid Saunders** (ACU'97)
- Jennifer Stukey** (ACU'02)
- Sarah Wehner** (ACU'04)
- Amy Wheeler** (ACU'97)
- Vanina Wolf** (ACU'00)
- Kim Wright** (ACU'01)



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