

MASSAGE NEWS



July 5, 2004

Massage News
Volume 3, Summer Issue
Page 1

SUMMER GREETINGS

Thank you to all of you who have been telling your friends, family, and co-workers about my massage services!

We had a great Spring! We went to the Skagit Valley Tulip Festival in Mt. Vernon. We soaked up some sun during the delightful warm days. Bella, my chocolate lab, enjoyed many adventures in local parks and playgrounds.

I was selected as a treating

massage therapist in a very exciting study of the medical necessity and cost effectiveness of massage therapy for neck pain.

I took a great continuing education class on movement and body awareness of the pelvis and hip areas.

We attended the Port Angeles Kayaking Symposium. The two local conferences on kayaking are in Port Angeles in the Spring and Port Townsend in the Fall. They are such great opportunities to learn from the experts.

Belly dancing is joyous in the summer with lots of outdoor

festivals and events to attend. My favorite is the Annual Mediterranean Fantasy Festival in West Seattle scheduled for July 17-18, 2004. It's free and open to public at the Hiawatha Community Center and Park. Bring your friends, family, and children to watch tons of belly dancing all day Saturday and Sunday.

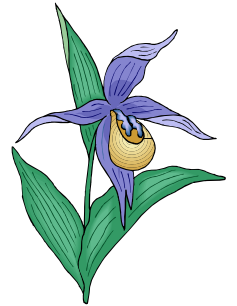
I am already looking forward to the coming local orchid shows. My orchids continue to bloom and flourish in their window sill home.

I have been updating my web

page with new pictures of our animal family and some of our adventures. Please feel free to share this web link with your friends, family, and co-workers www.leilanimassage.com

I hope this newsletter finds you well and enjoying your summer!

Best,
Leilani



NEW MASSAGE RATES

Did you know I have only raised my rates twice in ten years?

Did you know that I have punch cards available for same day pay clients and that your tenth same day service is free?!

The new rates became effective Thursday July 1st, 2004.

There are two rates that can be best explained by same day pay rates and billed rates.

Same day pay rates are paid at the time of service through cash, check or PayPal.com.

Billed insurance rates are billed to your medical or auto insurance company, a third party, or the Department of Labor and Industries. Billed rates delay payments that can take weeks or months to receive and require considerably more administrative work.

For example, optional add-on services like hot and cold packs have been determined by the insurance companies as not

different enough from the hands-on massage therapy to be a covered separate billable service. Therefore, the billed rate has a noticeable increase.

I enjoy the challenges and rewards of working closely with every insurance company in Washington that covers massage therapy. I feel through these companies I can reach people who would not otherwise be able to come in for massage therapy at all or at least not as often.

If you call other massage therapy offices, you will find my rates are a bit lower than most. This is because I want to charge a fair competitive price to make a living and yet make my services affordable to the average person. I want you to come in more often rather than price myself out of your reach.

Thank you for your continued support and for referring friends, family and co-workers to my office for services.



SAME DAY PAY RATES

30 min. massage = \$ 35

60 min. massage = \$ 55

90 min. massage = \$ 75

Hydrotherapy = \$ 10 - 25

Facial Massage = \$ 45*

*includes face, scalp & neck
massage and special skincare
products.

BILLED RATES

Every 15 min.
of massage = \$25



*You never pay the
difference between our
rate and your
insurance company's
contracted rate. You are only
responsible for your
deductible, co-pay, co-insurance
payment, or if your insurance
company denies your medical bills.

INTERNATIONAL MASSAGE WEEK

This July 18-24 2004 marks the tenth anniversary of International Massage Week sponsored by The Associated Massage and Bodywork Professionals abmp.com.

The purpose of International Massage Week is to promote massage therapy while giving back to our community.

Did you know I have been on-call for special events all around the Puget Sound supporting those living with terminal illness for ten years?

An example would be the cost free onsite massages I have given to Babes day spas. Babes Network is a non-profit organization that you can make tax deductible contributions to help make it possible for them to provide services, referrals, support groups, peer support networks, advocacy and outreach to hundreds of women with HIV. To learn more go to www.babesnetwork.org

How to celebrate International Massage Week :

- ◆ Contact our office about

your charitable volunteer organization if a coupon for massage would help in a fundraising raffle event

- ◆ Tell your other medical providers how massage positively affects your life
- ◆ Share our coupons at the bottom of this page
- ◆ Buy a gift certificate for massage for someone you feel deserves a massage including yourself
- ◆ Contact one of the local massage schools and take

an weekend long massage workshop and give the gift of touch to those you love. A great choice would be the school I went to Brenneke School of Massage
206-282-1233
www.brennekeschool.com

We will be celebrating our tenth anniversary as members of this great organization this October.

Thank you for supporting my massage practice so I can give back to our community through touch.



P. Leilani Berry

Licensed Massage Pr.

WA Lic. # MA 7027

POB 88798

Tukwila, WA 98138

206-248-2001

Fax: 206-431-5428

Email to:

Leilani@leilanimassage.com

Call for Directions to

SeaTac & Renton

Locations

Accepts credit and debit cards through PayPal.com learn how at www.leilanimassage.com

CLIP & SAVE COUPONS



\$10 ff
gift certificate purchases
www.leilanimassage.com
206-248-2001
 Offer good through 9-1-04
 Not combinable with other discounts



Tell a friend !



In Honor of International Massage Week
Coupon for \$10 off
 after your newly referred friend or family member comes in for a massage appointment.
www.leilanimassage.com
206-248-2001
 Not combinable with other discounts. Valid through 9-1-04