Minutes from European Instructors' Annual General Meeting

October 3rd/ 4th 2016

Delegates present:

Harold Dull - USA
Minakshi - USA
Gianni de Stefani - Switzerland
Steven Titze - Switzerland
Tatyana Penzina - Russia
Raisa Chapinotti Cotta - Brazil
Shanti Petschel - Germany/Italy
Helen U Schulz - Germany/Italy
Tomasz Zagorski - Poland
Keli Procopio - Italy
Shankutala Tiziana Riva - Italy
Claudio Petrassi - Italy
Cristina Levi - Italy
Darja Havelkova - Czech Republic
Miguel Angel Bertran - Spain
Chelsea O' Neill - Canada
Mark Hopkins - UK
Hilary Austin - UK

Minutes taken by Hilary Austin UK

Monday 3rd Oct 2016

Morning - Harold talking about and showing the New Basic Watsu Rounds

Afternoon

1. Proposals re. Annual Practitioner Fee.

In conclusion re. Practitioner Registration Fee..

1. when a practitioner is first authorised there is a fee that goes to the registry
a. $50 in developed countries
b. $25 in other countries

In their first year practitioners have free membership in WABA.

The fee for every annual renewal includes $20 that is divided , $10 to WABA and $10 to WABR.

Training Institutes include in their single total renewal fee the dues that have been established for their members as well as the above $20.
The registry will continue to charge a $25 annual fee for those renewing outside of Training Institutes.
The renewal fee is compulsory, is connected to and collected by the local institute. If the practitioner is listed locally, this includes international registration.

If the Practitioner Status is gained in the last 6 months of the year - they can renew from Dec 31st of the following year.

Voting on these proposals as follows :- FOR 16, NONE AGAINST, 2 ABSTENTIONS

2. Voting for Procedures re. Election of the New WABA Board members (currently standing as a 4 year term)

North American Instructors will be asked to vote by email after determining whether the nominees are willing to stand for election.
They are Mary Seamster, Cameron West, Theri Thomas. If one is not willing then two are already in place.

European Nominees are Basia Borst, Gianni de Stefani, Tomasz Zagorski and Shanti Petschel. Two of these will be voted in.

It was decided that the Instructor delegates present submitted their vote for European Nominees immediately by paper ballot and these were collected and kept in a sealed envelope by 3 members present - Darja, Keli and Helen.
The Nominees will be submitted for vote, by email, to those Instructors and Training Institutes not present.

Once voting has been completed a Chairman has to be decided by the 5 Board Members elected. One board member is already in place for South America as he, Moricio, was the only nominee.

Tuesday 4th October

Working Groups on Specific Topics
Morning

1. Watsu Trademark Conclusions.

Watsu Trademark must be protected in those countries where it is applicable.
The renewal costs to be split between Training Institutes (T.I.) according to the number of instructors in that institute.
The amount will be valid for the next 10 years. The T.I can ask for a local licence to protect the TM.
The amount to be paid in advance by the beginning of November 2016.
trademark@wabaitalia.it
This is the new mail address for all the communications concerning the protection of the trademark.

There is also segreteria@wabaitalia.it, but this is usually used for communication with Italian Watsu practitioners.

Tomasz added the following conclusions in the Watsu Trademark Protection working group.

After calculation and splitting the total amount between all Training Institutes and Instructors in countries where the protection applies (and where we have Instructors) the amount to be paid is 190 Euros per Instructor. The money can be paid to WABA Italia account which pays the renewal fee. WABA (International) based in Switzerland can also collect the payments and transfer it to WABA Italia.

A Training Institute or the Instructor can ask WABA Italia to issue the official letter giving the TI or the Instructor permission to have the rights to Watsu TM in their area, to have a formal base to protect the TM.

2. Marketing and Promotion Conclusions

WABA profile should be more visible.
Social Media as a platform.
A bank account to be used specifically for promotions.
Videos of Watsu Rounds as test/sample cases for groups and specific demographies
Germany is preparing a new presentation video.
Italy also making a new presentation video
Group formed to take over the task of co-ordinating specific marketing/promotional ideas in social media arenas with Thor from Denmark who has offered his services to Harold and has appropriate skills.
The group are Raisa, Chelsea, Tomasz, Darja, Tatiana and Shanti.
Many demographics need to be co-ordinated.
Harold can send requests to WABA Practitioners/Instructors to send their Promotional videos for public access.
Testimonials to be on a Cloud/Facebook. Different videos for different demographic groups e.g. families, athletes, clinicians
Emphasis on 90 second “hook” with FB etc
Watsu Rounds presented to Corporations’ Human Resource departments in packages
Stage 1 Package “out of house”
Stage 2 Package “In House” with pool to be included
Present Watsu Rounds to Corporations with emphasis on already successful sales technique models e.g. Heartmath Institute with measurable testimonies/questionaires before/after scenarios and performance enhancement, stress reduction "hooks".

Afternoon

1. ESAC

Educational Standards Advisory Committee

Old ESAC has to be ratified by the new WABA board
After the WABA board election the new board will elect ESAC members - candidates of Watsu 3 and upwards authorisation.
A secretary needs to be appointed
Set up a system of communication that works
Terms of the Instructor Contract should be set up by the new board - as should terms of the Training Institute contract with a code of ethics/commitment

2. Financial Working Group

Corporate Sponsorship with an attractive package
Unified flyers/pamphlets to attract the public
Charitable Funding for Research/advancement of WABA and copyright materials