

Q *Why Pay a Fee?*

A: The Institute is a registered non-profit organisation and the Board is staffed by unpaid members who volunteer their skills and time. For our Institute to service the needs of all our instructors, we need:

- An efficient website
- A collection of resources
- To provide paid staff to answer memberships enquiries and to maintain the site
- To be able to communicate with health departments around the world
- To post all instructors on line so anyone can search for them
- To continue to update and renew the website
- To develop resources for instructors
- To provide instructional materials
- To facilitate workshops
- To design, monitor and improve training curricula
- To monitor the standard and ethics of our instructors
- And much more

All the above are the benefits, and even more important is the strength of belonging to a credible global organization. Most of these benefits have already been provided to instructors. These functions cost approximately \$100,000 per year. MTs, STs and Premier Instructors pay a membership fee which covers about half. There is no government funding. Dr Lam has paid the rest to support the Institute, obviously this is not sustainable.

The fees by all instructors will not only fund the activity but also show your support to the institute, and enable it to continue to expand and improve services. That in turn brings instructors credibility, the opportunity to develop better skills and more resources.

To clarify: one of the benefits for Instructors is to receive significant discounts on instructional materials and workshops. They are provided by Dr Lam's own company, Tai Chi Productions, in support of the Institute. Please note that the Institute is an independent government registered non-profit democratically elected body.

The change of terminology is to make it more clear that this is a new procedure with more stringent requirements. TCHI are very aware of the cost factor. Compare with many similar organisations around the world we are one of the most affordable. TCHI already provides more services to our instructors than those similar organisations - some charged more than ten times.

While we would prefer not to impose any fees on our already hardworking instructors, part of the Board's goal is to work towards the credibility and efficacy, facilitate scientific study and improve the level of professionalism so that our instructors will get paid a rate which reflects more accurately the benefits they deliver.

As an individual it can be difficult to secure better remuneration. As a globally recognized organisation, the Institute represents tens of thousands of instructors with greater authority. It will work hard to bring better remuneration to you, while at the same time belonging to a global organization will give you more credibility to negotiate for better fees. Together we are stronger!