

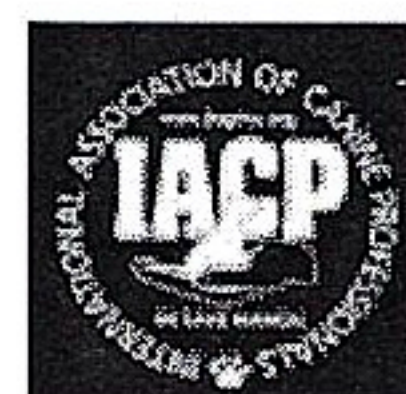
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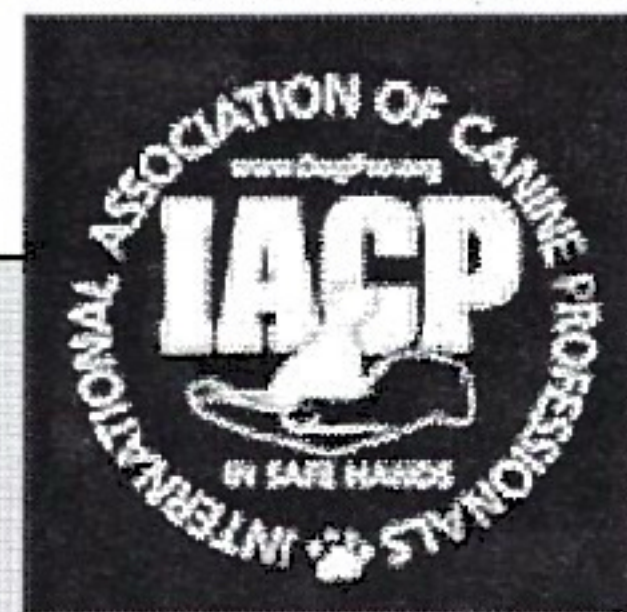
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The International Association of Canine Professionals is an organization established to maintain the highest standards of professional and business practice among canine professionals. Its aim is to provide support and representation for all professional occupations involved with any aspect of canine management, health, training and husbandry.

The International Association of Canine Professionals' commitment is to develop professional recognition, communication, education, understanding and cooperation across the wide diversity of canine expertise and knowledge.

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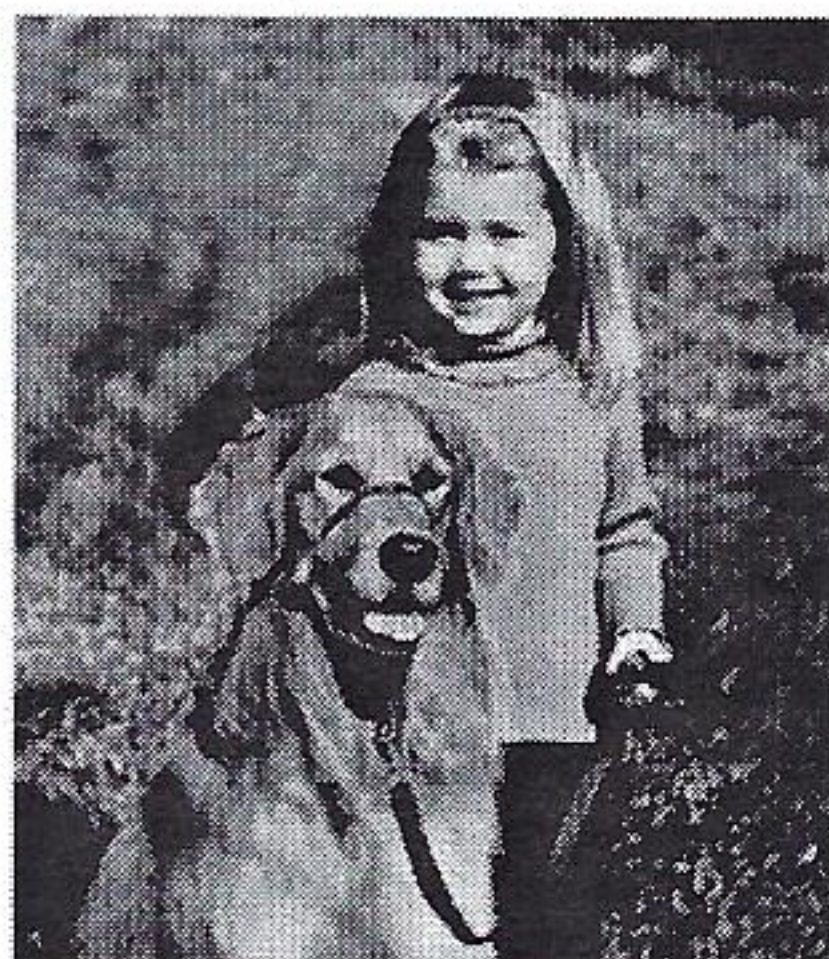
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From the President

Missed conference? Now you can own it!

by Marc Goldberg, CDT

I know, I know...every year we come back from the IACP Conference in Hutto, TX raving about the experiences and camaraderie. Those of you who have not attended ever will simply think we're a bit "off." Those of you have been, but who missed this year, will understand entirely. Conference is not only about the speakers, but also about the social opportunities to come in from the cold so to speak.

Dog training and canine professions are something of a lonely art. We tend to deal with clients who know far less than we do. (Which is a good thing or we wouldn't much be needed, would we?) At all times we must be the expert. And rarely do we have the chance to collaborate with our peers, let alone share meals, drinks and laughs. That is what Conference is all about. Well, that plus the speakers.

And oh what speakers we had this past year. The lineup was just mind blowing as were the presentations. I sat carefully through most of them, but there was so much information, I knew I'd never be able to take enough notes. Let me give you one small instance of one benefit I got from Conference that paid for my entire trip...and then some.

Author Sarah Wilson spoke on "Women and Dogs." In her talk, she explained how men and women process information differently, sometimes very differently. When selling dog training, Sarah noted, if we can only comprehend how each gender processes, we can become far more successful in selling dog training, and in helping our clients to comply with our instructions.

So two hours after that talk a female client called me. She was already booked in for a training program with her Weim. But she was calling to cancel. "My husband and I are literally on the verge of divorce over this dog,"

she cried. Immediately, I was able to acknowledge her fears and concerns, but also to explain her husband's. 45 minutes later, I had talked her off the ledge, and that dog is in my kennel right now, becoming a much easier dog to live with.

Without that talk Sarah gave at Conference, I would certainly have said all the wrong things and I would have lost that sale. Worst of all, that Weim would have

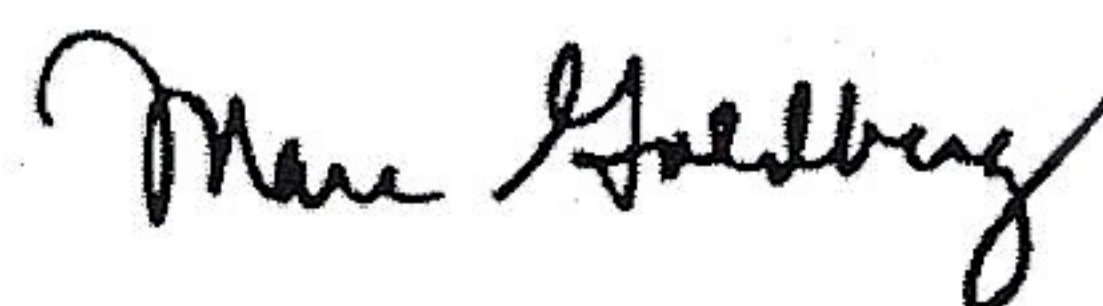
gone back to the shelter, and stood a good chance of getting put down due to behavioral issues...issues which are cleaning up very nicely indeed right now.

John Wade spoke on aggression and until that talk, I was sure I took a very thorough case history on aggressive dogs, a case history that would make me, the family and the dog safer. After his talk, I realized that I had only scratched the

surface. Long story short, the only disappointment about this year was that the economy kept so many of you from travelling.

I'm pleased to tell you that you didn't really miss the chance to benefit from Conference after all. The programs were all videotaped, put to DVD, and you can purchase them right now for only \$199, thanks to Tawzer Dog Videos. This DVD set will make you money; I'm sure of it. And most of the sale price benefits IACP. I was there for those talks and they have already helped me a great deal. I'm buying the set myself to keep and review. That's how good this Conference was. Go to <http://www.dogpro.org/index.php?pageID=117> right now to order your set.

And make plans to be with us in Hutto in 2010! If you go once, you'll be hooked.



Train Your Dog to Pull

By Daphne Lewis



Pulling is good. Dogs that love pull are an asset. Train your dog to Pull against his harness, not against his collar. In my pulling dog world of dog scootering, bikejoring, dog carting and dog driving, we like our dogs to walk in front of us and to pull - WHEN THE LEASH IS ATTACHED TO THE HARNESS. We teach "Up Front" and "Pull" before we teach heel.

But why? Why teach "Up front" and "Pull" before teaching "Heel". We have found that it is harder for dogs who have been taught to heel to learn to be comfortable walking or pulling in front of their human. It is even hard for them to make decisions about which route to choose.

Dogs love to travel and to explore. Dogs who run and pull regularly become fit - buff! There is no jumping and no twisting when dogs exercise by pulling, just going forward. Pulling is safe for them. And for you, the loving owner, you get to go faster than a walk and in an hour of riding a scooter or bike or sulky, you go a lot farther than if you were just walking your dog. And for those of us fascinated by our dogs' thinking ability, there are new commands to teach. Wait(whoa), Line out(Hold-the-line-out-tight), Pull(get going), Gee(turn right), Haw(turn left), Haw Come(circle back left), Gee Come (circle back right), Walk, Trot, Squirrels!(run fast), On By(go-on-by-the-distraction), Water(Go to the puddle, lake, stream and drink and cool off) and This Way(go the direction my scooter is pointing). And then the gutters NOOOOOO! and uggghhh!

It is not just the new words, that are fun. It is the dog's

built-in knowing. They know how to find the car at the end of a 6 or 12 mile outing, for example. Given a choice of a fork in the trail, my Brett takes the one that is easiest (not going uphill for example). Or he takes the one that is dominant or the one that leads most directly to the most fun field or pond. And then after miles of traveling and a general slow down to cruising speed, why do the dogs speed up? They were slowing down... You are on alert. Is there a rabbit ahead and are you going to suddenly go very fast? Ahhh...there is a pedestrian walking his dog up ahead. The dogs know this strange dog is in front of them long before you do. Is it their power of scent?

DOG SCOOTER

The most basic and accessible dog pulling sport is dog scootering. The photo shows the typical scooter used with 20 inch wheels, nobby tires, good brakes, and a large foot platform to stand on. It also shows the pulling harness with the dog pulling on a strap between his legs. Bicycle helmets and leather gloves, long pants and long sleeves are basic safety gear. With fast dogs, safety goggles prevent pebbles from hitting your eyes kicked up by running feet. Carry water and water bowl. I use a fanny pack with holsters for water bottles.

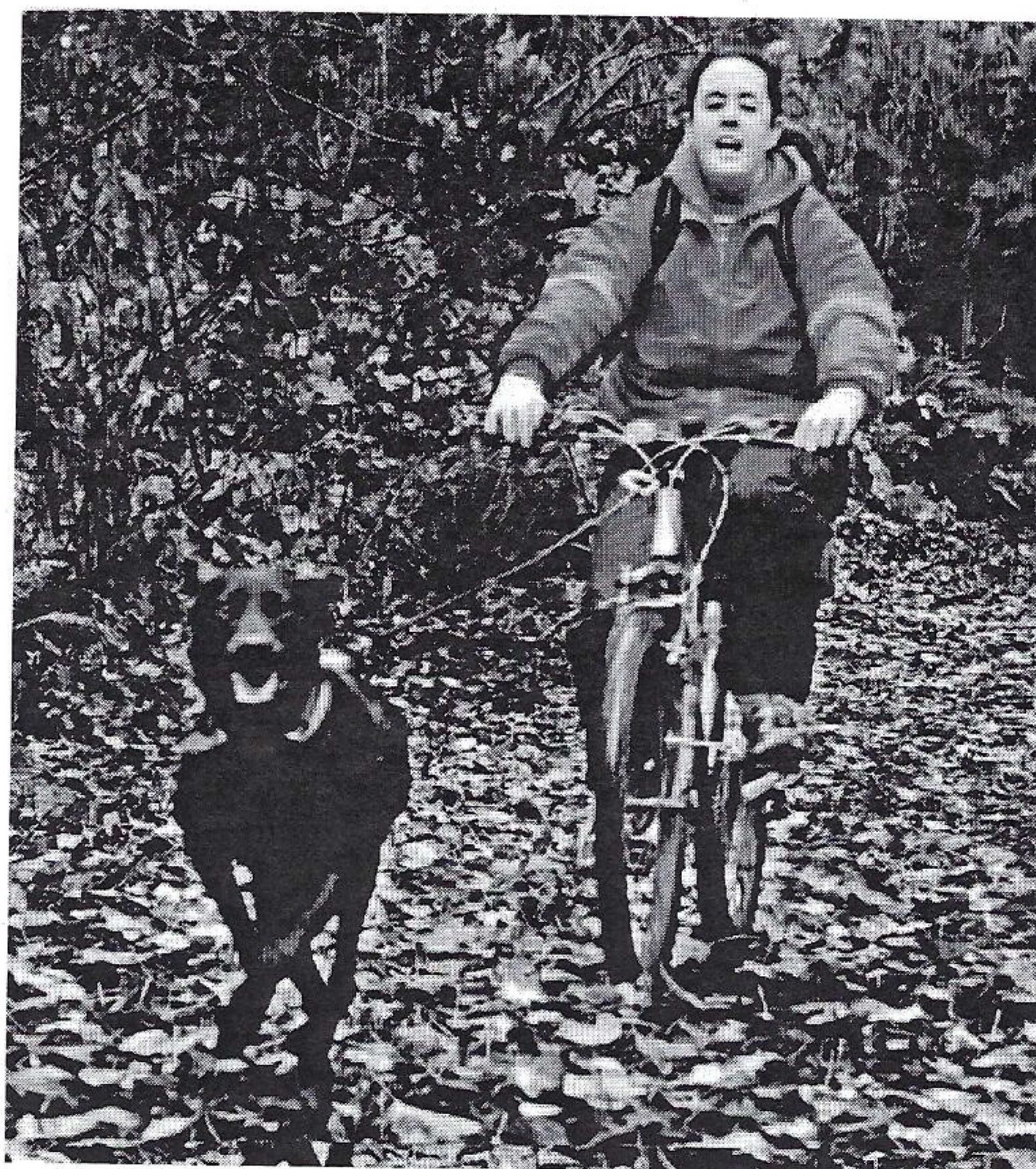
Run in cool or cold weather.

BIKEJORING

Bikejoring is like dog scootering except you are riding a bike instead of a scooter. Usually you ride a mountain bike, not a street bike, because dogs should run on dirt rather than on pavement. The advantage of a scooter is that you are standing, not sitting, so you can bail



off the scooter very fast. The disadvantage of a bike is that there is a bar between your legs and your feet are on pedals. When an accident happens you have difficulty leaving the bicycle except perhaps by flying over the handlebars. The other disadvantage is that if the dogs take off after a rabbit dragging the empty scooter, it is not likely to be hurt much. Your expensive mountain bike dragging and banging along could have its derailleur and chain badly damaged. For me a major disadvantage of a bike is the dog's speed. Bikes are best at speeds of 10 mph and up. Most pet dogs trot at 7 or 8 mph. This is very slow on a bike but fine on a scooter.



that a sulky is only good for gentle dogs trotting on a sidewalk. In the photo below we have just finished a ride through a 2.8 tunnel in the Cascade Mountains of the Pacific Northwest. Notice the headlamp on my forehead. There is no daylight in the tunnel. Our tunnel group included 12 dog teams pulling ATVs, one and two dog teams pulling bikes, scooters, and the chalo sulky. The Tunnel Run is an annual event in August of each year.

The dog driving that I do is easier than traditional dog driving because I use a dorsal hitch sulky. A single shaft goes over the dog's back and

hitches to the harness. The dog does not need to learn to accept being between two shafts and does not need to learn to push against a shaft to make a turn. He does need to learn to respond to the reins.

Many people prefer bikejoring to scootering, especially for traveling on hilly trails. To be able to peddle when going up hill is an advantage. With a scooter, you get off and run beside the scooter to go up a hill. If your dog is under 50 pounds, say two 15 pound poodles, a bike is great because you can help them. Some people prefer bikejoring because they can carry supplies in saddle bags. They carry extra lines, booties, first aid, water bottles, bowls, treats, spare clothing, maps, guide books, spare inner tubes and tires, tire pumps.

In the Pacific Northwest where I live, our group includes both bikejorers and scooterers. We do group runs together. Many of us switch back and forth between bike and scooter. On steep mountain bike trails with multiple switchbacks and loose gravel, I prefer to ride my scooter. I feel safer. If I just want to go to a power line trail and shake out my office deadened legs and brain by going FAST, I like the mountain bike.

You can see from the photos that our club, K9 Scooters Northwest, wears orange jackets. We like to be visible! We worry about hunters. Besides, it is reassuring to be able to see the rest of us in the green woods in a glance.

DOG DRIVING

I sometimes drive my sulky on the club runs with the scooterers and bikejorers. I say this to combat the idea

Sulkies can go most places that scooters and bikes can go. They can't go on single track trails. They are too wide. Some sulkies have mountain bike suspension forks and are comfortable on rough trails. Some sulkies have brakes, either disc brakes or V-brakes. The entry level sulkies have neither brakes nor suspension. Train your dog to stop on command. You can use your foot to slow or stop the sulky if your sulky does not have brakes.

People say that they don't get exercise riding a sulky. This is true on level ground. Sulkies are built with bicycle wheels. They are EASY TO PULL. When you come to a hill, get out and walk. Let the dogs pull the empty sulky up the hill. Also walk down hill. The sulky with you in it will push against the dog's harness when you go down hill. This frightens the dog. He may brace against the push and tear his pads.

In the photo see that the shaft is snapped to my 48 pound female's harness. Notice that the harness is lifted up off her back. There is a gap between her harness and her back. When you sit in a dorsal sulky, adjust the seat with the seat slider such that when you



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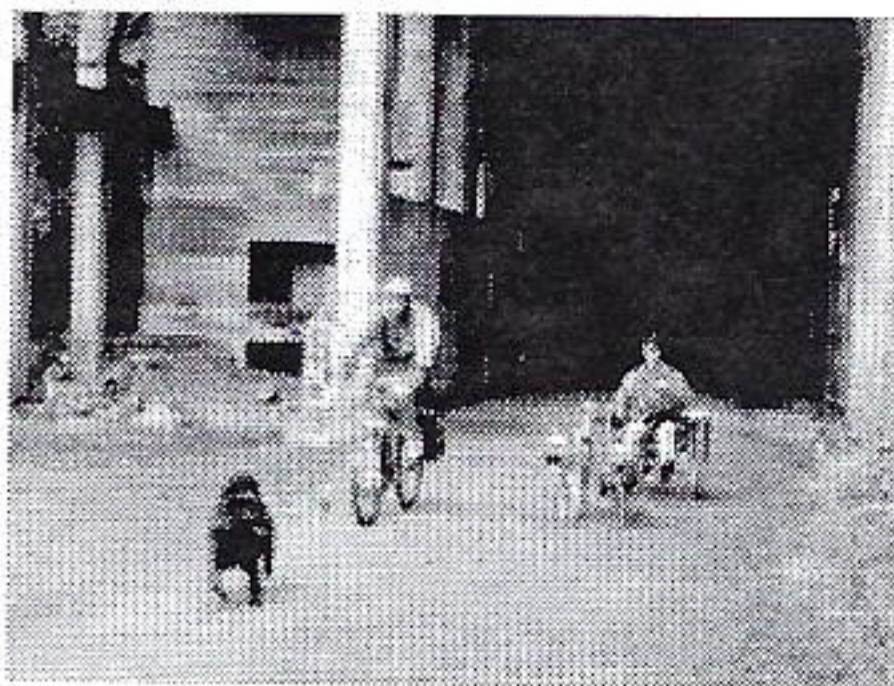


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The Continental Kennel Club Training Center caters to all dog enthusiasts by offering:

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- events and activities in obedience, agility, conformation and more for the whole family to enjoy.



sit in the seat, your weight lifts up on the dog by between 6 and 12 pounds.

My 77 pound male is pulling with a sled dog type harness by means of an orange tugline. The tugline goes straight back

to the rear shaft. The two dogs are attached together with a neckline. The right rein goes to Brett's driving collar and the left rein goes to Rosy's driving collar.

Driving a sulky is lyrical. The dogs are responsive to the reins. The Sulky glides along. For me the sulky ride is relaxing and charming. For people who can't balance on a bike or who have knee problems, the sulky is wonderful.

Small dogs can pull a scooter or bicycle. The sulky is best pulled with a large dog.

Rosy at 48 pounds is about as small as a sulky dog

should be. However, two 40 pound dogs are great for sulky driving if a two dog hitch is used. Here two portuguese water dogs are hitched with a two dog hitch. Two 40 pound dogs can out pull a single 80 pound dog.

The third dog is hitched with a tugline. These dogs love their work and can trot for miles. In fact their owner likes to drive them to Starbucks to meet her friends.

RESOURCES

www.dogscooter.com - Scooters, harnesses, tuglines, books, DVD "Dogs Love to Pull". Lots of information about training.

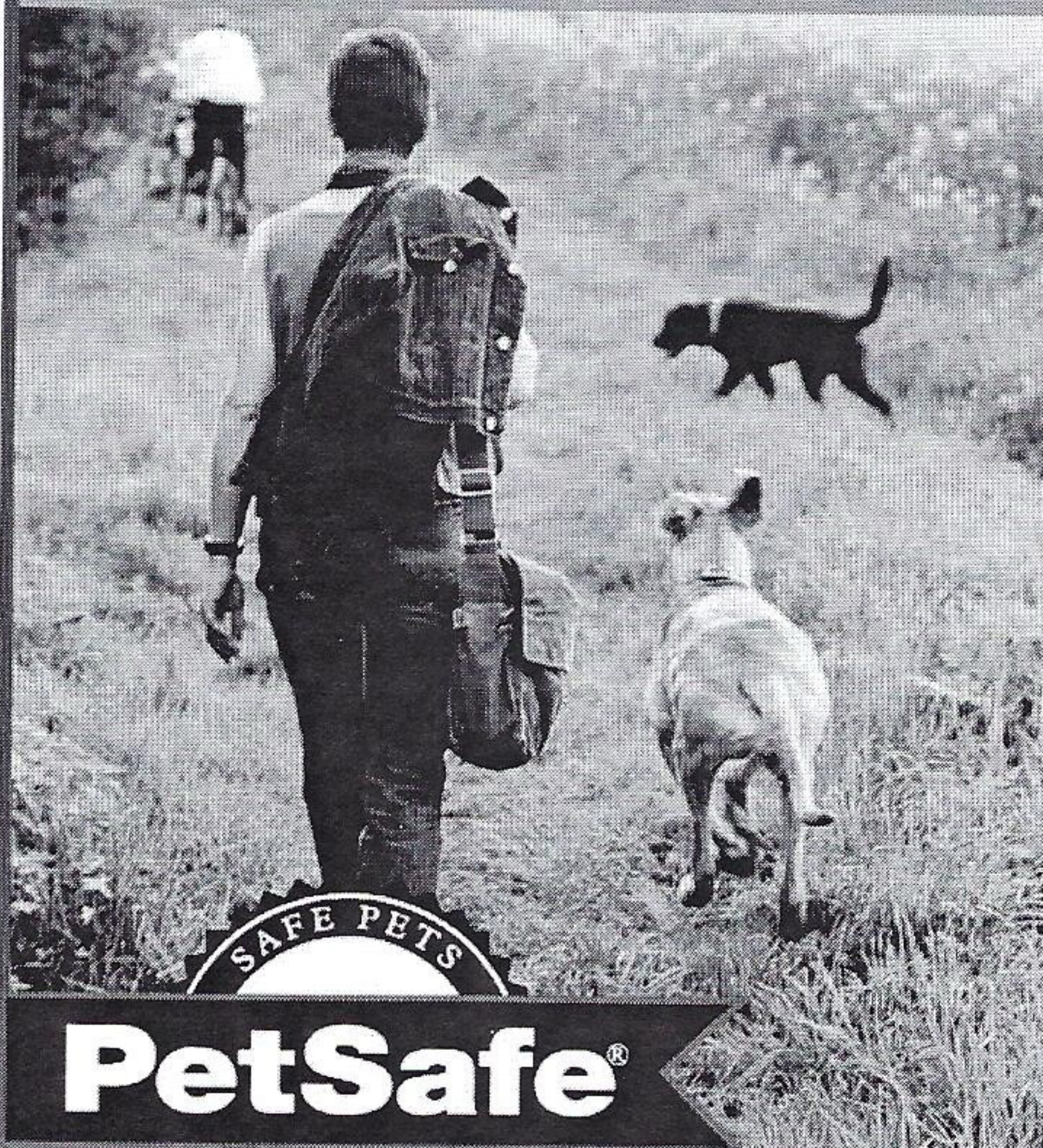
www.chalosulky.com - Chalo sulky, simple sulky, trailers, carts, wagon conversions, harnesses, books, DVD "Dogs Love to Pull". Coming soon the Trail-Dog which allows the dog to pull gear for a day hike or backpacking trip.

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Getting More Referrals

By Larry Sonntag

Lately, the number of calls from my website have fallen off a bit, so I am very happy that my client base is still growing as a result of referrals.

I love getting referrals. The prospective client is frequently pre-sold on my services because the referring client has given me a glowing recommendation, so my "sales" work is usually limited to not un-selling him on the initial phone call.

Referrals are also cost effective in that I didn't spend any of my hard-earned cash for advertising. I simply invest a few moments of my time to get a new client. I'm sure we would all love to double or triple our number of referrals.

Why don't we get more referrals? Well, how often do we ask for them? This may seem obvious, but many trainers that I have spoken with never ask at all.

You Must Ask Before You Receive

Many of us hate to ask for referrals. Some excuses that I hear are: sounds like I'm begging, or I just can't

do that, or... well, you get the picture. And often we don't ask because it seldom seems to work, right? If that is the case, why bother?

I have had the same experience myself until I found a method that does work, not every time, but with greater frequency, and my business increased dramatically. I discovered there are several keys to getting referrals: how to ask, what to learn about my clients, and when to ask.

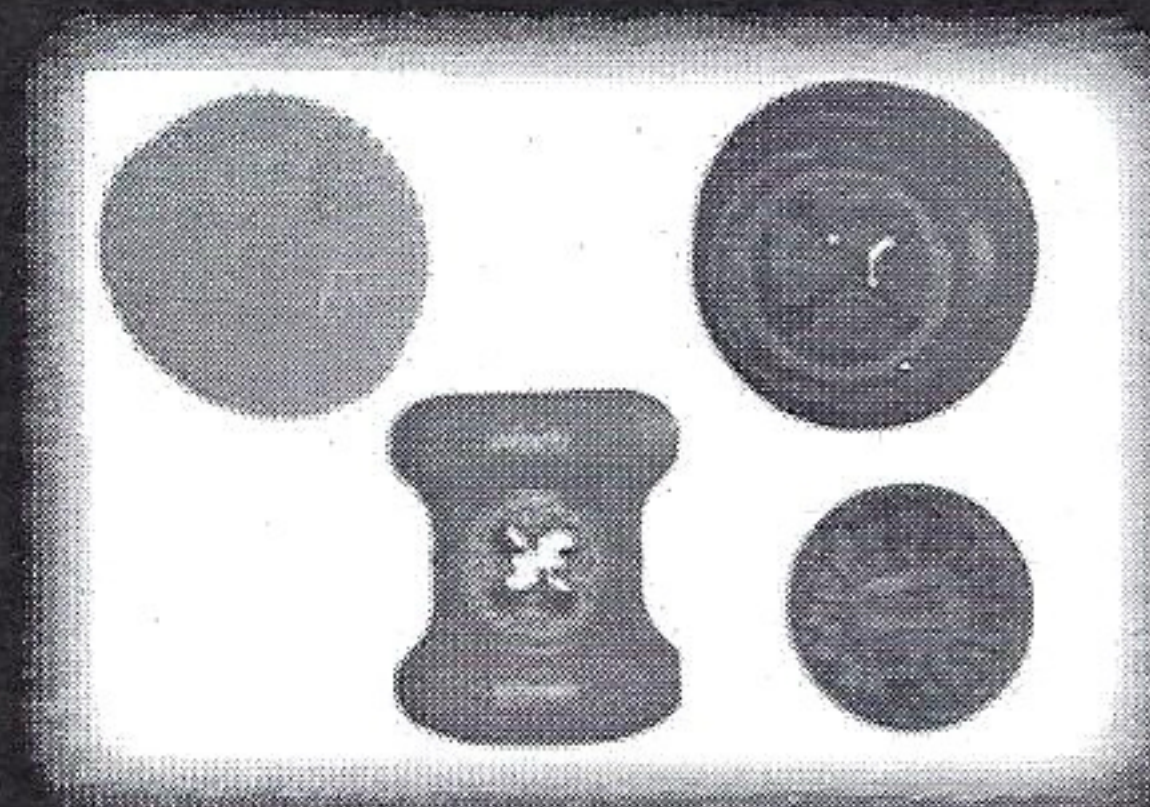
How To Ask

What I used to ask was if the client knew anyone who could use my services. That gives her the whole world to think about and she just gets this glazed look; when the "whole world" is an option, we often can't think of anything at all. Not effective. This is sad, because I think that most of our clients would like to help us grow our businesses, because they have seen how effectively we have helped their dogs be more fun to live with.

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I discovered that narrowing the frame of focus is more effective. Some of the questions I ask now are: Do any of your friends have a dog that could use better manners? Maybe someone in your family? How about at work, or at the dog park? Perhaps someone has mentioned a problem with his dog? Has a friend commented to you "I wish my dog was as well behaved as your dog"? I don't ask all these questions every time, just one or two.

I also assume the client knows someone who needs help. For example you might say something like: "I have had many clients who have a friend, relative or neighbor with a dog that is, well, less than a joy to be with, right? Just imagine how much more your friend and her dog will look forward to spending time together after she has developed a relationship with her dog like you have with yours. Then as you look back, after she has worked with me, won't you feel good about having helped?"

Style is important too. Ask in such a way to imply genuine curiosity, using a caring voice tonality and saying that it is a shame so many dogs go untrained, and maybe you could help to solve this.

What You Need To Know

As you work with a client, you informally gather information that will help you narrow the focus and more effectively ask for referrals. You collect this information in a conversational manner and put the facts and ideas into your memory, to recall when appropriate. Getting to know a client is a normal part of any business process. Some things I want to learn about are what they do for a living, where they work, what any hobbies they enjoy, are they active in any clubs and organizations. This gives me clues about where the clients interact with friends, family and colleagues who may also have dogs.

When To Ask

As soon as you can detect that the client believes his dog is improving, ask. If you wait months after working with a client, it will be more difficult. Here's an example: During your conversation with your client, make the observation that "I really have noticed Buddy improving his behavior." When your client agrees, you then, very casually, ask for a referral, using the methods described in this article.

Keep in contact with your clients. I make two or three follow up phone calls with every client during

the month after a dog goes home (or very near the end of group classes.) I don't ask for referrals on every call, but on about half. I also send a hand-written thank you note prior to the first call, and then ask for referrals on the next call.

A Critical Step

I also ask that if you later think of someone that I could help, call me with a name and phone number rather than just giving the other person my contact information. This will be easier, rather than expecting your friend to take action, just leave the follow up to me. If I have the information, I will call. What are the odds the referred person will be proactive and pick up the phone? This step alone can double your referrals.

I like to explain to the client that you may give my name to someone who really sounds like he will call me, but life gets in the way, and most people just don't get around to calling. If you give me the information, I guarantee that I will call them and explain how I can improve their dog's behavior. I will not be pushy and I'll be brief.

One Last Note

Remember to thank your clients for each referral. This also is a good reason to stay in touch, to report how the referred dog is doing. Your client may even have thought of another referral.

I know that you can build a growing referral base, just as I did. Since I love getting feedback, please email me with your success stories, or any questions you have.

Keep on training.

Larry Sonntag has over 20 years of successful experience training dogs for obedience, hunting and AKC hunt test competitions. Larry is Professional member of IACP, Force free & TMD certified and is a certified practitioner of NLP, Neuro-linguistic programming. Larry coaches and gives seminars for trainers to help them avoid problems & achieve their goals. Larry brought 20 years of sales & sales training experience to his dog training business. He can be reached at Larry@saltydogfarms.com, or 414-530-3139.

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Top 5 Pet First Aid Situations

By Thom Some, "The Pet Safety Guy™"

Since April is Pet First Aid Awareness Month and this year's theme is "PetSaver Trained. PetSaver Prepared." I thought it best to cover the top 5 situations that you are most likely to encounter using the skills and techniques taught in the PetSaver Training. Please understand that these skills are best learned by lecture, demonstration and hands-on skill practice in a Pet Tech PetSaver class.

1 Open Wounds include bites, cuts, lacerations and abrasions. First aid actions include muzzling, restraint, controlling bleeding, treating for shock. Bleeding management can include Immobilization, Elevation, Direct Pressure, use of Pressure Points, and Bandaging. Depending on the severity of the injury the pet may need veterinary care, including stitches and medication to treat possible infection. X-rays could be warranted if any sudden blunt trauma was involved.

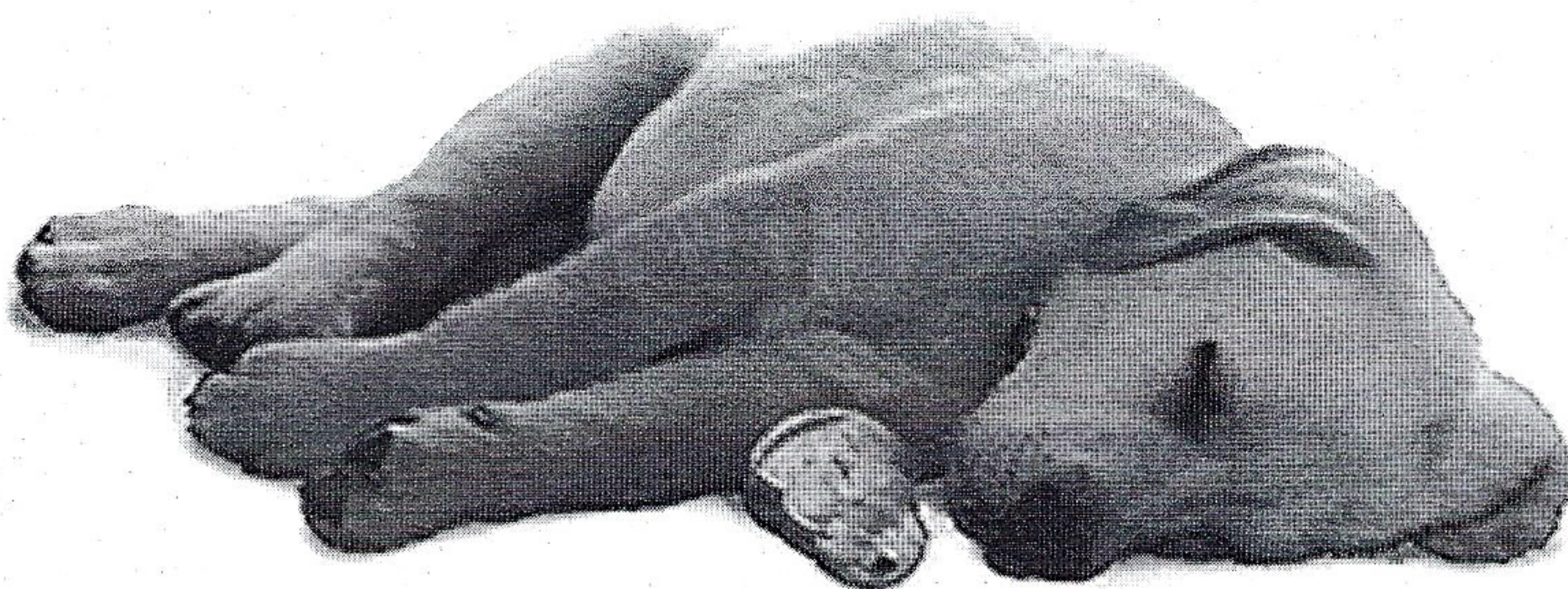
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2 Choking Dogs are at greater risk of choking than cats. Cats don't usually choke because they are such finicky eaters. The greatest danger to cats are strings, ribbons and tinsel that they ingest causing an obstruction in the intestines. Items dogs usually choke on are handballs, tennis balls, chew toys and rawhides. The Pet Industry is bigger than the toy industry and less regulated. Therefore, it is important to choose a toy that can stand up to the strong jaws and sharp teeth of our pets.

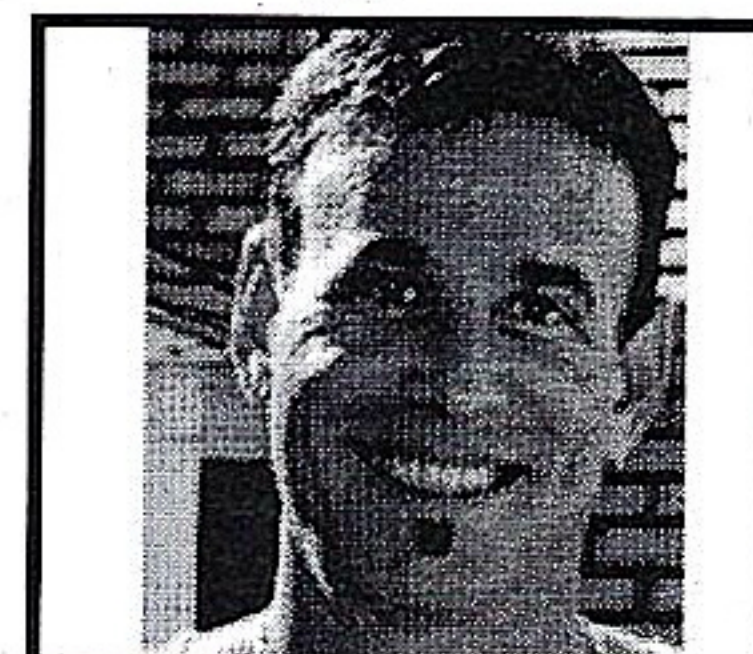
Actions for survival for choking depends on which of the 3-situations of choking they could be in.

#1 Conscious Choking, Can Cough: is where the pet is conscious and they CAN cough and/or gag. If the pet can cough and/or gag, they have a better chance of getting it out themselves because they can inhale and force the object out. As the pet parent, you need to monitor the pet in case they move into the next stage and contact your nearest Emergency Animal Hospital.

#2 Conscious Choking, Can Not Cough: is where the pet is conscious and they CAN NOT cough, CAN NOT gag or you hear stridor. Stridor is a high-pitched sound caused by the wind "whistling" around the object in the airway. As a pet parent, you need to take immediate action assisting the pet in doing a cough that they can not do themselves. In the human world, this is called the Heimlich maneuver. Pet Tech does not teach doing thrusts on the soft tissue/abdomen. Rather, we teach chest thrusts, much like a bellows for a fireplace, to force the object up. As with all skills, they may not be enough and the pet can get worse. If the object does not come up, then the pet could go unconscious.

#3 Unconscious Choking: is where the pet is either witnessed (as continuing from the above scenario) or found unconscious. If the pet were found unconscious, you would determine they went unconscious because of choking by doing the Primary Pet Assessment. Again this skill is best learned in a class. Actions for survival are to get an open airway. The object coming up or you blowing the object down can achieve an open airway.

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3 Heat Injury includes heat stroke and burns of the coat, skin and airway. Heatstroke can be caused by pets being in confined spaces with little or no ventilation or water (think a car), warm weather with high humidity and stress can also be factors. Dogs cool themselves by panting, passing cooler air over their gums and tongue. Short-nosed breeds (cats, Pekinese, Boxers, Pugs, etc.) are more susceptible to overheating as their "radiator" (mouth and gums) are too small for their body size. Signs of heat stroke include uncontrollable panting, foaming at the mouth, rapid heart rate, vomiting, lethargy, the tongue initially bright red and a capillary refill longer than 2 seconds. Actions for Survival: include restraining and muzzling, bathing or hosing down with cool water, treating for shock, monitoring the temperature and contacting/transporting to the nearest pet emergency hospital.

4 Insect Bites, Stings and Allergic Reactions can be caused by ants, bees, hornets, wasps, and spiders. Dogs and cats are inquisitive and get into colonies or holes where these insects live. The biggest danger is a severe allergic reaction. Unless you observe the pet being stung/bitten, you may not be immediately aware of what is

going on. Your first sign may be incessant licking and scratching and then upon investigation you find localized swelling, redness and pain at the injury site. Actions for Survival include immobilization/reducing the pet's activity to keep them from spreading the toxin further. Treat symptoms as they present and keep the pet comfortable, which is also code for under control. Before this happens, is the time to consult with your vet on what the proper dosage of antihistamine would be for your pet. Pet Tech recommends that you find "benadryl" (diphenhydramine) in the gel caps (also called "liqui-gel") in the blister packaging (the generic version of this is fine too). Then tape a safety pin on the back with the dosage for your pet (that you got from your vet) written on the tape too. Then carry that in your pet first aid kit. To administer, just poke a hole in the gel cap and squeeze it into the pet's mouth.

5 Snakebites are very dirty wounds containing dangerous viruses and bacteria. Whether the bite is poisonous or non-poisonous, the pet needs wound care and antibiotic treatment. Signs include 1-2 puncture wounds, severe pain, swelling and bruising. If the snake is poisonous, then immediate Actions for Survival include restraint, muzzling, treat for shock and

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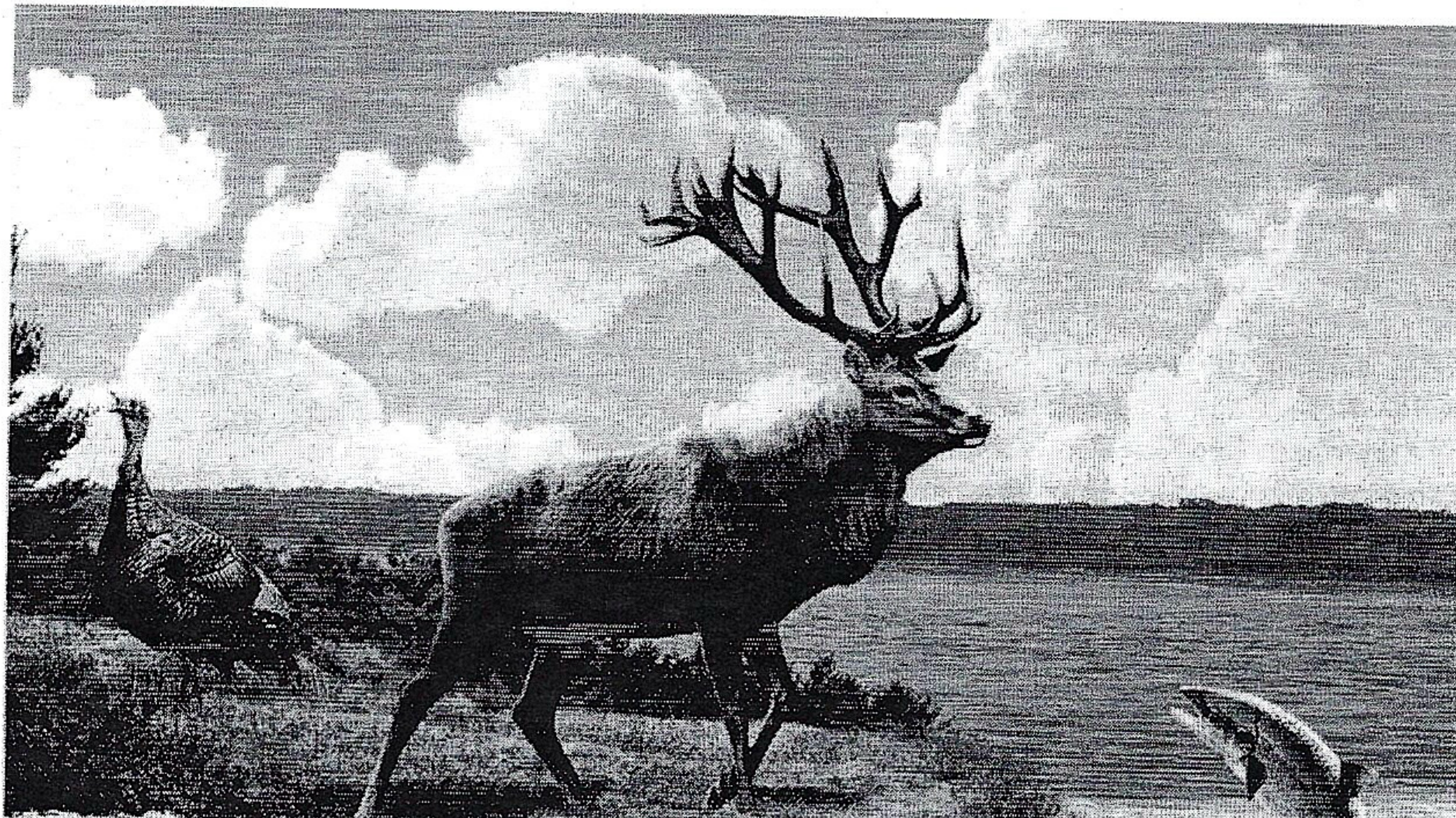
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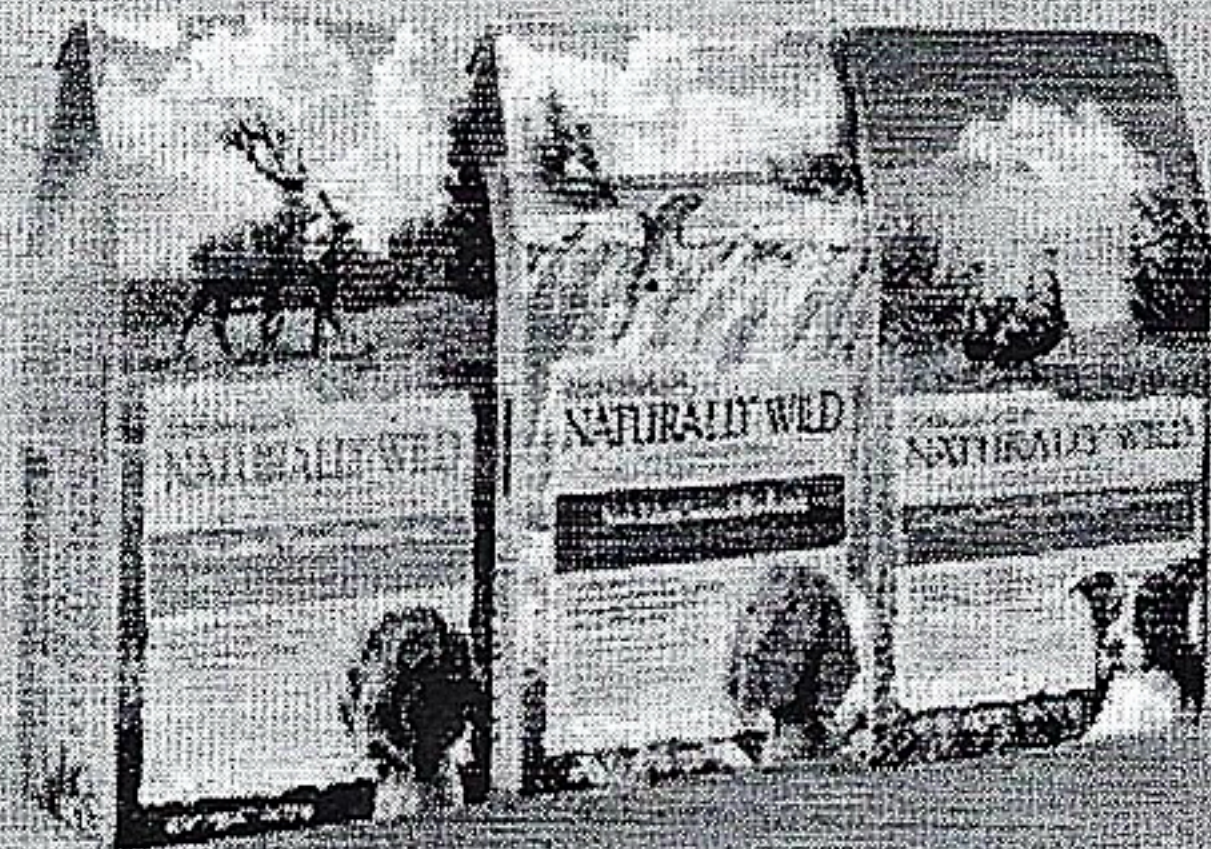
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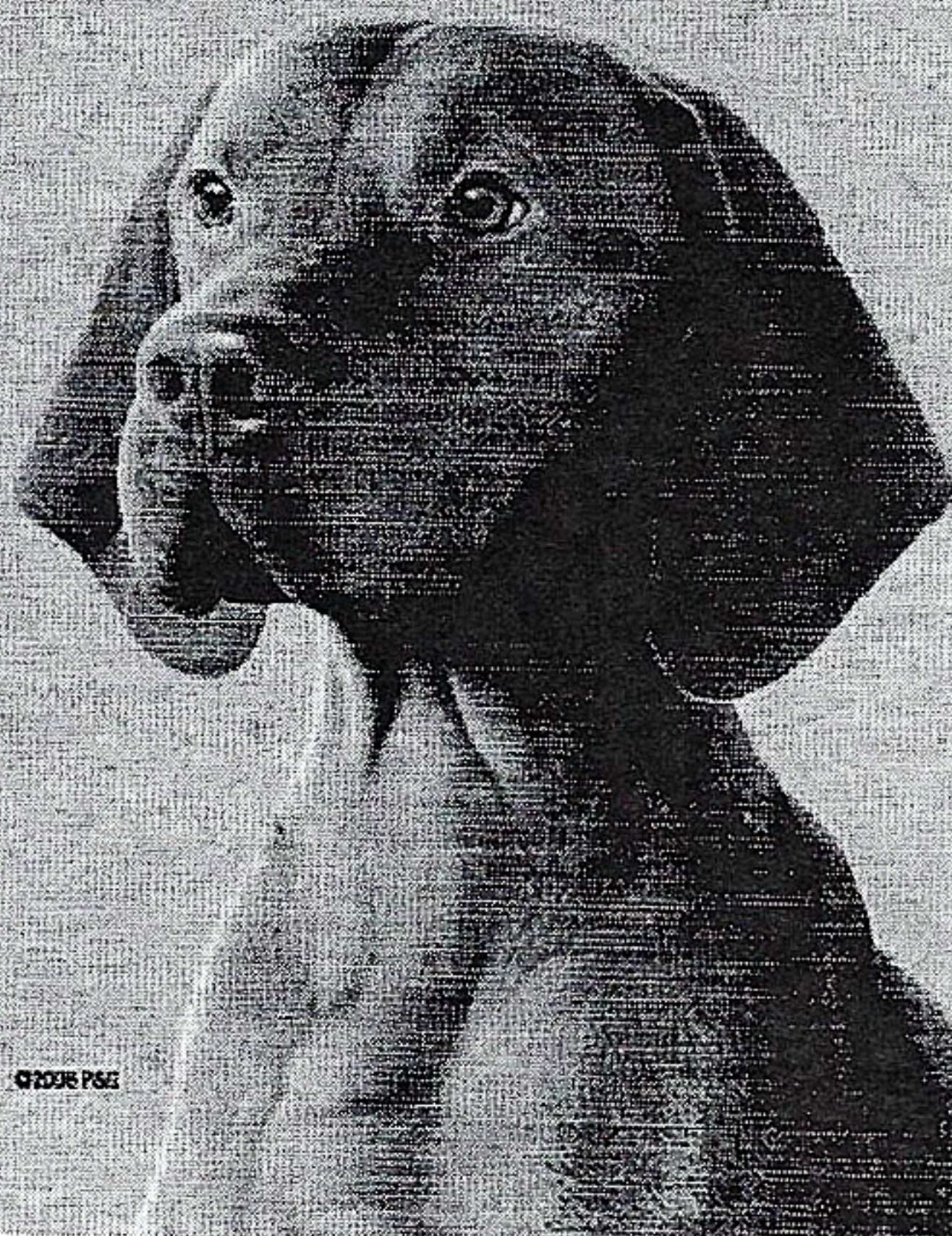
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transportation to the nearest animal hospital that has antivenin. If you live in a snake-infested area, then you may want to have a conversation with your vet on treatment for snakebite with antivenin.

Although these are the top 5 most likely situations you will encounter as a pet lover and Pet Care Professional, our message, as always is highlighting the importance of learning the necessary skills and techniques of CPR, first aid and care for our four-legged, furry, family members. Pet First Aid is the immediate care given to a pet that has been injured or suddenly take ill. This includes home care and when necessary veterinary help. Knowing the skills and techniques of pet first aid can mean the difference between life and death; temporary and permanent disability; and expensive veterinarian bills and reasonable home care. According to the American Animal Hospital Association (AAHA) one-out-of-four more pets would be saved if just one basic pet first aid skill or technique was applied prior to receiving veterinary care.

In conclusion, make it a professional goal to take the PetSaver™ Training. Then you will be more prepared to react in the event of a medical emergency involving your pets. Then make a lifelong commitment to be proactive in the wellness for your pet. Buy the book, "Knowing Your Pet's Health, A Guide For Optimal Wellness From Snout-To-Tail" to learn more about the 5 Components of optimal wellness for pets and much more. I think you will discover that if you do 3 of the 5; you will get good results. When you do 4 of the 5; you will see great results in your pet. But when you do all 5 components you get incredible results! By knowing your pet's health you will be in the top echelon of your profession.

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Thom Somes, "The Pet Safety Guy™" is a nationally renowned speaker, author and professional trainer. He is the founder and President of Pet Tech, Inc., the first international training center dedicated to Pet First Aid, CPR & Care for dogs and cats. Pet Tech's programs are the official Pet First Aid, CPR & Care Training for the International Association of Canine Professionals. Teaching pet CPR, First Aid & Care is a great way to increase your bottom line, attract new clients and service your existing clients with information they want and need to know! If you are interested in becoming an instructor or looking for an instructor in your area, check our web site at www.PetTech.net, contact us by phone at (760) 930-0309 or e-mail iACP@pettech.net. Remember to ask for your IACP discount.

FIRST AID AWARENESS MONTH

Pet Tech is truly blessed and we work with the "cream of the crop" of Pet Care Professionals, like the many members of the IACP. Pet Care Professionals that become Pet Tech Instructors or take our PetSaver™ Training really take being a Pet Care Professional seriously. As I mentioned in my last article, continuing and expanding your knowledge through education benefits you, your clients and the pets you care for.

Pet First Aid Awareness Month, in its tenth year, continues to be a focal point for pet owners and Pet Care Professionals to learn how to better care for their pets. Each year we emphasize the importance of being a caring, conscientious, responsible and loving pet owner and pet care professional through education and training. Our theme for National Pet First Aid Awareness Month (April 1-30), 2009 is "PetSaver Trained. PetSaver Prepared."

As a pet owner and/or pet care professional we owe it to the pets in our life to be trained in these potentially life-saving skills. To gain the skills of pet CPR, first aid and care, it is recommended you successfully complete a Pet First Aid class taught by a properly trained instructor. The skills and techniques of a pet first aid and care training should include but not be limited to: restraint and muzzling, CPR, rescue breathing, choking management, heat injuries (1st, 2nd, 3rd degree burns and heat stroke), cold injuries (frost bite and hypothermia), shock management, bleeding injuries and more. In addition, our PetSaver Training teaches the top 10 reasons to seek veterinary care, how to put together your own pet first aid kit and establishing an open relationship with your veterinarian!

Teaching Pet CPR, first aid & care is a great way to help pet lovers take better care of their pets in the event of a medical emergency. It can also be incredibly rewarding on a level that is difficult to explain. Our family of Pet Tech Instructors and I have received thousands of calls, letters and even e-mails from pet owners who have taken our training and have had to use our skills.

Pet First Aid Awareness Month, April 1-30, 2009, the focus is on "PetSaver Trained. PetSaver Prepared.", which will increase the quality and quantity of our pets' lives.

The Pitfalls and Potentials of Breed Myths

By Maryna Ozuna

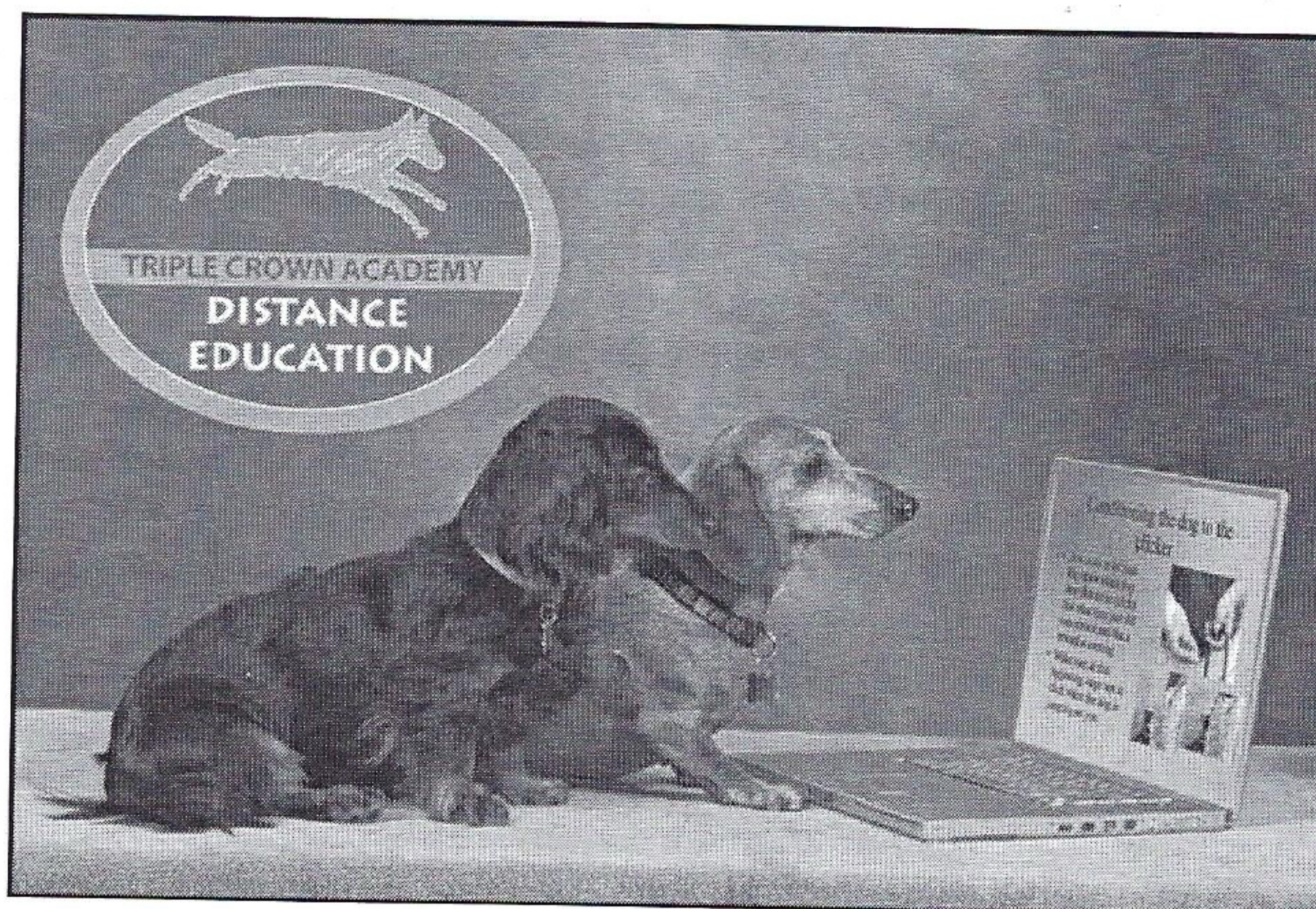
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Between the shores of useful breed information and dysfunctional breed myths lies a somewhat murky sea. Yes, it is true that a Shiba has a high distractability factor and far less of an inclination to return when called than a young labrador. Yes, it is true that they are a hunting breed and can be somewhat (!) independent by inclination. But, no, it is not true that Shibas, or Pyrenees or Siberian Huskies, or Chihuahuas can never learn to be offleash reliable, or in the specific case of Shibas can never learn obedience, don't like water, and will never tolerate bathtime to name a few of the myths I've seen on numerous Shiba websites.

There is a world of difference between what the innate nature of a breed is, what job they were developed to do, what drives are predominant in the breed, and in what proportions, and how that affects how we train them, and the many excuses given for crummy, disobedient, or rude dogs. Where breed information

is used to shape and inform how we go about training and give us insight, it is a lovely thing. Where it is used to limit a dog's potential, or as an excuse for bad behavior, it does our dogs a disservice.

Telltales for me are always the expression - "can't". If I had a nickel for every time breed was used as an excuse why a dog couldn't do something, I could happily retire, buy an enormous ranch and make all my Shiba breeder friends very happy as I acquired a plethora of these small, enigmatic dogs. "Can't" is always someone's opinion about limitations, it is not useful information about the context of learning in a particular breed. Yes, there may be factors that make learning different or difficult for a certain breed, but "can't" rarely applies. I only have to think about my friend's Irish Wolfhounds she regularly trained to Open Obedience level contrary to the prevailing wisdom of the time, to wonder how many dogs are denied their full potential by the words "can't."



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Yes, breed information can be useful. Whenever I have a dog of a particular breed coming in to training, you betcha I'll read up on breed tendencies and history. But that provides me a starting point, not an ending point at which to begin training. Typically, I find historical information about a breed the most useful. What was someone trying to do with this breed when they were developed? Which drives were exaggerated, which downplayed? What physical features were accentuated, which downplayed? What role was this dog supposed to play? What was his/her job? With respect to Shibas, I would give my eye teeth to know more, way, way more about how they were used to hunt way back when. Did they hunt in packs, singly, or in small groups? Were they kenneled together like hounds in Europe or singly? Were they run on lines in the forest or set loose to track? What methods were used to call them off of prey? Were they sent in just to flush birds, or to actually track and kill prey? What assessments were made of their tracking ability? What criteria were used to plan breeding? All these things affect how they learn, and what pieces of information will be accessed more or less easily in their brains. Were they like the Japanese beagle, or was there some other nuance of their hunting relationship?

So let's take a look at some of the ways in which breed information impacts life with and the training of Shibas. It can not be stressed enough, that within any breed, there will be a wide variety of individual responses and tendencies, but honed to some of their core truths, here is some of the breed information that I do use to inform my relationship with Shiba.. A Shiba tends to be a dog with very high prey drive, and intense visual and nasal acuity. Further, to the best I have been able to determine, and what I have experienced, they are an independent hunting dog not dependent on other pack members or the hunter to guide them. (More on that particular propensity later, but think independent = low pack drive, and independent = opinionated !)

Trainers typically rely on a trio of three intrinsic drives to hone behavior: prey, pack, and defense. When we call a dog back to us, we are reinforcing pack drive, the drive to be within a dog's home, working pack. When we ask a dog to heel, again, we are

relying on pack drive to help facilitate our dog's response. When we use a treat lure, we are using prey drive to build motivation, or lure a dog into a sit or down. When we soften a dog's response to visitors or passersby, we are modifying their defense drive. When we are building an offleash recall, we are making pack drive more important than prey drive (a good trick with a Shiba). Each breed, and then each individual within that breed, has a unique combination of tendencies towards these drives.

The proportions of a typical Shiba's drives looks sort of like this: 1. PREYPREYPREYPREY 2. Defense3. Pack. Prey drive takes primary position, with pack drive, a dim, distant third. The brighter, and more talented a dog a Shiba is, typically, the less pack drive, and the more of their primeval hunting instinct they will tend to have, which is what makes our training with them so challenging.

So, what does this mean? Remember that high distractability factor? Well, in the shiba's case that happens to be the result of what we call a high prey drive. At higher levels of training, trainers kill for a dog with high prey drive to use as motivation to shape non-instinctual behaviors. However, at the basic training level it can make that butterfly (cloud, flicker of light, horn, etc.) way, way more interesting to your puppy than you are, and result in some pulling your hair out moments.

We can experience another effect of the proportions of prey/pack in our puppy shibas. You know in all the puppy books where they talk about how easy it is to shape puppy recalls during the "following" period. Hah! Remember that low pack drive thing? What that means is that to an eight week old Shiba, the bird that rustled a leaf a mile away will be way, way more interesting than following your feet. Add in the independent hunter piece of their heritage, and we have an eight week old puppy whose idea of Mom's being close enough is the other side of the farthest mountain she can see. A Shiba is not likely to look to you for permission or be concerned about whether you'll be nearby, before dashing off across five acres to see what's on the other side. I've heard people say, "But my puppy doesn't even seem to notice me." Not at all, your puppy notices you just fine, it's just that without using some other techniques (movement,

food, toys, other trained dogs), your puppy notices birds, shadows and butterflies way more. You're just not necessarily that high up on the interest totem pole.

So yes, behavioral tendencies exist as a result of the balance of drives in the typical shiba. But those reflect a starting point, not an ending point to training. For e.g., let's look at the breed myth that Shibas can't ever be let off leash. Let's say that it typically takes me 2-4 days using modern, pack drive methodology to train a dog like a lab or a German Shepherd to an off leash recall. The fastest Shiba took about ten days, my very high drive (highly distractable) pup was 45 days, and the recent rescue about 30. Doable, definitely doable, just very different threshold of focus. Same basic training sequence, just the timing, and the patterning needed to create reliability to override prey drive, and hence the rhythm of my reward sequence are slightly different.

This is not to say, nor recommend, that you take your backyard shiba out to the nearest park and cut her loose and expect her to come back. PLEASE DON'T. That's not it at all. Untrained, not only will she not come back, she will keep on a goin' and goin'... What I'm saying is you start with a threshold that has a certain set of characteristics and build from there. That's true of all dogs regardless of breed.

On the upside of Shiba tendencies, we can use that same prey drive to easily teach a shiba pup to "find" a treat tossed in the grass at their feet, to the point that they will be doing ten feet "finds" in deep grass in short order. Thus, we can channel that crazy prey drive into an incredible working ethic, and a super fast learning curve, depending on what we are teaching. Which brings up another shebaism. Oftentimes, I find that lack of obedience to command may be a Shiba who is consummately bored. They're a "get it, got it, gone" breed, again part of that high prey drive, hunting dog thing. Drilling is not going to do well by them. Four - 5 minutes on a concept is enough, which is part of the difficulty of the recall. To a shiba brain, it's like, "Well, I came already, how many times do you want me to do the come thing? Everytime?? You must be kidding me." When Lily was young, I used to joke (not) that I was staying up nights to study to stay ahead of her. At present tally,

I have no idea of our respective positions, but I am quite sure I am well behind.

Finally, remember that concept of the independent hunter? Wherever historically you have a dog who has been trained to do their thing independently, you have a dog who will need far more of a working partnership than a battle of wills over who is alpha. Dogs bred for an independent working function are very different to train than high pack drive dogs like a GSD or a dog from most of the retriever breeds. For e.g., the large guarding dog breeds are a group who were bred to be THE DOG in charge of a village, or a flock. They had a job and went and did it. Have you ever tried training an Anatolian to a recall? Real similar to a shiba mentality. Have you ever tried Making an Anatolian sit? Which ER did you visit? Same thing going on, it is not terribly useful to get into a contest of wills with a Shiba. You may win the battle, but you will lose the war. That doesn't mean that "off" doesn't mean "off", or that you should be a pushover to your Shiba, indeed just the contrary, it just means that in the world of Shiba, the manner in which you get the result is oftentimes more important than the result itself. Logical sequencing is critical, with consistent reward markers, and the goal of a working partner.

While I find the goal of building a working partnership to be a truism in general with dogs, I find that a majority of other breeds have a far higher tolerance for human stupidity than does Shiba. If I miscue another dog, they'll likely just blink and go at it again, and happy to do so. If I miscue one of the Shibas, I get the Shiba "look". You know, that disdainful, disgusted, Valley Girl eye rolling shiba look -- the opposite of Shiba crinkly, happy face. However, if I approach a training puzzle as a mutual endeavor, somehow it seems to make all the difference in the world to the level of buy in I get from the Shibas.

So breed information is a wonderful thing, but let's use it as a starting point and a signpost to guide us, not as an excuse for not having wonderful, happy, trained dogs.

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What Motivates Clients to Train Their Dogs

by Martin Deeley, CDT

I am certain that many trainers, like myself take it personally if I cannot get my clients to work with their dog. It is almost as though I have failed and this can be very demotivating. When a trainer knows he can make a difference to a dog's behavior but a client will not follow through or accept the methods recommended, this is when life becomes very frustrating. It is often said that this is a 'people business'. We have to get people to change and work with their dogs to obtain the changes and behavior they want. To this end we have to find ways to motivate the owners, to encourage them to train and learn along with their dogs.

When first meeting and talking to clients it is invaluable to determine why they have come to you for training. What are the prime reasons for wanting their dog to be trained? Often the training is needed because of problems within the home; bad behavior of some nature has prompted the decision. What we need to realize is that although this may be the reason that is being expressed and the main consideration, there are other motivators we can bring into play. We can make homework more enjoyable and a good well trained dog more of a wanted goal.

Here are some points that I have found useful to discuss and share with clients.

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The Positives

1. Enjoyment of training and watching a dog develop.
2. Achievement – doing something really well and getting results.
3. Admiration from others.
4. Need for a Working Partner – Search and Rescue, Police.
5. Sporting or play Partner – gundogs, Frisbee, agility or simply a dog to go out and do structured play with, such as retrieving.
6. Developing a Relationship with an animal. A special bond.
7. Love and respect for the dog.

The Negatives

1. Avoid problems in the home – barking, digging, running away, and biting.
2. Reduce criticism from friends and neighbors.
3. Avoid litigation or conflict.
4. Guilt from not fulfilling responsibilities.

I highlight the reasons for dog ownership and training with my own experiences. No one is perfect or infallible and I always explain that is what makes me an 'expert' – I have learned from all the mistakes I have made and problems I have had. When they have a dog is one that needs more structured exercise, I talk about the fun of retrieving

and how simply throwing a ball can form part of training. Everyone likes to play ball with their dog. Where I have a client whose dog barks I explain the problems that can arise from complaints of neighbors. In some instances we encourage and build an enthusiasm, in others we may have to resort to 'threat' and guilt. The latter I always keep in reserve until everything else has failed.

Clients bring problem dogs and list bad behaviors. But when we have stopped the bad behaviors and developed good ones, then all they can talk about is what a great dog he is and how much he is part of their lives. The positive motivators are what they get at the end. One way to do this is to have them read testimonials or better still talk to past clients. But by far the best way is to relate to them the histories of other dogs you have worked with that were just the same. Nothing is unique or new. Relate these cases with enthusiasm and humor and make your enthusiasm infectious. This can work with individuals very successfully. Unfortunately most individuals live in a group called a 'family'. Now motivating and dealing with family group dynamics is a different animal altogether and encouraging one person to train with their dog becomes relatively simple!

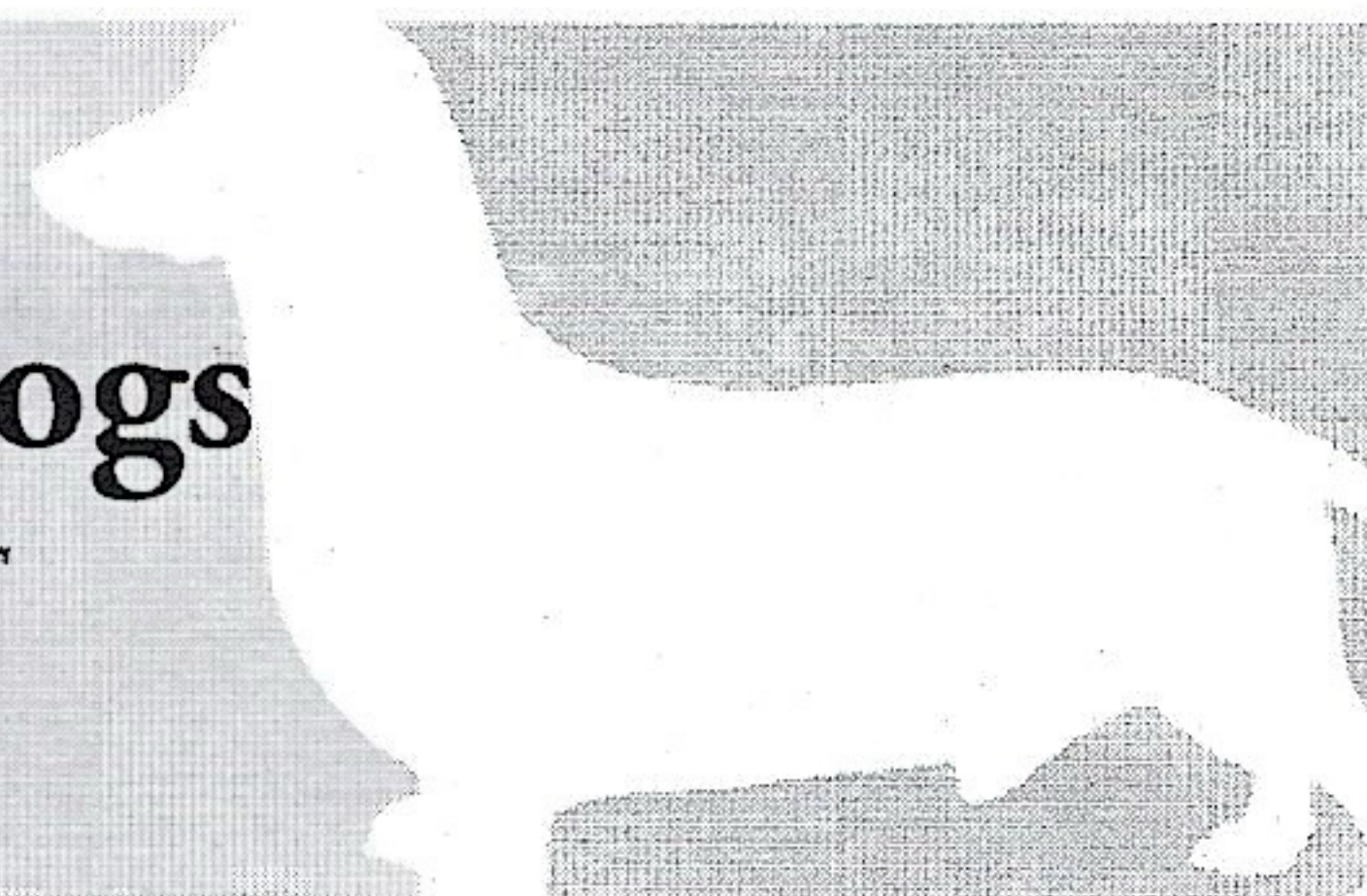
But always empathize with your client – let them know you understand. Let them know they are not alone. Do not belittle them but accept that they have tried and help them find ways to succeed and be proud.

Martin Deeley, CDT is a founding member of IACP. www.FloridaDogTrainer.com

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The Power of Dogs

By Marc Goldberg, CDT



Last year I was asked to respond to a series of questions asked by a researcher working on a dog book project. I have selected some of the questions and my answers for this article. While I thought some of the questions reflected a human-centric point of view, they did cause me to put on my thinking cap and consider why dogs have certain powers that sometimes mystify humans.

Can you explain why learning foreign language commands is just as easy for a dog as learning their first language?

The language of dogs is physical while communication among humans is largely verbal. This does not mean our language is richer than theirs. They can actually 'speak' to one another quicker than we can. A simple squint of the eye can mean 'come no closer.' A play bow is a clear invitation.

Having lived with man for at least 15,000 years according to scientists, dogs have learned

to interpret our body language nearly as well as their own. Couple certain body language with the English word 'heel,' and dogs learn what it means. They learn it equally well when using the same body language, you say the German word 'foos.'

Do you have any stories about a particularly adept multi-lingual dog?

What types of motion are dogs great at detecting? Do you have a story about a dog who noticed a miniscule movement?

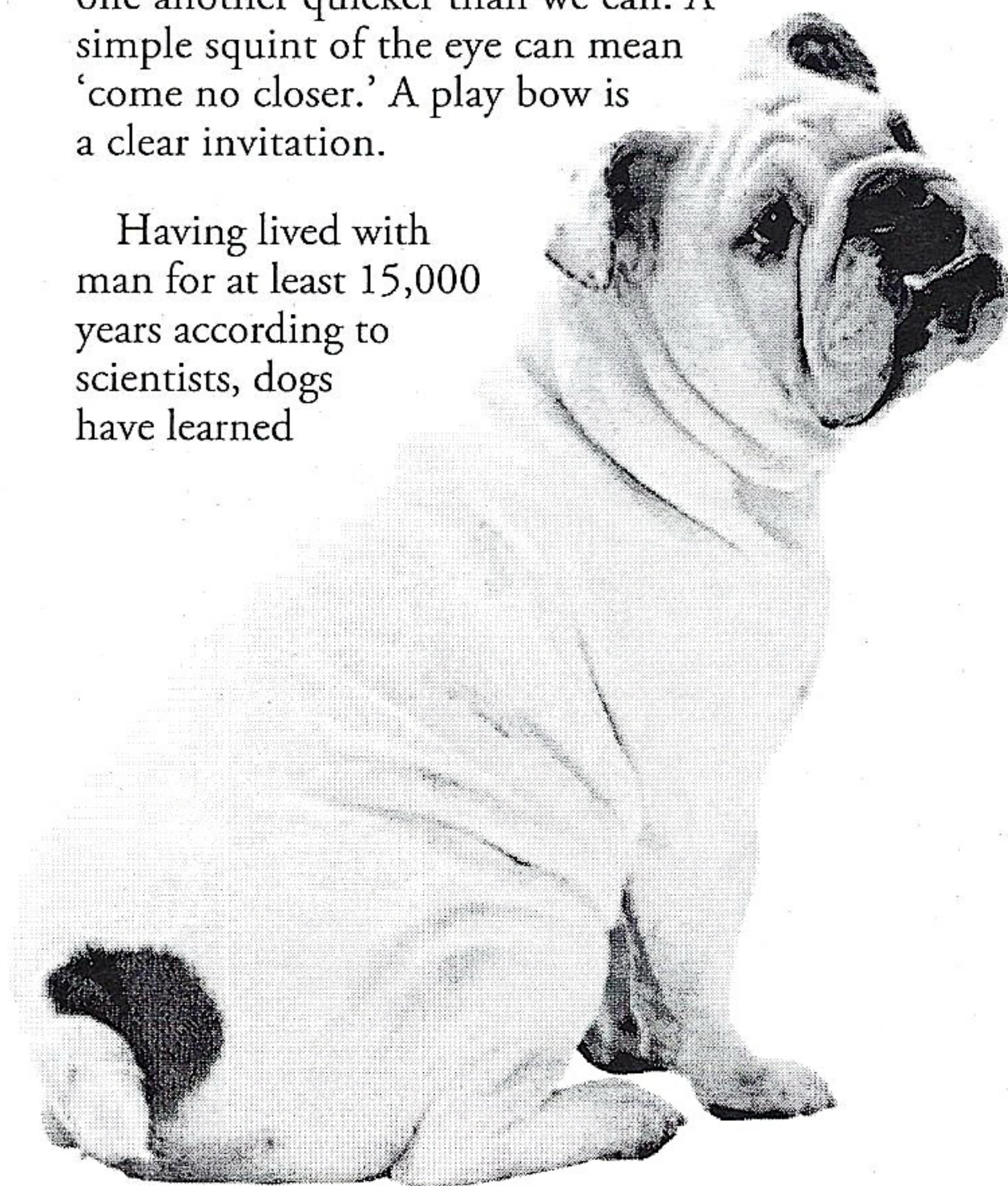
Different breeds of dogs have varying responses to motion. Sighthounds such as Greyhounds respond to movement on the horizon. This instinct goes back to the formation of the breed nearly 5,000 years ago when they were bred to run down game on the Egyptian desert.

Why do dogs have such great motion detection skills?

Our best friend fits into our lives so well that we sometimes forget he is a predator. The dog is blessed with a portion of the brain that instinctually responds to movement and triggers a response. DNA shows us that dogs are close descendants of wolves. Even today's companion animals are not far from their predator roots. Thus, they respond to movement as any land predator would. Shake a toy in front of a Jack Russell Terrier, originally a ratting breed. Even one who has never seen a rat will respond by chasing, catching and shaking the toy, precisely emulating the hunt.

What was the most smile-eliciting thing that you ever saw a dog do?

My Greyhound Bobbi was a registered therapy dog. We made many visits to hospitals and nursing homes to comfort the patients. Marklund Home is a facility in the Chicago area for profoundly brain damaged



children. We visited a class of these beautiful kids and showed them Bobbi's tricks.

Afterward, a nurse asked if Bobbi could spend a moment with an 8 year old boy in her care. "Danny" as I'll call him had sustained a traumatic brain injury rendering him not quite vegetative. Danny could not sit up by himself, so the nurse cradled him in her lap and I walked Bobbi up to the little boy.

My big white Greyhound nudged the boy's hand, but he could not respond. I thought Bobbi would then solicit attention from the nurse instead. But she did not. She lay down and rested her head in Danny's lap. She promptly fell asleep.

The nurse and I just looked at one another. Both of us were aware that something was happening, but I, for one, was not quite sure what it was. So I simply stood there and let whatever "it" was happen. Danny made facial expressions, but to my eyes, Danny did not seem to be aware.

Ten minutes later Bobbi woke up, shook herself off and pulled me to the next child. As we were leaving, that nurse ran up to thank me.

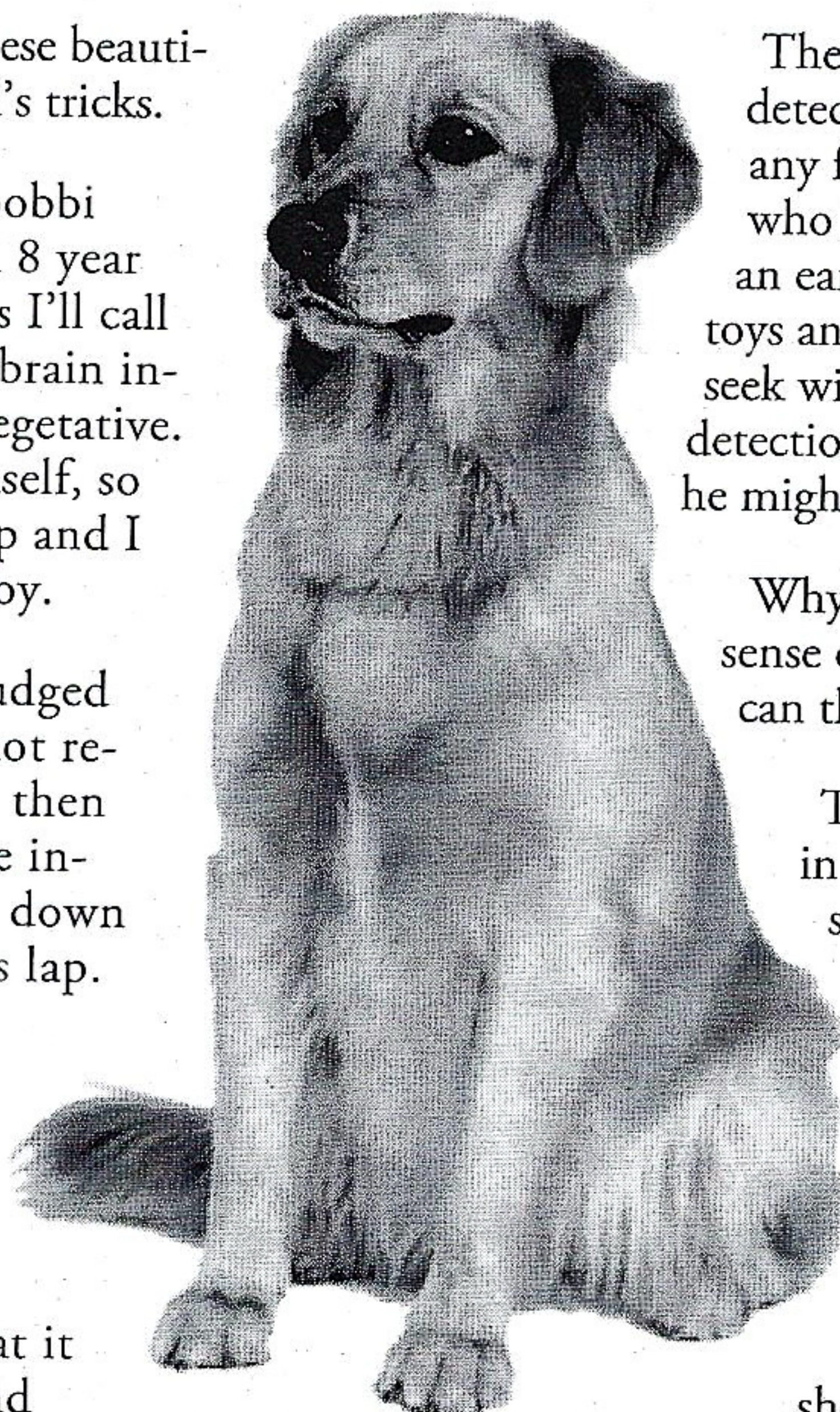
"Thank you so much for letting Danny visit with your dog. He smiled!" she said.

I gently told her that I did not see Danny smile, and asked how she could be sure. It turned out this nurse had been Danny's neighbor before the brain injury. She had known him his whole life.

"I've been very worried about him," she told me. "He used to smile all the time," she continued, "but he has taken a turn for the worse and I haven't seen him smile in two weeks."

By this time, both the nurse and I were crying. That was the most beautiful smile my dog ever brought from a person.

Do you know anything about how police dogs are trained? Do you have any stories about epic doggie-led busts?



There is an amusing fact about how many detection dogs are trained. Rather than using any form of aggression, trainers seek out dogs who love playing with balls and toys. From an early age, they stuff contraband in the dog's toys and begin to play a game of hide and go seek with the dog. So when that bomb or drug detection dog is sniffing for the illegal material, he might just be looking for his toy!

Why do dogs have such a discriminating sense of smell (biologically speaking)? What can they smell that we can't?

Two hundred million scent receptors in the dog's brain mean that his sense of smell is ten thousand times stronger than our own! Rather than asking what a dog can smell, it would be easier to ask what a dog can't smell. The answer would be nothing! If it leaves behind a few molecules, the dog can smell it.

Scent, in the form of loose molecules, actually concentrates in a bony shelf behind the dog's nose. When we humans sniff a scent for a long time, we lose the sense of it. The longer we smell it, the less the rose seems to smell. The dog, however, accumulates more and more molecules as he sniffs, and the scent actually becomes stronger. That's why your dog sniffs things for so much longer than you would. The more he does it, the more information he gathers about whatever left that smell.

When we want information, humans read e-mail. When your dog sniffs that tree, he's reading the p-mail. His nose will give him information about that other dog including age, sex and even health information.

Do you have an entertaining story about a dog who smelled something us humans weren't privy to?

We were sitting on the deck late at night, in the pitch black, looking at the stars. For no reason apparent to me, my dogs took off at high speed toward the back of our dog farm. Fortunately, they are trained dogs and responded at once to my call. Just seconds later I smelled the skunk loud and clear. That was one time their noses almost got them into big trouble, but good training kept them smelling nice.

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