

This is the tallest of the Three Patriarchs.

Acklin Peak: (Wayne Co.) Capitol Reef National Park-South Desert. Cathedral Mountain map.

Correctly spelled Akelund Peak.

Guy Pace noted that Peter Akelund (1858-1931) ran live-stock in this area in the early days. (1497~)

—Constructed Stock Trail: This went up the cliffs to the east of Acklin Peak (at elevation 6526). Although signs of the trail are gone, the route can still be followed. Guy Pace quoted his father, James M. Pace, as saying: “I promised the Lord that I’d never do it again!” (1497~) Guy told of having to hack steps into the cliff to provide footing for the livestock. (1497~, 582~, SAPE.)

Acord Lakes: (Sevier Co.) Fishlake National Forest-Old Woman Plateau. Acord Lakes map.

Two name derivations are given.

First, Valentine Lewis Acord (1832-1922) settled in Castle Valley in 1875. (1641~)

Second, Barbara Ekker noted that Abraham Acord and sons Fred, Henry, and Oliver ran cattle in the area and in the San Rafael Swell starting in 1877. (606~, 1188~)

Adahchijianhi Canyon: (Navajo Co., Az.) Navajo Indian Reservation-Tyende Mesa-Oljetto Wash. Keet Seel Ruin and Tseyi-Hatsosi, Az. maps.

Also called Duggagei. (499~)

Laurance D. Linford noted that *Adah Ch’jijíyáhi* is Navajo for “where she fell from the cliff.” (1204~) Francis Gillmor expanded on the story, telling of how Kit Carson chased the Navajo off of their tribal lands in 1863-64: “Back into the canyons they moved—the women and the children and the sheep going ahead over the rocky ridges, the men following, walking backward, and brushing out their tracks with the boughs of trees where there was sand on the trail. It was then that my mother’s sister fell from the cliff.... It was night and she was running. She had seen a campfire out on the flat.” (726~)

Adah Hiilini: (Coconino Co., Az. and San Juan Co., Utah.) Navajo Indian Reservation-Rainbow Plateau. Arizona map: Face Canyon. Utah map: Gregory Butte. (5,780’)

Two similar name derivations are given.

First, *Adahiilíní* is Navajo for both “to flow and fall downward” and for a “waterfall” or “cascade.” (2072~)

Second, Jesse C. Dyer of the USGS noted that *Adah Hiilíní* is Navajo for “waterfall ridge.” (588~)

Charles L. Bernheimer named this Helen and Alice Mesa in honor of his daughters in 1921. (221~, 467~) Bernheimer, though, perhaps initially had another name in mind. From his Diary of 1921: “These series of mesas and buttes are reaching back on the south side of Sirocco

Pass [Sei Biibikoon]. The mesas lining its north rim we called [Sims—now scratched out] Helen and Alice mesas in honor of [Admiral Sims—now scratched out] our two daughters.” (218~)

—Constructed Stock Trail: This goes along the east side of the buttes. (SAPE.)

Adair Hollow: (Kane Co.) Dixie National Forest-Markagunt Plateau-Pink Cliffs-Swains Creek. Strawberry Point map.

George Adair (1837-1909) had a ranch in nearby Swallow Park in the early years. Charles Kelly in 1953: “The man [Frederick S. Dellenbaugh of the Powell Survey] mentions who was a walking arsenal ... was undoubtedly George W. Adair, who had been a participant in the Mountain Meadows Massacre. He was reputed to be a tough hombre.” (1061~)

Adairville: (Kane Co.) GSCENM-Paria River. West Clark Bench map. PRIVATE PROPERTY.

Also called Mace Ranch (479~), Middle Settlement (1475~), and Middletown (1599~).

Peter Shirts started a small settlement at nearby Rock House Cove in 1865. (See Rock House Cove.) Shirts and the other settlers were forced out by water problems in 1872. The town divided. One group went south with their leader, Thomas Jefferson Adair (1814-1890), and established the town of Adairville. The other group went north and established the town of Paria. By 1885 flooding forced the abandonment of Adairville. (275~, 346~, 470~, 1639~)

Stan Jones found an inscription on a gravestone near Adairville reading “Emma A., wife of J.H. Goodrich, born Jan. 11, 1845, died March 24, 1876.” Jones noted that it was the only “vestige I have ever found of anything having to do with Adairville.” (1022~)

Ranchers have continued to own and use the Adairville townsite. In the 1920s it was owned by Jim Tergerson. (670~) Stan Jones mentioned that Charles Hepworth owned the site in the 1970s. (1022~)

—Cottonwood Creek: Adairville is located on this small drainage. George G. Mace: “Named from the cottonwood trees found along the stream.” (2053~)

—Swapp Ranch: This was two miles south of Adairville on the Paria River (at elevation 4345). (425~)

Adams Butte: (Wayne Co.) Henry Mountains-Dry Valley. Bull Mountain map. (5,080’)

Guy Robison noted that the Adams family lived one-quarter mile east of the butte for many years. Several buildings still stand. (1644~, SAPE.)

Adams Canyon: (Iron Co.) Cedar Breaks National Monument-Mammoth Summit-Ashdown Creek. Brian Head map.

Hugh L. Adams (1853-1905) and family, including sons Billy R., Hugh L., and James L. were early settlers of Parowan. They had a summer ranch near Mammoth Summit. (516~)

Adams Head: (Garfield Co.) Dixie National Forest-Sevier Plateau. Adams Head map. (10,426')

Also called Adams Head Peak.

Kate B. Carter: "It was named for a Mr. Adams who used it as a lookout to watch and warn the white men of Indian attacks." (384~) The name was in place by 1879. (M.24.)

Adams Hollow: (Iron Co.) Kolob Terrace-West Fork Deep Creek. Webster Flat map.

Frank B. Adams (1868-1947), an early resident of Cedar City, had a coal mine in nearby Coal Creek. (1012~)

Adams Reservoir: (Kane Co.) Paria Canyon-Vermilion Cliffs Wilderness Area-The Cockscomb-Coyote Wash. Pine Hollow Canyon map.

This is a still-used stock reservoir. Horse and sheep corrals are nearby. (SAPE.)

Cal Johnson: "Johnny Adams had cattle all through this country years ago, in the late 1800s or early 1900s. He was there until the 1930s. He built a little pond there. He ran livestock all over the Sand Hills and down to Coyote Buttes. (See Joes Tank.) Then Trevor Leach and his dad, they had goats, got it. Then they sold it to the Northcuts." (984~)

Adams Spring: (Kane Co.) GSCENM-Park Wash. Deer Spring Point map.

This is a large, developed spring. (SAPE.)

Three name derivations are given.

First, Cal Johnson: "Old man Adams, he ran cattle up at the Swallow Park Ranch. Adams Spring is right underneath the ranch. He just lived with his cattle. That was just about in the 1870s or 1880s." (984~) This was Merle V. "Cowhide" Adams (1899-1988). He ran livestock on the Clark Benches all of his adult life. (1931~)

Second, Azra Adams (1864-1942) was one of John G. Kitchen's favorite cowboys in the 1880s-90s. Kitchen: "The best workman in the world." (1638~)

Third, George Adams (1886-1945) of Kanab bought the nearby Swallow Park Ranch in the early 1900s. (1083~, 1639~)

Adeiyi Taah Hooti: (San Juan Co., Utah and Coconino Co., Az.) Navajo Indian Reservation-Rainbow Plateau.

Utah map: Gregory Butte. Arizona map: Face Canyon. (5,570')

Jesse C. Dyer of the USGS noted that *Adeiyi Taah Hóót'i* is Navajo for "ridge extending into water." (588~)

Charles L. Bernheimer called this Claras Mesa in honor of his wife. (221~, 467~) In his Diary of 1921, though, Bernheimer perhaps initially had a different name in mind: "We traveled in a southerly direction over sand flats, down washes in loose sand, knee-high along the westerly sides of the mesas which we called [Marsh—scratched out in diary] Clara's Mesas in honor of [Gen. Marsh, the chief of staff during the war—scratched out in diary] you." (218~)

Adobe Mesa: (Grand Co.) La Sal Mountains-Richardson Amphitheater. Fisher Towers and Warner Lake maps.

Also called Dobe Mesa.

Doby Brown ran livestock here for a couple of months in 1882. (1741~)

Adobe Swale: (Garfield Co.) Burr Desert-Poison Springs Canyon. Burr Point and Baking Skillet Knoll maps.

Barbara Ekker noted that a man named Doby or Dobbie ran sheep here in the early days. (606~)

—Adobe Swale Reservoir: (Burr Point map.) Alvin Robison noted that this stock pond in upper Adobe Swale was built by the CCC. (1642~)

Agate Wash: (Grand Co.) Grand Valley-Colorado River. Agate and Big Triangle maps.

Agates are found in the area. (1979~)

—Rose Ranch: (Also called Hallet Ranch.) (518~) PRIVATE PROPERTY. This was on the west side of the mouth of Agate Wash at the Colorado River (Big Triangle map). Charlie and Chloe Hallet moved to Westwater in 1892 and to the Rose Ranch in 1898. The Rose family were later owners of the ranch. (198~, 1362~, 1363~)

—Agate: (Agate map.) (Also called Agate Siding.) (347~) This was a water stop on the Denver and Rio Grande Western Railroad in the late 1800s. (1362~) (See Denver and Rio Grande Western Railroad.)

Agathla Peak: (San Juan Co.) Navajo Indian Reservation-Monument Valley. Agathla Peak map. (7,096')

Also called Agathla Needle (154~), Big Capitan (985~), The Captain (1058~, 1204~), Lava Negra (980~), and Sierra Captain (2060~).

Also spelled Agathlan Peak, Agath-sla Peak, and Algothla Peak.

Richard Van Valkenburgh, quoting Navajo Sam Jim in 1940: "We Navajos call this rock, *agalah*, much-piled-wool. It was made when the World was set on fire by

management, and lower-level personnel) are needed to approve the solution's functionality and its purchase.

Typically, the enterprise sales cycle starts as a top-down initiative from the highest levels of the organization to midlevel management and lower-level personnel. However, there are decision-makers and evaluators across the organization who will become involved during the sales cycle as shown in figure 14.1.

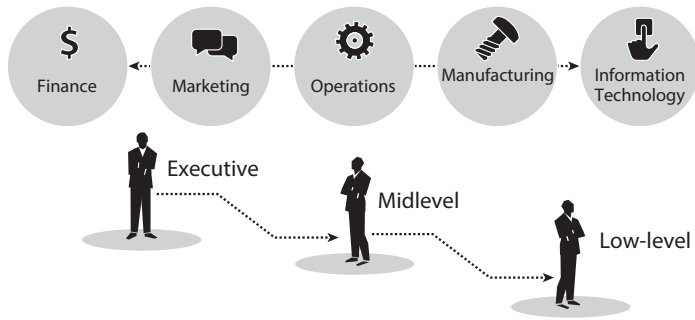


Figure 14.1 Enterprise sales cycle

may be evaluated by the sales department and purchased with the approval of the IT department as shown in figure 14.2. They might see a product demonstration and lobby for its purchase.

Platform Sales

The platform sale typically involves a user-friendly solution that is sold directly to the business area that will use it. A platform sales cycle might be instigated by the business users within a department and the purchase made with the blessing of other interested departments. As opposed to enterprise sales, the wellspring for the platform sales idea typically is from lower level and midlevel personnel within the organization. For example, a sales automation solution

Point-Specific Sales

Point-specific sales involve a single solution (or a set of finite complementary functionality offerings) usually targeted to solve the business problems of a single department within an organization. The purchase decision is typically made by a small number of decision-makers, most likely at the lower level of the organization, with decision approval from midlevel management. For example, a résumé tracking system is a point-specific solution sold to the human resources department as shown in figure 14.3.

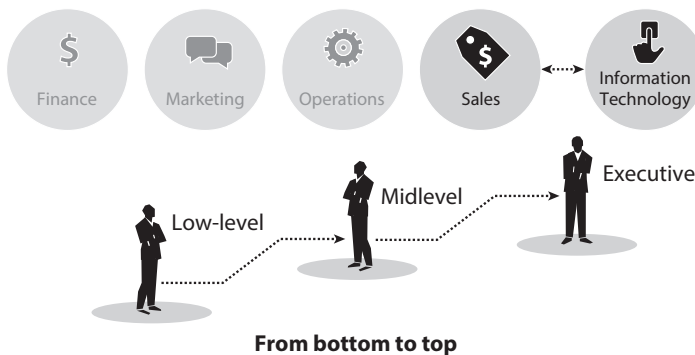


Figure 14.2 Platform sales cycle

There are two categories of point-specific sales: simple and complex. The simple point-specific sale is complementary to the customer's existing environment. The product is sold as an addition to the way business is being conducted today. The



Figure 14.3 Point-specific sales cycle

complex point-specific sale may require the customer to break a pre-established relationship with an existing vendor. This entails a “rip and replace” strategy where the existing vendor’s products are completely replaced by newer technology or an entirely different way of doing business. Equally important, you must break the vendor’s pre-existing relationship with the customer. As a result, complex point-specific sales are much more difficult to close than simple point-specific sales.

Chapter 15. Should You Pursue the Business?

As a general rule, it is best to be the first salesperson in an account. The chance to understand a customer’s environment first, establish relationships, and set the criteria for the selection process is an obvious advantage. However, it’s not always possible to find a customer first, and sometimes arriving first doesn’t matter. What matters is the strength of your position versus the competition.

You can define your strength compared to your competitor’s in one of three ways: you have the advantage, you are

equal, or you are out-classed. The three types of strengths are relationship (the personal relationships you have built in the account), product (the functional/technical merits of your product and perception of your company in the marketplace), and personnel (the quality and

quantity of people who are at your disposal to work on the account).

Defining your account strength can be tricky. First, the marketing department’s job is to pump out volumes of propaganda proclaiming that every aspect of the company and its product is superior to the competition. Your product’s true strength can be ascertained only with direct customer feedback gained in past sales cycles.

The second reason is more complex. While salespeople say they are directly responsible for winning a deal, there is a natural tendency to blame losses on something other than themselves. Based on my research, 15 percent of salespeople would admit that losing a deal was because they were outsold, while 27 percent would say it was because of factors outside of their control. The true strength of your competitive position directly correlates to the percentage of deals you win. The only way to accurately gauge how you stack up against the enemy is in head-to-head confrontations.

The decision to pursue an account can be a difficult one. One deciding factor is who has set the tempo in the account—you or a competitor. This is particularly important when your product

Although their spine and legs hold up, the rest of their bodies are just not ready for that particular challenge.

A month later that same stroll through the mall is like a walk in the park: comfortable and with no residual effects. It was the initial overdoing that carried a price. **So I must repeat: increase your efforts with common sense, understand where you are starting from, and be patient.**

Many of my patients who, before Positional Testing, could only walk one-half or even one-quarter of a block without having to stop, within a few months were able to walk two, three, or even four miles. Even after guiding such recoveries for over a decade, I am continually amazed at the amount of improvement that can be obtained. Remember that there may be the potential to walk as well as you did 10, 20, or even 30 years ago—but you have to build up to it gradually. Years of inactivity take their toll. You must give yourself a chance to get in shape again at a reasonable pace.

What If the Use of the Walker Is Uncomfortable?

If your lower back hurts more, or in a different way, when using the walker, the walker handles are most likely too low. **DO NOT WAIT.** Try raising the handles one inch at a time to reach a comfortable position. **ONE INCH!** I have had patients who responded to back discomfort by raising the handles several inches, whereupon they got no benefit at all and gave up on the whole process. When I saw these patients again, often for an unrelated reason, I figured out what went wrong and corrected the handle height, and the patient improved as initially anticipated. For this reason, only raise the walker one inch at a time when adjusting it for back discomfort. You can always raise it a second inch if it is still uncomfortable.

If your arms or shoulders are uncomfortable, it usually means that the handles of the walker are set too high. This sensation of discomfort usually does not occur immediately, like the discomfort in the back does if the walker handles are set too low. Rather, it occurs after you have walked for a considerable time and have flexed your arms or shoulders in order to be able to lean further. Lower the walker enough to make you lean forward slightly and comfortably, with your arms straight

and the walker close to you. If the symptoms still occur, lower the walker again.



Picture 7.8. Flexion of the arms and shoulders in order to flex the spine.

If the walker does not go any lower, you need a different walker! It is not at all uncommon to need a lower walker. Many standard walkers only lower to 32 inches, a height that is often too high for people shorter than (about) 5'6". If you feel that this might be the case, go to a pharmacy or durable medical equipment dealer that sells walkers, and try the different heights to see how they feel. **As you now know from reading this chapter, the right height is often essential for success.** If you need a different walker, buy it! (As of August 2014, Medicare will pay for a new walker only once every five years. I have submitted information asking them to alter this policy. Wish me luck!)

More about Neck Pain

Neck symptoms can also be experienced by people who use bifocal glasses at the computer. In order to see the computer with the lower part of the lens, they hyperextend the neck. This problem can be solved by using reading glasses, with the refraction set for close distance only, when using the computer. Otherwise, severe pain can develop in the center of the lower neck.

I have also had many people with neck pain or headaches that resolved after treatment of PseudoStenosis issues, such as a flexible Flat Foot or a Limb Length Discrepancy. See Chapters 11, 12, and 19.

If your neck hurts, it might be because you are hyperextending it. This might depend on how much you have to lean forward to get relief. Some people must lean forward a great deal in order to relieve spine-mediated symptoms successfully. If they try to look directly forward into the distance, the position can cause neck hyperextension and pain. If you are one of these people, it is better to walk while looking at the ground perhaps 15 or 20 feet ahead of you. This reduces neck hyperextension and the pain it causes.

Should EVERYONE use the Walker as I Describe?

The answer is no! The great majority of people with SS/PS find immediate physical relief of symptoms from using the walker as described above. Yet not everyone does. Some have arthritis or a herniated disc, both of which could make that position uncomfortable. Some are held back by the emotional distress they feel from leaning forward after spending a lifetime standing straight. In my own practice, I occasionally have patients who try the slight flexion position and reject it for either physical or emotional reasons.

In addition, people without SS/PS who use the walker for arthritis or balance may prefer to stand straight with the arms bent, as is the classic approach.

Though I perceive great value in people with SS/PS using this approach, I realize that not everyone can use it, or even should. It is, however, of great potential benefit, so I believe that EVERYONE with suspected SS/PS should at least try it.

How Long Does Positional Testing Take?

Positional Testing is actually divided into two periods, one consisting of 3 days and the other of 10 days.

Within 3 days, it is time to reassess. If Positional Testing has not improved your symptoms, then you will not improve with further treatment unless changes are made. Perhaps the walker is not set at the right height, or perhaps you need some of the additional methods listed below. If you are no better within 3 days (of good compliance), study Chapter 9, "What If Positional Testing Did Not Help?"

If after 3 days you *have* had good improvement, the next step is to continue the Positional Testing regimen for a total of 10 days. Keep using the walker and the Adjunct Measures listed below. This will give the nerves a good blood supply with greatly reduced pressure, and a chance to fully recover. I believe that there is much less recurrence of symptoms if people complete the full-time, 10-day regimen.

This ten-day period, however, is the least firmly entrenched concept in my overall positional management approach. 7 days might be enough, while some people might be better able to get off the walker permanently if they keep up full-time Positional Testing for as many as 14 or 21 days. I admit that I don't know this time factor with precision. Research in a university setting could help establish such parameters in a way I have not. So far, this is only an educated guess on my part.

Introducing the Adjunct Measures

The following is a list of adjunct behavior modifications for Positional Testing. They are not always needed if you have seen great improvement by simply using the walker. If, however, you still have some discomfort or continue to be limited in your walking, standing, or sleeping, adding these behaviors can be just what the doctor ordered. They are explained in detail in the next

Adjunct Measures

1. Go down steps backward.
2. Modify your sleep position. Sleep with a pillow or two under your thighs and knees if you sleep on your back, and with a pillow between your thighs if you sleep on your side. If you must sleep on your stomach, put a pillow transversely, from side to side, under your lower stomach area.
3. Use a shower stool when showering.
4. Use a kitchen stool when doing work in the kitchen, and do as much work as possible in the kitchen sitting down.
5. Use the Professor Position when standing without a walker. This is achieved by putting your hands behind your back and leaning slightly forward, as if deep in thought.
6. Use the seat of the four-wheeled walker as a tray to carry objects such as food, laundry, or packages.