

# 1

# THE PAST, PRESENT, AND FUTURE OF MASSAGE THERAPY



## STEP 1 LESSON PREVIEW

- Massage therapists are almost universally adored. They escort their clients to good health, easing the pain of common ailments and boosting energy. They usher in relaxation, lessening the impact of stress and promoting serenity. They provide opportunities for their clients to experience kindness, luxury, and healing, all bundled up in a package of soothing music, scented oils, and supportive cushions. By choosing U.S. Career Institute as your path of education to your exciting new career, you will gain the essential skills you'll need to become an effective and successful massage therapist.

As you begin your massage therapy career, know that you are embarking on a journey that will earn you the title of healer. All of the dimensions of the medical profession blend with those of the therapist to treat both physical and emotional troubles.

When a new client steps through your doorway, you will assess her needs through a case history, discuss her problems, and perhaps dispense advice on relaxation or stretching techniques, all before her head hits the cushion on your massage table. Once she is settled on your table, you will knead her muscles using your extensive knowledge of anatomy and the musculoskeletal system. Your role in cultivating her good health is paramount.

Your journey begins with an overview of massage therapy, including its history and its benefits, the business aspects of the field, and the qualities that most massage therapists bring to their profession. As you go through this program, you can feel confident that you are learning from the experts.



Massage therapists provide opportunities for their clients to relax, lessen stress, and treat their physical and emotional troubles.



U.S. Career Institute has been providing quality home study education for two decades. We pride ourselves on our students' accomplishments! People just like you are working in exciting jobs today because of the investment they made in their U.S. Career Institute education. We are here when you need us. If you have a question, just pick up the phone and call. It's that easy. Now let's take those first steps on the path to your new career. Welcome to this remarkable healing profession!



## STEP 2 LEARNING OBJECTIVES

After completing this lesson, you'll be able to:



Explain what massage therapy is.



Understand the history of massage therapy and explain why this knowledge is important to the massage therapist.



Identify the psychological and physiological benefits of massage.



Discuss the demand for massage therapists.



Identify employment and business opportunities for the massage therapist.



Identify the qualities of a healer.



## STEP 3 MASSAGE BASICS

Let's start you on the road to your new career by discussing what massage therapy is and the keys to your success—your desire and your commitment to change your life and the lives of your future clients.

### SO YOU DIDN'T ACE HIGH SCHOOL BIOLOGY

*Anatomy* and *musculoskeletal system* are scary terms to people who spent their high school biology class hoping they would be teamed up with the class brain. Although some people enter the profession with nursing or other medical backgrounds, most people begin with no scientific knowledge of the human body (well, except for the basic "an apple a day..." and "the shin bone's connected to the thigh bone, and the thigh bone's connected to ...").



As a massage therapist, you will need to know anatomy and details about the musculoskeletal system, but that's what this course is designed to teach you—one step at a time. Don't worry if you are entering the field armed only with enthusiasm and a desire to help others. Those are the most vital tools. It's like building a house. Your desire and your commitment are the foundation. This course is the plumbing, electrical, and drywall—the elements that complete the structure.



You don't need to enter your massage therapy training with a working knowledge of anatomy and the musculoskeletal system, but you will certainly leave with this knowledge.

### MASSAGE HAS BECOME MAINSTREAM

Twenty years ago, if you said “massage therapist,” most people would have conjured up an image of a heavy Swedish woman who worked in a health club and pounded on athletes with karate chops.

Now, the term evokes images of professional therapists who work in private practices or visit corporate offices with massage chairs. Others work in spas or other health care organizations.

The benefits of massage are documented with research, and many insurance companies cover massage therapy in cases of injury. It's common to hear your neighbors, your colleagues, and your friends mention their visit to a massage therapist. People make appointments to relieve stress, treat a medical condition, or cultivate wellness.

Massage therapy tends to be included under the umbrella term of “alternative therapies,” and as a result it is often confused with other techniques. Practices such as acupuncture, herbology, and holistic medicine are separate fields, and they require training that is beyond the scope of this course.



Therapeutic massage is synonymous with *bodywork*. It includes various specific approaches, such as the following:

- Swedish or traditional massage, which tends to emphasize relaxation
- Neuromuscular therapy, which involves assessment and soft tissue manipulation
- Pressure point therapy, a treatment for injury
- Sports massage, which focuses on methods for helping athletes enhance their performance
- Hydrotherapy, which involves applying water to the body for therapeutic purposes

You'll learn more about these types of bodywork later in your course.

### MANIPULATION IS GOOD

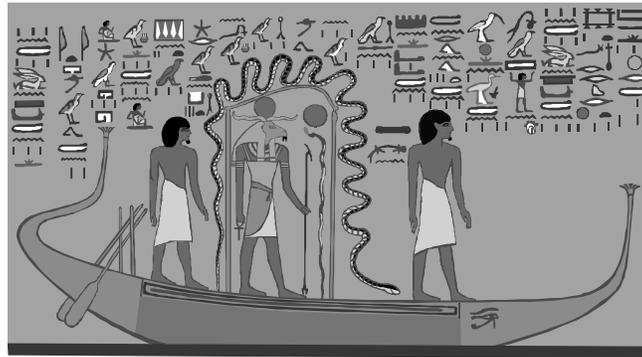
Usually when you hear the term "manipulation," you associate it with codependence and relationships you could do without. Massage brings new meaning to the word "manipulation." Technically speaking, **therapeutic massage** can be defined as the manipulation of soft tissue to reduce pain and promote health. Its effects reach the whole body: circulatory, lymphatic, muscular, skeletal, and nervous systems. Through the use of skillfully applied pressure as well as holding and moving the body's soft tissues, massage heals. Manual soft tissue manipulation translates into relaxation, recovery from injury, and heightened wellness.



### STEP 4 MASSAGE—ONE OF THE OLDEST FORMS OF MEDICAL TREATMENT

- Picture Julius Caesar being "pinched" by his servants daily. Then go back in time even further and resurrect the athletes from the 776 B.C. Olympic games, who received massage prior to their competition. Visit the Chinese physician in 2,700 B.C. who counsels his feverish patient to use "breathing exercises, massage of skin and flesh, and exercises of hands and feet."

Massage is ancient. It can be traced back to the Egyptian tombs that depict massage on the walls in paintings. For thousands of years, it has been revered in Chinese medicine, and writings from as far back as 3,000 B.C. sing its praises. Greeks and Romans recognized its merit. Even Hippocrates, the author of the famed physician's oath, used it to treat sprains and dislocations.



Evidence of massage can be found as far back as the time of Egyptian tombs.

Word of massage's benefits traveled through Europe in the 16th and 17th centuries. The trendsetters in Prussia and France tapped into its wisdom in the late 1600s. In the 19th century, Per Henrik Ling developed Swedish massage, curing himself of rheumatism in his arm. Ling, a Swedish doctor, poet, and educator, drew on gymnastics, physiology, and ancient Chinese, Egyptian, Greek, and Roman techniques.

Dr. Johann Mezger ushered massage into the scientific realm, introducing the terms *effleurage*, *petrissage*, and *tapotement* to Holland's medical community at the dawn of the 20th century. (Don't worry; you'll learn all about these terms later in the course.)

Soldiers in World War I received massage to treat nerve damage and shell shock. And in keeping with other major hospitals of the 1920s and 1930s, St. Thomas's Hospital in London had a department of massage. As electrical instruments were developed to stimulate tissues, however, massage fell out of favor.

Massage appeared in our country in the second half of the 19th century. Charles Fayette Taylor is credited with introducing it to the United States.

It's a long way from the Egyptian tombs to the 21st century, but throughout the journey, massage has remained a favored means of treatment for pain and other ailments as well as a means to achieve relaxation and wellness.

With a history that spans as much as 5,000 years, massage has deep roots and an impressive track record. When you paint the broad strokes of massage's history, your clients will have a clear picture of its endurance and its effectiveness. When you offer testimonials from the likes of Hippocrates, Caesar, and even Sigmund Freud (who used it to treat hysteria), you lend credence to the strength of massage. History has merit, and you will feel the lessons of ancient Chinese physicians in your fingertips if you carry this knowledge with you into your practice.

**STEP 5 BEYOND PAMPERING AND EASING BACK PAIN**

- ❑ Did you know that massage is strongly recommended for hospice patients to enhance relaxation and comfort? Research attests to its ability to lower blood pressure and boost the immune system. Burn patients experience a reduction in itching due to massage. And premature babies gain more weight if they are massaged. Your clients can pitch the painkillers as it is likely that their headaches will disappear following a treatment. (Regular massage can reduce the incidence of headaches, too.) And hopefully, Brian Griese had a massage therapist on hand after every game because sports massage has been proven to reduce muscle soreness. Many Olympians employ massage therapists, too, because massage techniques can enhance athletic performance.



Among its many research-proven, positive effects on health, massage helps premature babies to gain weight.

Massage therapy has far-reaching effects. Physiologically, its strongest influence is on the nervous system. Massage stimulates the circulatory system, producing circulatory effects such as increased blood flow. As blood flow increases, the body's fundamental traffic system improves, transporting nutrients to cells more quickly and disposing of toxins more rapidly. Massage also aids the performance of other major body systems, including the:

- Musculoskeletal system: Tight muscles are loosened so the effects of a brutal workout (including strains) are minimized, and weak muscles are stimulated. Plus connective tissues have improved elasticity. (Yoga, anyone?)
- Nervous system: Massage restores the nervous system's balance, either through stimulation (to help with depression) or soothing (to increase relaxation), depending on the need. It also promotes rejuvenation of the nervous system.
- Lymphatic system: Many of the toxins floating around in the body are ushered to the exit door through massage.



Some of the ailments that massage helps to treat include:

- Chronic and temporary pain
- Digestive disorders such as constipation, spastic colon, and diarrhea
- Arthritis
- Asthma
- Carpal tunnel syndrome
- Headaches
- Allergies
- TMJ (temporomandibular joint dysfunction)
- Insomnia
- Thoracic outlet syndrome
- Injury
- Multiple sclerosis
- Fibromyalgia
- Lupus erythematosus



Insomniacs can find relief through massage. Insomnia is just one of the many ailments that massage can successfully treat.

Mental health is also strongly affected by massage. Touch meets a primal need in everyone. It communicates caring at a fundamental level. And an increased peace of mind or a lowered stress level has far-reaching effects. It is estimated that 80% of disease is stress-related, so massage, which greatly reduces stress, has an amazing impact on disease, both physical and mental. In tandem with other therapies, massage can be a viable treatment for anxiety disorders and depression. It also fuels creativity, alertness, and well-being.

It's important to know when NOT to offer a massage. Conditions to watch for include some circulatory problems (such as phlebitis), infectious diseases, particular forms of cancer, a few skin conditions, and problems resulting in inflamed or infected tissues. Clients with these ailments should be referred to their physician to collect ideas for treatment that don't include massage. In a later lesson, you'll learn more about contraindications and cautions to massage. But in the meantime, as you begin to learn



massage techniques, it's important that you *only* practice on healthy individuals.

Now take a few moments to see how much you've learned about your new profession!



**STEP 6      PROGRESS CHECK 1-1**

- This is not a test, but it is a way for you to get used to the style of U.S. Career Institute's lessons and to review the material. Fill in the blank with the correct term(s) to correctly complete each sentence. All quizzes are open book. We encourage you to look back in the lesson and check for correct answers.

1. Three common reasons that people make massage therapy appointments include \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_.
2. The definition of therapeutic massage is the \_\_\_\_\_ of soft tissue to reduce pain and promote health.
3. The author of the famous physician's oath, \_\_\_\_\_, used massage to treat his patients.
4. A doctor, \_\_\_\_\_, developed Swedish massage in the 19th century.
5. \_\_\_\_\_ is credited with bringing massage to the United States in the latter half of the 19th century.
6. \_\_\_\_\_ or traditional massage tends to emphasize relaxation.
7. Research has proven that burn patients experience a reduction in \_\_\_\_\_ due to massage.
8. Massage has been proven to aid in the recovery from digestive disorders such as \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_.



9. As much as \_\_\_\_\_ of disease is believed to be stress-related, so the effect of massage on both mental and physical health is far-reaching.
10. Massage is very helpful in treating mental health, including \_\_\_\_\_ and \_\_\_\_\_.



### STEP 7 REVIEW PROGRESS CHECK 1-1

- Compare your answers to Progress Check 1-1 with the Answer Key at the end of this pack. Correct any mistakes you've made.



### STEP 8 WHERE CAN YOU PRACTICE

- Your career as a massage therapist offers you a wide variety of settings in which to work. Does sports massage fascinate you? Head to a health club for your first job. Do you enjoy the pampering end of massage? A salon or spa might be the place for you. Do you have flexibility in where you can live? A resort or even a cruise ship could be your next home.

Do you have a calling to help people recover from pain and illness? The hospital, nursing home, or chiropractor's office could house your practice. Do you transition easily from one client to another? Chair massage in a corporate setting might have appeal. Chair massages are also becoming popular in other locations such as airports, malls, fitness fairs, and craft shows.

Are you independent, with a yen for starting your own business? You might consider setting up your own private practice. You can work out of your home, open an office, or make house calls. Having massage abilities can allow you the freedom to select a practice situation that works for *you*.



A cruise ship is just one of the many choices you'll have for your first massage therapy position.



Keep in mind that this course will provide you with the basic massage skills, such as Swedish and sports massage and hydrotherapy techniques. These basic skills will enable you to begin your career in a wide choice of settings. However, someday you may opt to further your training by learning a specialty such as neuromuscular therapy or deep tissue therapy.

### MONEY ISN'T THE ONLY CONSIDERATION

One of your first questions may be about the money you can make if you're not in your own private practice. The answer is a little frustrating: it varies.



If you begin your massage therapy career at a health club or resort where there's a steady supply of clients, sometimes the scheduling and other duties like laundering the linens are taken care of, too.

If you work in a health club, you may receive a percentage of the proceeds from the massages you give. You'll gain lots of experience with a steady flow of clients and few logistics for you to juggle. Plus, there are tips to supplement your salary.

Another common place you're likely to find a massage therapist is in a chiropractor's office. If you set up a practice in a chiropractor's office, you can count on many referrals from the chiropractor. In addition, you'll have the advantage of the chiropractor's staff on hand to help with scheduling, billing, and account collection. Your wages will vary widely, depending on many factors. Some therapists keep all of the income generated from massages and only pay the chiropractor rent for the massage room (plus income taxes, of course). Another scenario is an income split, say an 80/20 split (in your favor) or a 50/50 split, between you and the chiropractor.

If you love to travel and meet new people, you might entertain the idea of working on a cruise ship. You'd get to live on the ship (and eat all that wonderful food!) for periods of time, and you could easily have a full schedule of 6 to 9 massages a day! Typical payment scenarios might include an hourly wage of \$18 to \$23 per hour or 15% to 20% of the cost of the



massage. Both of these payment possibilities have the added perks of tips and free room and board.

Hospitals and nursing homes are two popular places for massage therapists to work. Both of these health care settings have the advantages of regularly scheduled hours and a staff who handles all of the scheduling, billing, collection, and laundry. This leaves you to focus on helping the sick or injured improve the quality of their lives. A typical hourly wage might range from \$15 to \$25 per hour in a hospital or nursing home position.

There are massage therapy positions in a variety of work environments. You might enjoy working in a plush spa, resort, or salon. Or you might find work with a sports team or corporate or other business setting. Or if you're the entrepreneurial type, you might choose to work out of your home or make house calls.

### BEING YOUR OWN BOSS

Running your own business is a multifaceted endeavor, but it can pay off in the long run. The many facets of being your own boss include answering the phone, maintaining your appointment book, washing your linens, and marketing your business.



When you run your own business, you can deposit the full amount your client pays you into your business account. No one else takes a cut.

When you work out of your home, you set the tone. Make sure that the dog doesn't bark, and work out an arrangement so that your kids won't interrupt you. But then go wild with the massage room. Paint it a soothing sage, go shopping for Laura Ashley sheets, and add the flowing fern that you've been cultivating since it was a mere sprout. Pick your hours, and say goodbye to a commute! And deposit the full amount that your client pays you into your business account (minus taxes, of course).

Or you may consider making house calls. This option eliminates the need for an office, you can charge higher fees, and you get to see the inside of lots of houses.

**STEP 9 THE DEMAND FOR MASSAGE THERAPY IS STRONG AND GROWING**

- ❑ Sit down before you read further. Some of these figures are pretty amazing. Estimates put the number of annual visits to massage therapists at 114 million, and consumers write checks totaling between \$4 and \$6 billion (yep, that's billion with a "b") on these visits.

Before you start getting dollar signs in your eyes, though, consider that several variables determine the fee for a massage, including:

- ▣ Type and length of treatment
- ▣ Massage therapist's experience
- ▣ Geographic location

Generally, you can figure that an hour-long massage will run between \$25 and \$80, with a bit more added in if it's a home visit or in a snazzy resort area like Aspen, Colorado. Most massage therapists limit the number of massages they schedule. Many cap their week at 10 to 15 massages.

Alternative therapies are popular right now as consumers look to massage and other healing arts when mainstream medicine falls short. In fact, 80% of consumers indicated they would get a massage when they listed their choice of alternative therapies. And, interest in massage therapy is still growing. According to the American Massage Therapy Association, twice as many Americans (16%) received a massage in 1998 as did in 1997 (only 8%).

**SPECIALIZATIONS EMERGE AS MASSAGE GROWS**

Massage therapy is evolving as it grows in popularity. Many massage therapists specialize, sometimes marketing a particular emphasis like one of the following:

- ▣ Relaxation or stress reduction
- ▣ Wellness or health promotion
- ▣ Pain management or injury recovery
- ▣ Treatment for a particular disease such as arthritis



You might also market yourself as specializing with a particular population such as:

- ▣▶ Athletes
- ▣▶ Elderly people
- ▣▶ Office workers (using chair massage)
- ▣▶ Performers (dancers, for example)
- ▣▶ Mothers-to-be and newborns

### MESSAGE IS BROADENING ITS SCOPE

Many physicians recognize the benefits of massage and refer their patients, particularly those with chronic pain and stress, to massage therapists.

Massage isn't just a luxury. It's often likened to a tune-up for a car. Over 50% of family practice and primary care physicians say they recommend massage. American Airlines, Motorola, and Goldman Sachs are joining other major corporations in inviting massage therapists on site as a company perk. They've noticed that their workers have increased productivity and morale, sharpened alertness, lower absenteeism, and lower incidence of repetitive strain injury when massage is offered at the office. Athletes and dancers note its effect on improved performance, and the fitness craze of the last few decades has also brought massage into the lives of many former couch potatoes.



Many physicians recognize the benefits of massage and refer their patients, particularly those with chronic pain and stress, to massage therapists.

**STEP 10 THE QUALITIES OF A HEALER**

- ❑ You are entering a helping profession. You will touch people in ways far beyond the physical manipulation of their soft tissues. You will be a trusted confidante, consoler, cheerleader, helper. Your clients will look forward to seeing you, to receiving healing treatments. When they leave your office, they'll feel refreshed, revitalized, renewed. In short, you will be a healer.

At their core, massage therapists are healers. They are accepting, gentle, and kind. They are skilled at putting people at ease, and they have a fundamental desire to help others.

If your friends would describe you as accepting, caring, trustworthy, positive, and easy-going, massage is a good career for you. Although you're by no means a psychotherapist (and you'll sometimes need to make that distinction to your clients), you do need excellent communication skills. As clients describe their reasons for seeking treatment, you'll discern how to approach their massage, where to start, areas to avoid, which parts of the body need extra focus, and how frequently they should schedule regular appointments. You also need to invite feedback from your clients, even on simple things like how comfortable the temperature is in the room, so your open, casual manner will serve you well here. Be sure to check out the supplement "Communication Skills—The Key to Success" that you'll receive later in your course. The information in it will help you build on your own natural talents.



At their core, massage therapists are healers. They are accepting, gentle, and kind. They are skilled at putting people at ease, and they have a fundamental desire to help others.

Being friendly and a bit outgoing helps, too. Putting people at ease, particularly during the first meeting, is essential, and a friendly nature is an asset. It's usually easy to be positive with clients, particularly since your clients are generally delighted to see you.

One other important feature is your own health and stamina. Massage therapy can be physically demanding, requiring long stretches on your feet, and a need for strong muscles, which can be developed as you perform massages. Once you're working, you may be able to map out your hours in some work settings, particularly if you establish a private practice. When you



are in control of your own schedule, you can be sure to include as many breaks as you need.

As you embark on your path to a new career, keep in mind that you already have one of the most important tools you need: your desire to help others. This desire will shine through as you meet new clients, take their personal history, and begin their first massage. It will radiate as you usher them to relaxation, relief from their ailments, and wellness.



## STEP 11 PROGRESS CHECK 1-2

- Select the single best answer to complete the sentence. Check your answers by looking them up in the lesson.

1. **A massage therapist's fee is determined by the \_\_\_\_\_.**
  - a. type and length of treatment
  - b. massage therapist's experience
  - c. geographic location
  - d. all of the above
2. **Since massage therapy \_\_\_\_\_, a massage therapist must have good health and physical endurance.**
  - a. is an ancient healing art
  - b. can be physically demanding
  - c. requires specialized training
  - d. is a sedentary profession
3. **An hour-long massage will typically command fees in the \_\_\_\_\_ range.**
  - a. \$10-\$20
  - b. \$100-\$200
  - c. \$5-\$10
  - d. \$25-\$80
4. **Businesses that provide on-site massage therapy may note \_\_\_\_\_ among their employees.**
  - a. lower incidence of repetitive strain injury
  - b. increased productivity and morale
  - c. sharpened alertness
  - d. all of the above



5. As a massage therapist, you may find working in \_\_\_\_\_ to provide the most flexibility in scheduling.
- a. a chiropractor's office
  - b. a nursing home
  - c. a hospital
  - d. your own home



**STEP 12 REVIEW PROGRESS CHECK 1-2**

- Compare your answers to Progress Check 1-2 with the Answer Key at the end of this pack. Correct any mistakes you've made.



**STEP 13 LESSON SUMMARY**

- Massage therapy can help reduce stress, relieve pain, and promote health.

With a history spanning 5,000 years, massage therapy has proven to be effective in helping to treat many types of disorders. Massage therapists help their clients reduce stress, recover from disease, and enhance wellness. Massage has become part of the mainstream in recent years, as research proves its positive effects.



Massage therapy can help reduce stress, relieve pain, and promote health.

This exciting field provides the opportunity to work in a variety of settings and even offers practitioners a chance to specialize in the massage emphasis which appeals to them.

You are joining a dynamic field.

**STEP 14 MAIL-IN QUIZ #1**

- Welcome to the student body of U.S. Career Institute! **IMPORTANT REMINDER**—*Have you submitted your signed enrollment agreement?* If not, please be sure to send it in today so that your studies are not delayed.
- Be sure you've mastered the instruction and the Progress Checks of this lesson.
  - Mark your answers on the quiz. Remember to check your answers with the lesson content. All of your quizzes are open-book.
  - When you've finished, **TRANSFER YOUR ANSWERS TO THE ANSWER SHEET PROVIDED**. Use blue or black ink on your Answer Sheet. Do not use red ink.
  - Be sure to fill in all information requested. Your course code can be found on your student ID card.
  - Mail the Answer Sheet in one of the envelopes provided. Your quiz results will be returned to you.

**MAIL-IN QUIZ #1**

- Select the single best answer to complete each sentence.
- 1. People generally make appointments for a massage to \_\_\_\_\_.**
    - receive reimbursement from their insurance company
    - use alternative therapies
    - treat mental illness
    - relieve stress, treat a medical condition, or cultivate wellness
  - 2. Therapeutic massage can be defined as \_\_\_\_\_.**
    - the manipulation of soft tissue to reduce pain and promote health
    - effleurage, petrissage, and tapotement
    - sports, luxury, and medical treatment
    - relaxation techniques that anyone can perform



3. Some well-known historical figures who promoted massage include \_\_\_\_\_.
  - a. Hippocrates, Julius Caesar, and Sigmund Freud
  - b. Per Henrik Ling, Charles Fayette Taylor, and Carl Jung
  - c. Joan of Arc, Cleopatra, and Hippocrates
  - d. Carl Jung, Sigmund Freud, and Gestalt
  
4. Swedish massage was developed in the 19th century by \_\_\_\_\_.
  - a. Per Henrik Ling
  - b. Sigmund Freud
  - c. Johann Mezger
  - d. Charles Fayette Taylor
  
5. The United States can thank \_\_\_\_\_ for being the first person to bring massage to this country in the latter half of the 19th century.
  - a. Per Henrik Ling
  - b. Sigmund Freud
  - c. Johann Mezger
  - d. Charles Fayette Taylor
  
6. A treatment for injury is \_\_\_\_\_.
  - a. Swedish massage
  - b. pressure point therapy
  - c. traditional massage
  - d. neuromuscular therapy
  
7. \_\_\_\_\_ massage focuses on helping to enhance physical performance.
  - a. Traditional
  - b. Swedish
  - c. Sports
  - d. Pressure point



8. Research has proven that massage can be effective in \_\_\_\_\_.
- relieving the pain and discomfort of hospice patients, reducing the need for episiotomy in pregnant women, and helping premature babies gain weight
  - relieving cancer patients' pain, easing labor, and helping premature babies learn to nurse
  - relieving inflammation due to AIDS complications, improving fertility, and helping premature babies fight off infection
  - relieving the pain of surgery, reducing the need for c-sections, and helping premature babies reduce the time they spend in the special care nursery
9. The body system that is most affected by massage is the \_\_\_\_\_ system.
- digestive
  - nervous
  - musculoskeletal
  - endocrine
10. Ailments that massage can help treat include \_\_\_\_\_.
- allergies
  - digestive disorders such as constipation
  - headaches
  - all of the above
11. Massage can have far-reaching effects on disease since it is so powerful in reducing stress, and as much as \_\_\_\_\_ of disease is believed to be stress-related.
- 20%
  - 40%
  - 60%
  - 80%
12. Some mental health conditions that are improved through massage include \_\_\_\_\_.
- phobias
  - anxiety and depression
  - schizophrenia and bipolar disorders
  - paranoia



13. One disease for which massage is contraindicated is \_\_\_\_\_.
- a. insomnia
  - b. TMJ
  - c. phlebitis
  - d. constipation
14. Some of the advantages to working in a chiropractor's office might include \_\_\_\_\_.
- a. referrals from the chiropractor and help from the staff with scheduling and billing
  - b. no paperwork to complete
  - c. a high hourly wage
  - d. help with linens and marketing
15. As you practice your massage techniques, it's important that you work on \_\_\_\_\_.
- a. your instructor
  - b. a certified massage therapist
  - c. healthy individuals
  - d. other massage students
16. If you work on a cruise ship, you can expect to give \_\_\_\_\_.
- a. 4-8 massages a day
  - b. 10-12 massages a week
  - c. 6-9 massages a day
  - d. 15-20 massages a week
17. Factors that determine the fee for a massage might include \_\_\_\_\_.
- a. the type and length of treatment
  - b. the massage therapist's experience
  - c. the geographic location
  - d. all of the above
18. In addition to having an accepting, caring, and trustworthy nature, massage therapists must have or develop \_\_\_\_\_.
- a. effective communication skills
  - b. an athletic and slender body
  - c. accounting skills
  - d. marketing skills



19. One of the benefits of on-site massage that corporations are beginning to notice is \_\_\_\_\_.
- a. lower insurance costs
  - b. lower absenteeism
  - c. reduced tardiness
  - d. more productive meetings
20. One of the most important skills that massage therapists can develop is \_\_\_\_\_.
- a. neuromuscular knowledge
  - b. an understanding of the nervous system
  - c. excellent communication skills
  - d. effleurage, petrissage, and tapotement



**Congratulations!**  
You have completed Lesson 1,  
*The Past, Present, and Future  
of Massage Therapy*



Do not wait to receive the results of your  
quiz before moving on.