

What Do I Want From Massage?

When I'm coaching MTs, I use 4 categories to frame out the question *what do you want from massage?* They are: meaning, money, time and pain.

Then I give a Reality Quiz. In this Reality Quiz there are 4 statements under each of the four headings. You are going to give each statement a numerical rating: 1—agree, 2—don't agree.

I understand that the statements are broad. Just try your best to generalize and provide the answer that best represents your massage life. Ready? Have at it!

REALITY QUIZ

1. MEANING

- a. For the most part, I like going to my massage job(s).
- b. I feel good after seeing my clients.
- c. My clients respect me.
- d. My colleagues respect me.

2. MONEY

- a. I'm happy with how much I make per hour.
- b. I'm happy with how much I make per week.
- c. I'm happy with how much I make per year.
- d. I'm at my maximum number of massages I can do per week.

3. TIME

- a. My massage schedule is perfect for my life.
- b. I have time to get all my home stuff down and free time to boot.
- c. I schedule clients in a way that works best for my schedule.
- d. I never need to rush to or from my massage job(s).

4. PAIN

- a. My body feels fine after a normal week of massage.
- b. My body feels good when I'm not doing massage.
- c. My body feels good when I'm doing massage.
- d. I have no pain issues as a result of doing massage.

REALITY QUIZ RESULTS

Okay, great. Now, in each category, add up the numbers. For example, in the MEANING category you might have $2 + 1 + 1 + 2 = 6$.

As you compare category totals what are you seeing? Is one category total higher than the others? The higher the number, the more likely this category is a priority for further investigation.

You might have 2 or 3 categories whose totals are the same. This next quiz should help you nail down what you need to look at first. But remember nothing is set in stone. Your priorities can change. This is just a starting point.

VISION

For the next quiz, the Vision Quiz, we are going to use the same format, but this time the question is: If I could do massage exactly how I wanted to do it, what would it look like?

There's also a twist. I'm going to change three things. First, for the Vision Quiz, I reversed the numbers. It is now: 1—disagree, 2—agree.

Next, I assumed that all the statements under each category are something that most would agree with, so there are no 1s to give out.

Lastly, you can only give out four 2s (agree) for a total of 8. This is going to force you to make some tough decisions.

For example, after reading all the statements under all the headings, I may feel most strongly about two statements in MEANING, one in MONEY, and one in PAIN. So MEANING = 4, MONEY = 2, TIME = 0 and PAIN = 2. If your total is more than 8, you've exceeded the number of 2s (agree) you could give out. Make sense?

VISION QUIZ

1. MEANING

- a. I feel happy going to work.
- b. I feel passionate about what I do.
- c. I feel that people who are important to me respect my work.
- d. I truly change peoples' lives for the better.

2. MONEY

- a. I have enough money from massage to meet my current needs.
- b. I am working towards a future where I can make more money with massage.
- c. I get paid what I feel is fair.
- d. I am in control of my financial future.

3. TIME

- a. I have time for family and friends.
- b. I have time to do the things that are important to me.
- c. I have time to work on other things that I'm passionate about.
- d. I have a schedule that I control.

4. PAIN

- a. I don't have pain when doing massage.
- b. I don't have anxiety from thinking I'll be in pain because of massage.
- c. I know how to fix my own pain issues as a result of doing massage.
- d. I use my lessons of pain to help my clients.

VISION QUIZ RESULTS

That was tough, I know. You can always go back and change things as you continue to think about the quizzes. But for now, go ahead and add together the heading scores from the Reality Quiz and the Vision Quiz.

For example: 6 (MEANING score Reality Quiz) + 4 (MEANING score Vision Quiz) = 10.

Okay, now is there a winner? Or two winners?

If so, these are the areas you want to start thinking about first when asking the question about what you want from massage. But before you start to do some serious soul searching, I want you to take another quiz. It's a Massage Quiz. And it's very important.

BUILDING THE LAUNCH PAD

This quiz is about how you do massage. And it can impact all four categories: 1. Meaning, 2. Money, 3. Time and 4. Pain.

For instance, if your massage is not bringing customers back, then you won't be able to maximize your earning potential as an MT. If how you do massage hurts your body, you will soon not like going to work. If you aren't getting positive treatment outcomes, you're probably going to be less fulfilled by your work than an MT who is getting better results.

In essence, doing a good massage without hurting yourself is the launching pad for making the most of your massage career and getting what you want out of massage.

The quiz is easy. Promise.

MESSAGE QUIZ

Please read the following statements and respond using the following scale: 1 Do Not Agree 2. Agree.

1. I feel comfortable talking to the client before the message.
2. After talking to the client before the message, I have a plan of action for the message.
3. I feel comfortable executing my plan of action.
4. When I feel the client is fidgeting or sense that she is not happy with something during the message, I will ask her if everything is okay.
5. If a client is not happy with something that I'm doing in the message, I feel confident that I can resolve the situation during the message and make her happy.
6. I invite each client to provide feedback (if he/she wants to) during the message.
7. I am comfortable delivering light pressure.
8. I am comfortable delivering medium pressure.
9. I am comfortable delivering deep pressure.
10. I am confident that I can relax a client.
11. I am confident that I can address most muscle problems that a client may present.
12. I am confident in my ability to do a relaxing message while incorporating specific detail work in areas where the client requested.
13. I invite feedback when the message is over.

14. I state my findings always and make recommendations (if need be) after the massage is finished.

15. If I just finished massaging a client and I didn't think that we were a good fit, I still feel confident about my work and I don't let it affect me with my next massage.

16. If my client and I are not a good fit, I question why and feel confident in my ability to assess the situation.

MASSAGE QUIZ RESULTS

Okay, add all the numbers up and what do you get?

Here's the catch: I'm NOT going to give you a rating system. Instead, I'm going to ask you: What number do you want to be? There is no right answer.

Personally, I want to be a 32. It's what I believe is the starting point to being a successful MT and getting what you want out of massage.

If you scored the number you want to be, great! You've got a solid launch pad to get what you want out of massage. Go back to the heading totals from the Reality and Vision quizzes and start prioritizing your wants.

DON'T PANIC

If you want a higher score, and you're starting to feel overwhelmed, take a breath. It's not as bad as you think. Let's break things down.

First, let's group the statements into specific categories: Confidence, Technique, Game Plan, Therapeutic Rapport.

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If you go back over the statements you will see that two categories—Game Plan and Therapeutic Rapport—overlap. This means if you start fixing things in one category, you're more than likely making things better in the other one.

Here's how I arranged the questions according to categories:

CONFIDENCE: 15, 16

TECHNIQUE: 7, 8, 9 10, 11, 12

GAME PLAN: 2, 3, 6, 14,

THERAPEUTIC RAPPORT: 1, 4, 5, 13

Next, take the CONFIDENCE category (questions 15 and 16) out of the rating scale so that the highest rating is now 28. I take confidence out of the rating scale because if you get TECHNIQUE, GAME PLAN AND THERAPEUTIC RAPPORT down, you'll more than likely have confidence.

So, if you're using the highest score as a target number, you are now shooting for a 28, not a 32.

Now look where your 1(s) occurred. Did a lot occur in a specific category? If so, great. You can really focus your energy there.

Also, did some 1s occur in GAME PLAN and THERAPEUTIC RAPPORT. Remember how closely connected these two categories are—if you fix something in one, you're likely to be making something else better in the other.

For example, if you fix number 4 (When I feel the client is fidgeting or sense that she is not happy with my something during the massage, I will ask her if everything is okay), then number 1 (I feel comfortable talking to the client before the massage) will get easier to do.

That will save you time, too.

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QUICK CHECK

1. Take questions 15 and 16 out so that highest total is 28.
2. Go back and see if your 1 scores fall within a category.
3. If you want higher scores in both the GAME PLAN and THERAPEUTIC RAPPORT, pick one category to work. Work it until you give yourself 2(s). Go back and look at the overlap category. The 1(s) should be super easy to fix in that category now.

YOU GOT THIS!

Good job! Now you are on your way to figuring out what it is that you want from massage. Don't be discouraged if clarity doesn't happen immediately. It's been my experience that a lot of work behind the scenes has to be done before the "aha moment" hits. (We just don't realize it.)

Lastly, I just want to let you know that what you just did is no small thing. You've opened the lid. And I know it can be scary at first, but history, (both personal and how I interpret human history in general) tells me that "knowing" is ultimately better than not knowing or pretending something doesn't exist.

You have momentum now! And I'm here to help you keep it going.

Thanks for taking my quizzes! Let me know how it's going.

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