



“Eliminate Pain without Inflicting Pain”

Course Content

Course Intention: This course has been designed to educate you on best practices for not only self-care, care of clients and resolution of their pain but also to help you better understand that a “RESULTS DRIVEN” therapy rather than repeat sessions builds a better and stronger practice and allows you to have a long & rewarding career in massage therapy with loyal clients & sustained profitability.

Resolve to provide RESULTS!

Results lead to Returns

Returns lead to Released Clients

“Released from acute care” leads to Referrals

Referrals lead to a rewarding & sustainable career!

A. Relationship Building & Listening skills:

- Listening Skills
 - Assessment and Intake
 - Intake forms & how they can work for you
 - Concentrate on 2 areas from an intake form
 - Client career and daily activities ie: (desk job, construction worker, new mother, etc.)
 - Area of pain noted
 - All other issues on intake form can wait until another session
- What is the first thing they mention?
 - This ONE problem area is VITAL to care for NOW
 - Relief of pain will ensure client retention & rebooking
- What is the second area of concern?
 - This 2nd problem area for client is important to touch on & important to revisit but if time does not permit, focus on resolving that in the next session
- Time limits and expectations
 - A 60-90 min session can usually only help 1 to 2 problem or pain areas.
 - Set client expectations and assure them their other needs will be addressed in the next session
- Quality of Touch
 - Confidence and intention (getting in touch with your own presence and setting intentions)
 - Being effective without being forceful
 - Learning to use your intuition / Mentastics / Mindfulness & body awareness exercise
 - Concept of Power v. Force

B. Stretching

- Benefits of PROPER stretching
 - Circulation & increased energy
 - Range of Motion
 - Postural changes & Injury Prevention
 - Mind ~ Body Connection
- Physics of Stretching
 - Stretching is the deliberate lengthening of muscles
 - Reeducate yourself with proper stretching techniques
 - ((Opinion)): Active Isolated Stretching is THE ONLY form of stretching needed for ANYONE

- Incorrect & overzealous stretching and the uninformed therapist

C. 3 Reasons (**ABC's**) to avoid pain during a bodywork session

- **Avoid** = the ARC (automatic Protective Reflex Contraction)
- **Build** Trust with your client
- **Correct** the source of pain by not damaging the muscle or muscle fibers further

All of the routines below can be blended together into any session (even a session of needed relaxation) in order to provide pain relief for your client. This class will show you how. Let's make it happen!

D. AIS routines covered in this course

- **NECK**
 - Posterior and Lateral
 - Anterior Neck
 - **Resolve:** Migraines, TMJ , Tinnitus, Anxiety, Breathing difficulties
- **SHOULDER**
 - Anterior shoulder with pectoral involvement
 - Posterior shoulder
 - Lateral shoulder and the importance of this forgotten landscape
 - Bicep / Tricep regions
 - **Resolve:** ROM issues, Pain in shoulder joint and AC joint, Numbness in biceps / triceps and hands, Bicep tendonitis, Breathing difficulties
- **WRIST & ARMS**
 - Flexors
 - Extensors
 - Carpal region
 - Elbow attachments
 - **Resolve:** Tennis Elbow, Carpal Tunnel Syndrome, Numbness in hands and fingers, Thenar Pad Pain
- **HIPS / SI Region**
 - Hip Flexors
 - Posterior with Piriformis & Glutes
 - Psoas
 - **Resolve:** SI & Sciatic Pain, Lumbar Pain, Gluteal weakness
- **UPPER LEG**
 - Quadriceps
 - IT Band and Hamstrings
 - **Resolve:** Knee pain, IT Band restriction, Hamstring restriction and pain
- **LOWER LEG / PLANTAR**
 - Plantar
 - Dorsal side of foot
 - Gastrocnemius and the importance of this muscle in relation to ankle ROM
 - **Resolve:** Plantar Fasciitis