

Note: Feedback from profession stakeholders on the first draft of the Entry-Level Massage Education Blueprint indicated that significant changes be made to the subject originally titled, Massage Forms and Styles (titled Massage and Bodywork Application in the final draft). The original topic and sub-topics for Seated massage are provided here as a resource for interested parties. Please note that this first-draft has not been copyedited.

Subject: Massage Forms and Styles

## Topic: Seated Massage

### Learning Outcomes

**Conditions:** Having completed \_\_\_\_\_ hours of instruction and practice in seated massage, the learner is expected to:

- Demonstrate knowledge of the terms and concepts related to seated massage, including safe use of equipment, logistics for on-site massage, uses and goals of seated massage, strokes and variations, their benefits and physiological effects, cautions, session adaptations, and contraindications, and marketing of seated massage - on a written examination.
- Correctly adapt at least five different strokes for seated massage, using a variety of “tools,” different pacing, different depths, appropriate client communication, and body mechanics –on a practical evaluation. .
- Integrate skills to correctly set up a massage chair, clean and sanitize equipment, conduct health intake, adjust the chair for each client, provide 15 minutes of appropriate seated massage, close the session, help the client from the chair, obtain client feedback and payment, and document the session – on a practical evaluation.

### Knowledge Overview

#### Terms:

- Accounts
- Compensation models
- Event massage
- Fainting
- Fees
- Marketing
- Massage chair
- On-site massage
- Seated massage
- Self-promotion Promotion
- Table-top system

#### Concepts:

- The uses and goals of seated massage
- The benefits and physiological effects of seated massage strokes
- Environments where seated massage is practiced
- The cautions, session adaptations, and contraindications for seated massage
- The safe use of equipment including proper set-up, adjustment, positioning of the face cradle to prevent fainting, and sanitation
- Guidelines for the correct application and management of seated massage sessions
- Methods to negotiate and secure a seated massage account at corporate locations
- Methods for promotion of seated massage to employees
- Development of a 10-minute, 15-minute, 20-minute, and 30-minute seated massage routine

### Skills Overview

- Proper set-up of a massage chair
- Proper adjustment of a massage chair for a client
- Proper sanitation of a massage chair before and after each client
- Modification of massage strokes for seated massage
- Use of effective and appropriate client communication to direct clients into and out of the massage chair safely and to determine comfort of strokes
- Use of effective body mechanics during application of seated massage strokes
- Use of effective language and behaviors to promote seated massage to business owners and obtain business accounts

### Use of Terms

The terms used in this topic appear to be consistent and widely accepted.

**Sub-Topic: Seated Massage Principles and Skills**

Level 1

Knowledge: Attain and Comprehend

Skills: Observe and Imitate

Receive  
Respond

Conditions: Having read assigned material and/or participated in a lecture, the learner will be able to:

- Define these terms: *seated massage, on-site massage, event massage.*
- List two events or people related to the development of seated massage (e.g., developed by David Palmer as a way to promote touch as a positive social value, etc.).
- List five environments where seated massage might be offered (e.g., airports, community events, corporate site, fitness site, sporting events, malls, etc.).
- List two primary uses or goals for seated massage (e.g., makes massage accessible to more people, is useful for stress reduction, supports employee health when offered at a workplace, to reduce muscle soreness and pain, etc.).
- List three general benefits or effects of seated massage (e.g., many of the same effects of massage depending on the techniques used during the session such as decreased muscle soreness, reduced pain, increased relaxation, decreased stress, etc.).
- List three general benefits of seated massage for employees in the workplace identified by researchers (e.g., decrease stress, anxiety, muscle tension, pain, work absenteeism; increase alertness, speed on tasks, overall health, etc.).
- List five general cautions or contraindications for seated massage (e.g., any condition contraindicated for table massage is likely to be contraindicated for seated massage, special caution with osteoarthritis, overly aggressive compression strokes, stretching techniques, and fainting from improper face cradle adjustments, etc.).
- List three basic guidelines for the application of seated massage (e.g., require a health form to identify conditions that might be

**Conditions:** Having viewed an instructor demonstration, the learner will be able to:

- Imitate the methods an instructor used to remove a massage chair from its carrying case and set it up.
- Imitate the methods an instructor used to sanitize a massage chair before a client uses it.
- Imitate the methods an instructor used to adjust a chair for client comfort and safety.
- Try these strokes modified for seated massage: effleurage, petrissage, superficial friction, linear friction, circular friction, vibration, tapotement.
- Imitate the methods an instructor used to apply compression strokes to a client seated in a massage chair.
- Try two pin and stretch techniques modified for seated massage on two different body areas.
- Try three passive stretches modified for seated massage.
- Reproduce the language the instructor used to communicate with the client about depth, pace, comfort of strokes, getting into and getting out of the massage chair safely.
- Correct one's body mechanics in response to instructor feedback during the application of seated massage.
- Imitate the methods an instructor used to clean and dismantle a chair and return it to its carrying case.

exacerbated by massage, proper face cradle adjustment essential to prevent fainting, never adjust a chair with the client seated in the chair, use techniques that can be applied over clothing and without lubricant, have the client sit up in the chair for the last few minutes of the session to prevent dizziness when exiting the chair, etc.).

- List five pieces of equipment or supplies that are needed to deliver seated massage on-site (e.g., massage chair or table-top system, face cradle covers, money to make change, sanitation supplies, a clock to keep sessions on track, etc.).
- Identify the three forms the therapist should use in seated massage sessions (health intake, informed consent, treatment record).

**Level 2**

**Knowledge: Use and Connect**

**Skills: Practice and Refine**

**Apply**

**Conditions:** Having participated in a classroom activity, the learner will be able to:

- Discuss the general uses, benefits and effects, cautions and contraindications for seated massage.
- Discuss the reasons why osteoporosis and previous back injuries or similar conditions require extra caution when clients are in a seated position (e.g., potential for rib fractures, lack of support for the low back, etc.).
- Discuss methods to minimize client fainting or dizziness during or after seated massage sessions.
- Discuss general guidelines for the correct application of seated massage.
- Discuss the intake process used to ensure seated massage is safe and appropriate for the client and for the therapist (e.g., use of a health form, informed consent form, and treatment record, etc.).
- Compare seated massage to table massage and identify three advantages of seated massage (e.g., portability, convenience, affordability, low overhead, etc.).
- Compare seated massage to table massage

**Conditions:** Having participated in classroom activities, the learner will be able to:

- Practice removing a massage chair from its carrying case and setting it up properly.
- Demonstrate proper sanitation of the massage chair and supplies before and after sessions.
- Practice properly adjusting a massage chair for client comfort and safety.
- Demonstrate these strokes modified for seated massage on three different areas of the body: effleurage, petrissage, superficial friction, linear friction, circular friction, vibration, tapotement.
- Demonstrate the correct application of compression strokes to a client seated in a massage chair.
- Demonstrate pin and stretch techniques modified for seated massage on three different areas of the body.
- Practice the safe and comfortable application of passive stretches modified for seated massage.
- Use appropriate and effective language to communicate with the client about depth, pace, comfort of strokes, getting into and

	<p>and identify three disadvantages of seated massage (e.g., less time for health history, techniques must be modified, some areas not accessible, etc.).</p> <ul style="list-style-type: none"> <li>• Discuss the proper set-up and sanitation of seated massage equipment.</li> </ul>	<p>getting out of the massage chair safely.</p> <ul style="list-style-type: none"> <li>• Correct one’s body mechanics in response to instructor feedback during the application of seated massage.</li> <li>• Demonstrate proper methods to clean and dismantle a chair and return it to its carrying case.</li> </ul>
<b>Level 3</b>	<b>Knowledge: Choose and Plan</b>	<b>Skills : Naturalize and Adapt</b>
<b>Problem Solve</b>	<p><b>Conditions:</b> Having completed a self-evaluation on seated massage knowledge and skills, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Appraise one’s personal strengths and weaknesses in knowledge and skills related to seated massage.</li> <li>• Set goals for one’s self-improvement in knowledge and skills related to seated massage.</li> </ul>	<p><b>Conditions:</b> Having completed practice sessions, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Integrate skills to set up a massage chair properly, clean and sanitize equipment, conduct an efficient health intake process, adjust the chair properly for client comfort and safety, provide fifteen minutes of fluid and competent massage modified effectively for application in a chair, close the session, help the client from the chair, obtain feedback and payment from the client, and document the session.</li> </ul>

Subject- Massage Forms and Styles, Topic – Seated Massage

<b>Sub-Topic: Seated Massage Integration</b>		
<b>Level 1</b>	<b>Knowledge: Attain and Comprehend</b>	<b>Skills: Observe and Imitate</b>
<b>Receive Respond</b>	<p><b>Conditions:</b> Having participated in a review activity or completed a homework assignment, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Review the uses and goals of seated massage.</li> <li>• Review the benefits and physiological effects of seated massage.</li> <li>• Review the guidelines for the safe and competent application of seated massage.</li> <li>• Review the cautions, adaptations, and contraindications for seated massage.</li> </ul>	<p><b>Conditions:</b> Having viewed an instructor demonstration, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Imitate the sequence an instructor used for a 10-minute seated massage session.</li> <li>• Imitate the sequence an instructor used for a 15-minute seated massage session.</li> <li>• Modify skills in response to feedback from peers and instructors.</li> <li>• Correct one’s body mechanics based on feedback from instructors.</li> </ul>

Level 2		Knowledge: Use and Connect	Skills: Practice and Refine
Apply	<p><b>Conditions:</b> Having participated in a classroom activity, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Outline a 10-minute chair massage routine in writing.</li> <li>• Outline a 15-minute chair massage routine in writing.</li> <li>• Outline a 20-minute chair massage routine in writing.</li> <li>• Outline a 30-minute chair massage routine in writing.</li> </ul>	<p><b>Conditions:</b> Having completed practice sessions, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Demonstrate the proper set-up and sanitation of the massage chair.</li> <li>• Properly and safely adjust the massage chair for the client.</li> <li>• Perform a 10-minute seated massage routine following a written plan.</li> <li>• Perform a 15-minute seated massage routine following a written plan.</li> <li>• Perform a 20-minute seated massage routine following a written plan.</li> <li>• Perform a 30-minute seated massage routine following a written plan.</li> <li>• Correct one's body mechanics based on instructor feedback.</li> </ul>	
Level 3		Knowledge: Choose and Plan	Skills: Naturalize and Adapt
Problem Solve	<p><b>Conditions:</b> Having presented a 15-minute seated massage routine for peers and instructors, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Request feedback from peers and instructors and ask useful follow-up questions to clarify strengths and weaknesses of the routine.</li> <li>• Revise the written outline of the routine to reflect changes based on peer and instructor feedback.</li> <li>• Critique peers on their seated massage routines and offer useful feedback.</li> </ul>	<p><b>Conditions:</b> Having refined seated massage routines, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Perform a 15-minute seated massage routine for peers and instructors demonstrating a variety of enjoyable massage techniques adapted for chair massage, fluidity of strokes and transitions, correct one's body mechanics, and effective client communication.</li> </ul>	

**Sub-Topic: Seated Massage Business**

Level 1

Knowledge: Attain and Comprehend

Skills: Observe and Imitate

Receive  
Respond

**Conditions:** Having read assigned material and/or participated in a lecture, the learner will be able to:

- Define these terms: *fees, accounts, marketing, promotion.*
- List three ways seated massage can be part of a massage business model (e.g., main practice, practiced one day a week, used to “feed” a table practice, for instant income at an event, etc.).
- List two activities that help seated massage therapists secure new accounts (e.g., identify prospective businesses or companies, mail prospects and introductory packet, ask for a meeting with decision makers and provide a demonstration, etc.).
- List two ways therapists are compensated for seated massage accounts (e.g., sometimes the employer pays a flat fee or part of the fee for each employee, sometimes the employers pay, etc.).
- List two promotional methods therapist use to promote their seated massage once an account is secured (e.g., brochures in the employee boxes, post sign-up sheets, offer a short free session, etc.).
- Outline the sequence of events in a complete seated massage session (welcome, health history, orientation to the chair, application of massage, session end, payment processing, goodbye, sanitation of the chair and supplies, greet the next client, etc.).
- Describe two sanitation and safety measures when transitioning between sessions (e.g., sanitize hands, disinfect the chair, verify equipment bolts or adjustments are tight, etc.).

**Conditions:** Having viewed an instructor demonstration of the process of negotiating a seated massage account, the learner will be able to:

- Reproduce the language the instructor used to promote seated massage to a business owner including:
  - Outline credentials and training to establish credibility.
  - Describe the benefits of seated massage for employees and business owners.
  - Describe scheduling options that might work for an employer and employees.
  - Explain space needs and the equipment and supplies that will be set up on-site.
  - Explain fees and offer different fee models for the business.

Level 2	Knowledge: Use and Connect	Skills: Practice and Refine
Apply	<p><b>Conditions:</b> Having participated in a classroom activity, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Discuss seated massage as part of a business model.</li> <li>• Compare and contrast seated massage as a main practice with seated massage at a local event.</li> <li>• Discuss fee structures and compensation models for seated massage.</li> <li>• Discuss methods for obtaining new seated massage accounts.</li> <li>• Discuss methods for promoting seated massage once an account has been secured.</li> <li>• Discuss the logistics of providing massage at a local community event like a fair, food festival, conference, trade show, or sporting event.</li> <li>• Write a checklist of supplies needed to provide seated massage at a business or local event (e.g., a massage chair, face cradle covers, a lockable box for client records, disinfectant wipes to clean the chair, clock, if the event is outside a tent might be needed, etc.).</li> </ul>	<p><b>Conditions:</b> Having completed class practice time on negotiating a seated massage account, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Demonstrate effective language to promote seated massage to a business owner including: <ul style="list-style-type: none"> <li>• Outline credentials and training to establish credibility.</li> <li>• Describe the benefits of seated massage for employees and business owners.</li> <li>• Describe scheduling options that might work for an employer and employees.</li> <li>• Explain space needs and the equipment and supplies that will be set up on-site.</li> <li>• Explain fees and offer different fee models for the business.</li> </ul> </li> <li>• Respond to feedback from peers and instructors to refine language used to promote seated massage to a business owner.</li> </ul>
Level 3	Knowledge: Choose and Plan	Skills: Naturalize and Adapt
Problem Solve	<p><b>Conditions:</b> Having completed a classroom activity and participated in a seated massage event, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Work with peers to plan a seated massage event at the school including arranging the space for the event, organizing equipment, forms and supplies, promoting the event, creating a massage schedule, delivering seated massages, and cleaning up after the event.</li> <li>• Evaluate the results of the event including challenges, opportunities, strengths, and weaknesses related to organization, management, marketing and promotion, and satisfaction of clients, working as part of a team, etc.</li> </ul>	<p><b>Conditions:</b> Having completed practice time and developed 10-minute, 15-minute, 20-minute, and 30-minute seated massage routines, the learner will be able to:</p> <ul style="list-style-type: none"> <li>• Participate in a seated massage event at the school and deliver no less than 6 back-to-back seated massage sessions providing competent and safe seated massage, with efficient organization of session events such as conducting a health intake, adjusting the chair for the client's comfort and safety, and processing client payment, sanitation between clients, etc.</li> <li>• Participate in a seated massage event at the school and fulfill management or organizational roles determined during the</li> </ul>

- Complete a self-evaluation to identify personal strengths and weaknesses related to providing seated massage to clients, and fulfilling management or organizational roles during the event.
- Set goals for one's self-improvement in knowledge and skills related to seated massage.

planning process.