
FLORIDA BOARD OF MASSAGE THERAPY

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SURVEY OF FLORIDA LICENSED MASSAGE THERAPISTS

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Introduction

The Florida Board of Massage Therapy (Board), in conjunction with the Florida State Massage Therapy Association (Association), desired to capture various characteristics of Florida Licensed Massage Therapists (FLMT). In order to meet this need, a survey instrument was developed to gather the information requested by the Board and Association.

Methods

The Executive Director (ED) of the Florida Board of Massage Therapy met with the Strategic Planning Services (SPS) project manager to discuss the outcomes desired from the survey. A draft of the survey was developed by the SPS project manager and reviewed by the ED as well as representatives of the Board and Association. After revisions were made and reviewed, the survey was finalized and approved by the ED, Board, and Association.

In order to maximize the number of responses to the survey, it was determined that the survey should be administered to all active, licensed Florida Massage Therapists, which, at the time the survey was mailed, included a total of 23,553 licensees. A cover letter and addressed, stamped return envelope were also sent with the survey. A copy of the survey is included in **Appendix A**. Because of the large number of surveys involved, a vendor was procured to print the surveys, scan the surveys that were returned, and provide the raw data.

Results

Of the 23,533 surveys mailed, 502 were returned to sender and 529 were returned after the deadline, for a net of 22,502 surveys sent. Also, of the 6,887 surveys received, 305 were rejected because they were either completely blank, missing pages, or did not have a substantial number of survey items completed to be considered valid. Therefore, a net of 6,592 surveys were received for a 30% response rate which is adequate for purposes of the capturing general characteristics of FLMT.

Demographics

Nearly 40% of the FLMT responding to the survey were licensed for less than five years, with over 65% licensed for ten years or less. Approximately 80% of the respondents were white non-hispanic/spanish/latina females. Ages of the FLMT varied, but over 55% were between the ages of 35 and 54. Consequently, a "typical" FLMT could be said to be a white non-hispanic/spanish/latina female between the ages of 35 and 54, who has been licensed for less than five years.

Geographical representation of the respondents was very good. The highest percentage of the responses came from the Tampa, St. Petersburg, Sarasota area (23%), and the lowest from the Tallahassee and Pensacola area (6%). Please see **Appendix B** for a complete breakdown of the demographic information in both table and graph form.

Work Settings

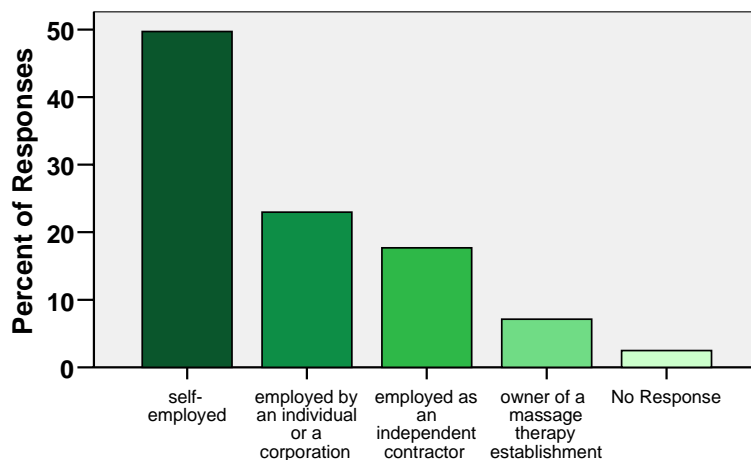
The setting in which the FLMT works is substantially varied. For respondents who work only in one setting, “out calls” was the most frequent response with about 18% spending all of their time as a FLMT doing “out calls”. Approximately 11% of the respondents work exclusively in a massage clinic/center, 9% in a spa/salon, 8% in a medical facility, and 1% in a gym/fitness center.

Nearly 90% of the respondents indicated that they spent no time working in a gym/fitness center setting, while about two-thirds spent no time in a medical facility, spa/salon, or massage clinic/center. Only 36% of the respondents never work “out calls”. However, the same percentage (36%) work up to 50% of their time as massage therapists doing “out calls”. Approximately 15% work in a medical facility up to 50% of the time; 14% work in a spa/salon, 12% in a massage clinic/center, and 6% in a gym/fitness center up to 50% of the time they spend doing massage therapy. Tables with complete information for the amount of time FLMT work in these settings can be found in **Appendix C**.

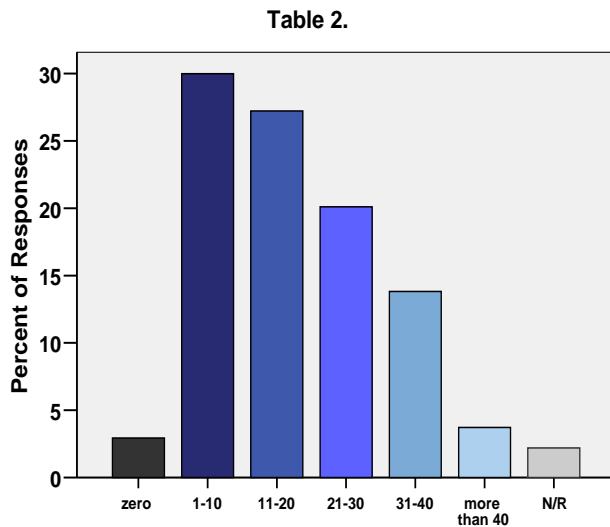
Employment

Half of the respondents indicate that they are self-employed for the majority of the massage therapy they perform. Nearly one-quarter are employed by an individual or a corporation; 18% are employed as an independent contractor, and 7% own a massage therapy establishment (see **Table 1**).

Table 1.

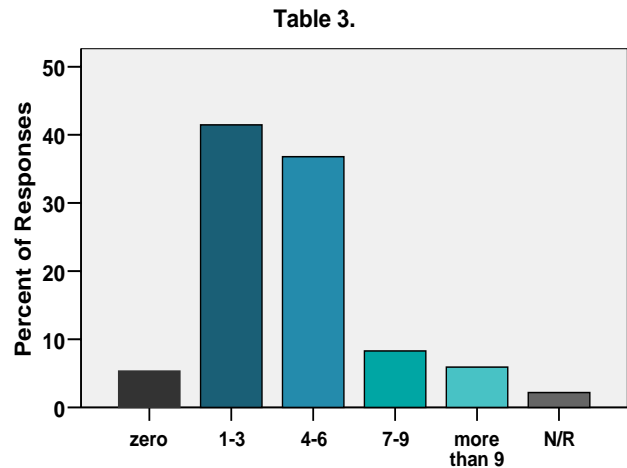


During a typical week, 60% of respondents work 20 hours or less, while almost 38% work over 20 hours. About 42% perform massage therapy on one to three clients and 37% from four to six clients during a typical day. **Tables 2 and 3** illustrate the breakdown of respondents' hours worked during a week and clients seen during a day.



Hours Worked During a Typical Week

N/R = No Response



Typical Number of Daily Clients

N/R = No Response

Income

For the majority of the massage therapy performed by the respondents, approximately 43% have an hourly rate of between \$51 and \$70 making this range the predominant category. About 21% have an hourly rate of between \$30 and \$50, and 16% were between \$71 and \$90. An hourly rate of less than \$30 was selected by about 8% of the respondents. All other categories had a response rate of less than 5%. Interestingly, there was not a significant difference in the hourly rates reported by the respondents based on any of the demographic information collected by the survey including gender, age, race, hispanic origin, years of practice, or region of practice. **Appendix D** provides a complete listing in table and graph form of the hourly rate information reported by the FLMT responding to the survey.

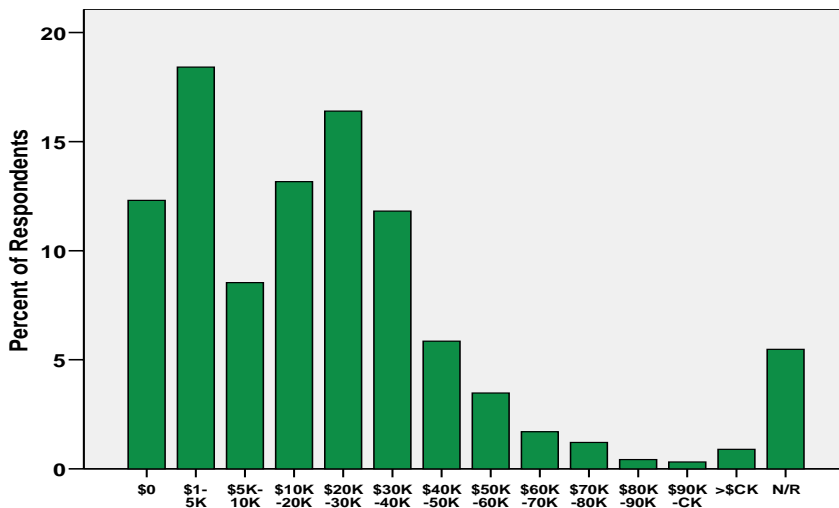
Few of the respondents bill through insurance, with a majority (61%) not billing any of their massage therapy practice in this manner. Less than 15% of the FLMT bill through insurance for at least 50% of their clients (**Appendix E**).

As the number of hours worked by the respondents during a typical week varies, it is not surprising that their gross income from the practice of massage therapy in 2005 is also quite diverse. However, over 80% of FLMT who responded to the survey grossed less

than \$40,000 in 2005, with about half of the respondents making less than \$20,000. Approximately 10% grossed between \$40,000 and \$60,000 in 2005.

As there were a total of thirteen income categories on the survey, tables and graphs are provided below in two formats. The first includes all thirteen categories, and while this more precise distinction between income categories is desired, the resulting table and graph are somewhat unwieldy to read. Consequently, adjacent income categories were combined to provide a more easily legible table and graph. The graph and table for the thirteen income categories is provided first, followed by those with the adjacent income categories combined (**Tables 4 and 5**).

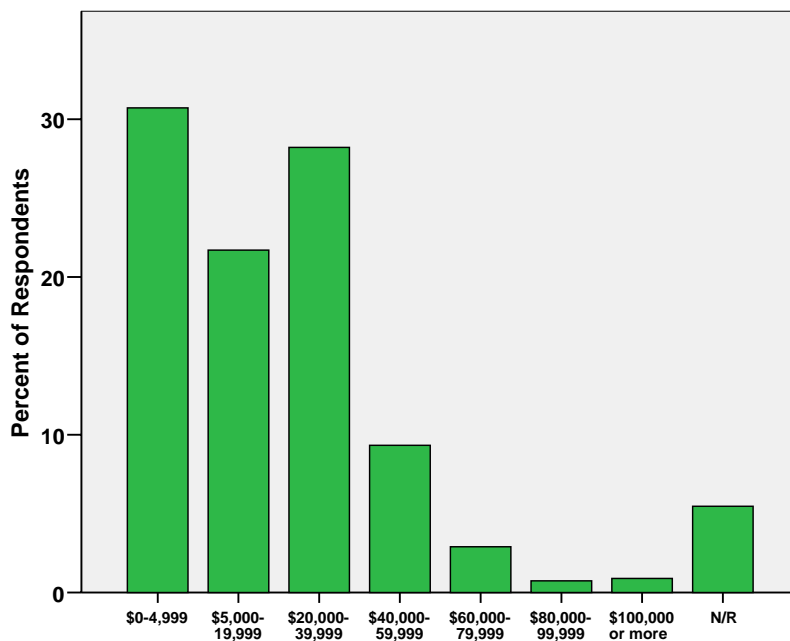
Table 4.



Note: Graph labels overlap and are rounded to nearest thousand (K) to allow numbers to be legible. (C=100) Exact number ranges in table below.

	Frequency	Percent
\$0	811	12.3
\$1-4,999	1214	18.4
\$5,000-\$9,999	563	8.5
\$10,000-19,999	868	13.2
\$20,000-29,999	1081	16.4
\$30,000-39,999	779	11.8
\$40,000-49,999	386	5.9
\$50,000-59,999	229	3.5
\$60,000-69,999	112	1.7
\$70,000-79,999	80	1.2
\$80,000-89,999	28	.4
\$90,000-99,999	21	.3
\$100,000 or more	59	.9
No Response	361	5.5
Total	6592	100.0

Table 5.



Note: Adjacent Income Categories Combined

	Frequency	Percent
\$0-4,999	2025	30.7
\$5,000-19,999	1431	21.7
\$20,000-39,999	1860	28.2
\$40,000-59,999	615	9.3
\$60,000-79,999	192	2.9
\$80,000-99,999	49	.7
\$100,000 or more	59	.9
No Response	361	5.5
Total	6592	100.0

Massage for Various Ailments

Florida Licensed Massage Therapists generally spend more time performing massage for pain relief than for stress reduction and relaxation, though the difference is not considerable overall. Close to two-thirds of the respondents perform massage for pain relief at least half of the time while a little over one-third perform massage for stress reduction and relaxation at least half of the time (see **Appendix F**).

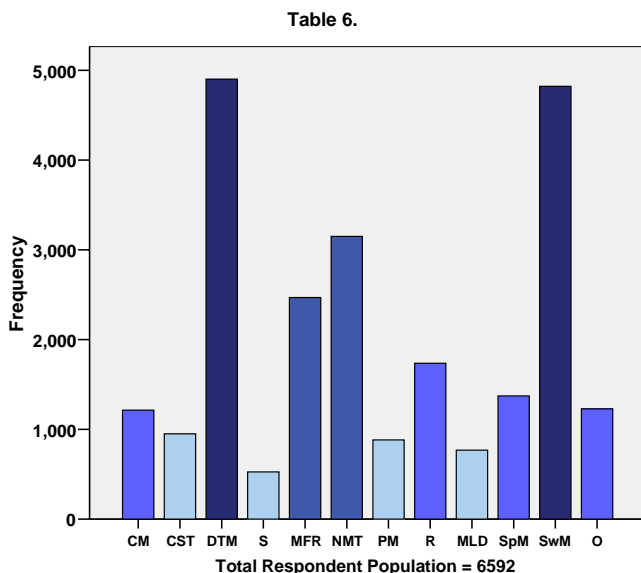
When comparing the percent of time FLMT perform massage for neck and shoulder pain, back pain, headaches, sports injury and recovery, stress reduction and relaxation, and other medical ailments, there exists more of a noticeable difference than between pain relief and stress reduction and relaxation. As with the previous finding, a little over one-third of the respondents perform massage for stress reduction and relaxation at least half of the time, while about 46% and 42%, respectively, perform massage for neck and shoulder pain and back pain at least half of the time. Conversely, only about ten percent or less of the respondents perform massage for headaches, sports injury and recovery, and other medical ailments at least half of the time. Refer to **Appendix F** for tables and graphs of these results.

Massage Modalities

There are three massage modalities that are selected with the most frequency by respondents as being performed “most often” including (1) deep tissue massage (38%), (2) swedish massage (28%), and (3) neuromuscular therapy (15%). Other modalities were performed most often by less than five percent of FLMT (see **Appendix G**).

Respondents were also asked to indicate what massage modalities they performed more than once a week. Of the twelve modalities listed on the survey, the modalities performed more than once a week by the most FLMT are (1) deep tissue massage (74%), (2) swedish massage (73%), (3) neuromuscular therapy (48%), (4) myofascial release (37%), (5) reflexology (26%), and (6) sports massage (21%). The other six modalities were performed more than once a week by less than 20% of FLMT.

Table 6. illustrates the total number of FLMT who indicated they perform a particular massage modality more than once a week. For example, about 4,900 out of the 6,692 FLMT who responded to the survey perform deep tissue massage more than once a week. Modalities are abbreviated, for example, “CM” represents “chair massage”.



The respondents to the survey indicated whether or not they perform various spa treatments as part of their practice as FLMT. Approximately 41% perform aromatherapy, 29% perform hot stone treatments, 22% hydrotherapy, 20% body scrubs, 16% body wraps, and 10% perform other spa treatments not listed on the survey.

Injury

Approximately half of all FLMT who responded to the survey have sustained an injury due to performing massage therapy. The most frequently reported injury was back spasms with about 17% of respondents indicating that they have experienced back spasms as a result of performing massage therapy. Wrist injury (16%), thumb injury (15%), tendinitis (13%), and shoulder injury (11%) were also suffered by more than ten percent of respondents. Less frequently experienced were carpal tunnel syndrome (8%), elbow injury (6%), back injury other than spasms, bulging disc, or herniated disc (5%), other injury not listed (4%), thoracic outlet syndrome (8%), tenosynovitis (3%), bulging disc (1%), and herniated disc (1%).

The respondents were also asked to indicate the length of time they were unable to work as a result of an injury due to performing massage therapy. They were instructed that if they had sustained more than one injury, they should answer based on their most serious injury. Of the FLMT who responded that they had suffered an injury from performing massage therapy, about three-quarters indicated that they did not miss any work.

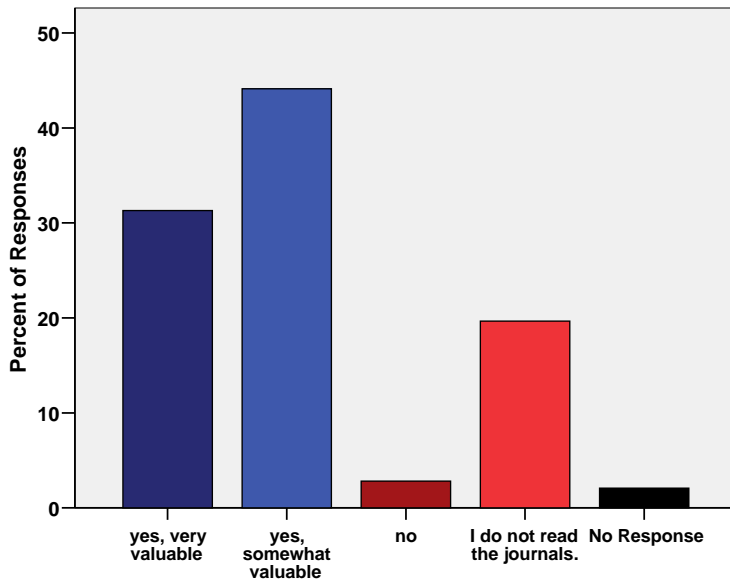
The remaining FLMT did miss work due to their injury, with about 11% missing less than a week of work, 8% missing between one week and one month of work, and 3% between one and two months. The remaining three percent was divided fairly evenly among the categories of missing work between two and four months, four and six months, six and twelve months, and more than twelve months.

Professional Massage Therapy Associations

Nearly two-thirds of the FLMT who responded to the survey belong to a professional massage therapy association. Approximately 34% belong to the Florida State Massage Therapy Association, 22% to the American Massage Therapy Association, 10% to Associated Body Work and Massage Professionals, and 5% to the International Massage Association.

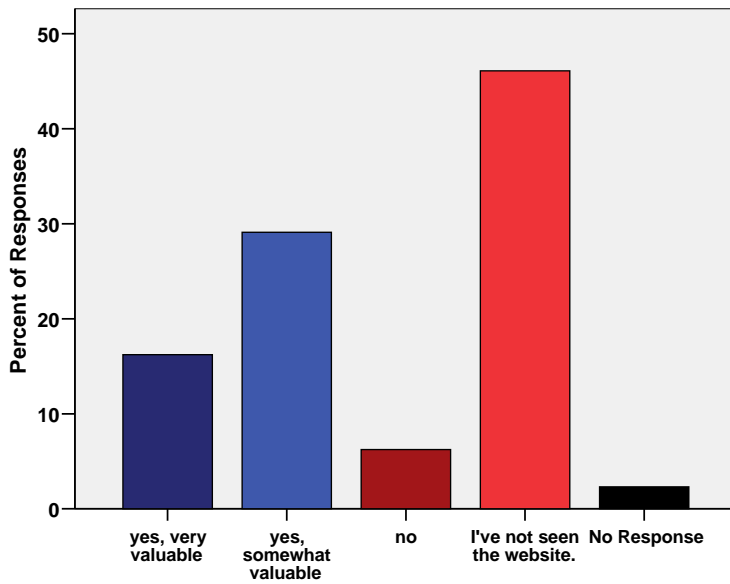
Professional association journals were found to be valuable by about three-quarters of all respondents. **Table 7.** illustrates the breakdown of FLMT responses.

Table 7.

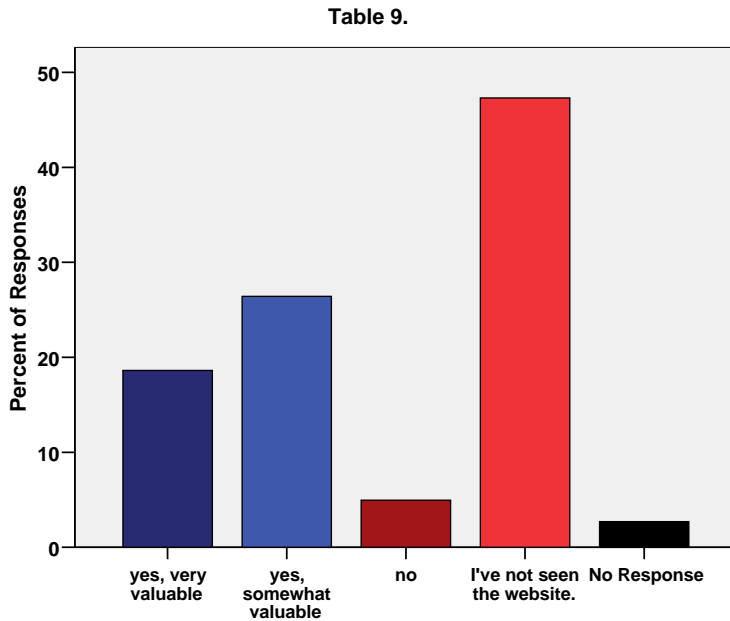


Professional association websites were found to be valuable by about 45% of all respondents. However, almost half of FLMT have not seen any of the professional association websites (see **Table 8.**).

Table 8.



Similar to the professional association websites, the Board of Massage Therapy website was also found to be valuable by about 45% of all respondents, but almost half of FLMT have not seen the Board's website (see **Table 9.**).



Appendices A – G follow which conclude the report on the results of the Survey of Florida Licensed Massage Therapists to the Florida Board of Massage Therapy, in conjunction with the Florida State Massage Therapy Association.

APPENDIX A

Survey



Florida Board of Massage Therapy Survey of Florida Licensed Massage Therapists

INSTRUCTIONS: Please bubble-in the corresponding response that best describes you for the questions that follow. **Select ONLY ONE answer for each question unless otherwise noted.** This information is being collected for the purpose of characterizing the respondents to this survey and will be used for statistical analysis only; therefore, **DO NOT print or sign your name or license number on any part of this survey.**

USE ONLY A DARK INK PEN (BLACK PREFERRED) OR DARK #2 PENCIL TO COMPLETE THE SURVEY. Do NOT use blue or light colored ink or light pencils.

1. What percent of your time as a Licensed Massage Therapist (LMT) do you work in **each** of the following settings? **(Select one answer for each of the five settings.)**

- | | | | |
|-------------------------|------------------------------|------------------------------|------------------------------|
| • medical facility | <input type="radio"/> 0% | <input type="radio"/> 1-25% | <input type="radio"/> 26-50% |
| | <input type="radio"/> 51-75% | <input type="radio"/> 76-99% | <input type="radio"/> 100% |
| • spa/salon | <input type="radio"/> 0% | <input type="radio"/> 1-25% | <input type="radio"/> 26-50% |
| | <input type="radio"/> 51-75% | <input type="radio"/> 76-99% | <input type="radio"/> 100% |
| • gym/fitness center | <input type="radio"/> 0% | <input type="radio"/> 1-25% | <input type="radio"/> 26-50% |
| | <input type="radio"/> 51-75% | <input type="radio"/> 76-99% | <input type="radio"/> 100% |
| • massage clinic/center | <input type="radio"/> 0% | <input type="radio"/> 1-25% | <input type="radio"/> 26-50% |
| | <input type="radio"/> 51-75% | <input type="radio"/> 76-99% | <input type="radio"/> 100% |
| • out calls | <input type="radio"/> 0% | <input type="radio"/> 1-25% | <input type="radio"/> 26-50% |
| | <input type="radio"/> 51-75% | <input type="radio"/> 76-99% | <input type="radio"/> 100% |

2. What percent of your time as a LMT do you perform massage for pain relief and for stress reduction/relaxation? **(Select one answer for pain relief and one for stress reduction/relaxation.)**

- | | | | |
|-------------------------------|------------------------------|------------------------------|------------------------------|
| • pain relief | <input type="radio"/> 0% | <input type="radio"/> 1-25% | <input type="radio"/> 26-50% |
| | <input type="radio"/> 51-75% | <input type="radio"/> 76-99% | <input type="radio"/> 100% |
| • stress reduction/relaxation | <input type="radio"/> 0% | <input type="radio"/> 1-25% | <input type="radio"/> 26-50% |
| | <input type="radio"/> 51-75% | <input type="radio"/> 76-99% | <input type="radio"/> 100% |

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3. What percent of your time as a LMT do you perform massage for **each** of the following ailments? (**Select one answer for each of the six ailments.**)

- neck/shoulder pain 0% 1-25% 26-50%
 51-75% 76-99% 100%

- back pain 0% 1-25% 26-50%
 51-75% 76-99% 100%

- headaches 0% 1-25% 26-50%
 51-75% 76-99% 100%

- sports injury/recovery 0% 1-25% 26-50%
 51-75% 76-99% 100%

- stress reduction/relaxation 0% 1-25% 26-50%
 51-75% 76-99% 100%

- other medical ailments 0% 1-25% 26-50%
 51-75% 76-99% 100%

4. Which of the following BEST describes your employment for the **majority** of the massage therapy you perform? (**Select ONLY one.**)

- self-employed
- employed by an individual or a corporation
- employed as an independent contractor
- owner of massage therapy establishment

5. During a **typical week**, how many **hours** do you work performing massage therapy?

- zero 1-10 11-20
- 21-30 31-40 more than 40

6. During a **typical day**, on how many **clients** do you perform massage therapy?

- zero 1-3 4-6 7-9 more than 9

7. For the **majority** of the massage therapy you perform, how much is the **hourly** rate?

- less than \$30 \$30-50 \$51-70 \$71-90
- \$91-110 more than \$110 not applicable

8. What percent of your massage therapy practice is billed through insurance?

- 0% 1-25% 26-50% 51-75% 76-99% 100%

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9. What was your **gross income** from the practice of massage therapy in **2005**?

- | | | | |
|---------------------------|---------------------------------------|---|---|
| <input type="radio"/> \$0 | <input type="radio"/> \$1-\$4,999 | <input type="radio"/> \$5,000-9,999 | <input type="radio"/> \$10,000-19,999 |
| | <input type="radio"/> \$20,000-29,999 | <input type="radio"/> \$30,000-39,999 | <input type="radio"/> \$40,000-49,999 |
| | <input type="radio"/> \$50,000-59,999 | <input type="radio"/> \$60,000-69,999 | <input type="radio"/> \$70,000-79,999 |
| | <input type="radio"/> \$80,000-89,999 | <input type="radio"/> \$90,000-\$99,999 | <input type="radio"/> \$100,000 or more |

10. What massage modality do you perform **most often**? (Select **ONLY one**.)

- | | | |
|---|--|--|
| <input type="radio"/> chair massage | <input type="radio"/> craniosacral therapy | <input type="radio"/> deep tissue massage |
| <input type="radio"/> shiatsu | <input type="radio"/> myofascial release | <input type="radio"/> neuromuscular therapy |
| <input type="radio"/> pregnancy massage | <input type="radio"/> reflexology | <input type="radio"/> manual lymph drainage |
| <input type="radio"/> sports massage | <input type="radio"/> swedish massage | <input type="radio"/> other <input type="radio"/> none |

11. What massage modalities do you **frequently** perform? (Select **ALL** that you perform **MORE than once a week**.)

- | | | |
|---|--|--|
| <input type="radio"/> chair massage | <input type="radio"/> craniosacral therapy | <input type="radio"/> deep tissue massage |
| <input type="radio"/> shiatsu | <input type="radio"/> myofascial release | <input type="radio"/> neuromuscular therapy |
| <input type="radio"/> pregnancy massage | <input type="radio"/> reflexology | <input type="radio"/> manual lymph drainage |
| <input type="radio"/> sports massage | <input type="radio"/> swedish massage | <input type="radio"/> other <input type="radio"/> none |

12. What spa treatments do you perform as a part of your practice as a LMT? (Select **ALL** that apply.)

- | | | |
|--|------------------------------------|--|
| <input type="radio"/> body scrubs | <input type="radio"/> body wraps | <input type="radio"/> aromatherapy |
| <input type="radio"/> hot stone treatments | <input type="radio"/> hydrotherapy | <input type="radio"/> other <input type="radio"/> none |

13. Have you **ever** sustained an **injury** due to performing massage therapy? (If **yes**, indicate **ALL** types of injuries you have sustained. If **no**, indicate "**no injury sustained**.")

- | | | |
|--|--|---|
| <input type="radio"/> carpal tunnel syndrome | <input type="radio"/> thoracic outlet syndrome | <input type="radio"/> back spasms |
| <input type="radio"/> bulging disc | <input type="radio"/> herniated disc | <input type="radio"/> other back injury |
| <input type="radio"/> wrist injury | <input type="radio"/> thumb injury | <input type="radio"/> elbow injury |
| <input type="radio"/> shoulder injury | <input type="radio"/> tenosynovitis | <input type="radio"/> tendinitis |
| <input type="radio"/> other injury | <input type="radio"/> no injury sustained | |

14. If you were injured as a result of performing massage therapy, for approximately how long were you **unable** to work? (If you have sustained more than one injury, consider your **most serious** injury.)

- | | | |
|---|--|--|
| <input type="radio"/> no work missed | <input type="radio"/> less than 1 week | <input type="radio"/> between 1 week & 1 month |
| <input type="radio"/> between 1 & 2 months | <input type="radio"/> between 2 & 4 months | <input type="radio"/> between 4 & 6 months |
| <input type="radio"/> between 6 & 12 months | <input type="radio"/> more than 12 months | <input type="radio"/> no injury sustained |

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15. Do you belong to a professional massage therapy association? (Select **ALL** that apply.)

- Florida State Massage Therapy Association
- American Massage Therapy Association
- Associated Bodywork and Massage Professionals
- International Massage Association
- I do not belong to a professional massage therapy association.

16. Do you find the information in professional association **journals** to be valuable?

- yes, very valuable yes, somewhat valuable no I do not read the journals.

17. Do you find the information on the professional association **websites** to be valuable?

- yes, very valuable yes, somewhat valuable no I've not seen the website.

18. Do you find the information on the Board of Massage Therapy website to be valuable?

- yes, very valuable yes, somewhat valuable no I've not seen the website.

19. For how many years have you been a LMT?

- less than 5 6-10 11-15 16-20 more than 20

20. What is your gender?

- female male

21. What is your age?

- 24 & under 25-34 35-44 45-54 55-64 65 & over

22. Are you of Hispanic origin?

- No, not Spanish/Hispanic/Latino or Latina Yes, Spanish/Hispanic/Latino or Latina

23. What is your race?

- American Indian or Alaska Native alone Asian alone
 Black or African American alone
 Native Hawaiian or Other Pacific Islander alone
 White alone other race alone more than one race

24. What is the area code of your **PRIMARY** massage therapy practice location?

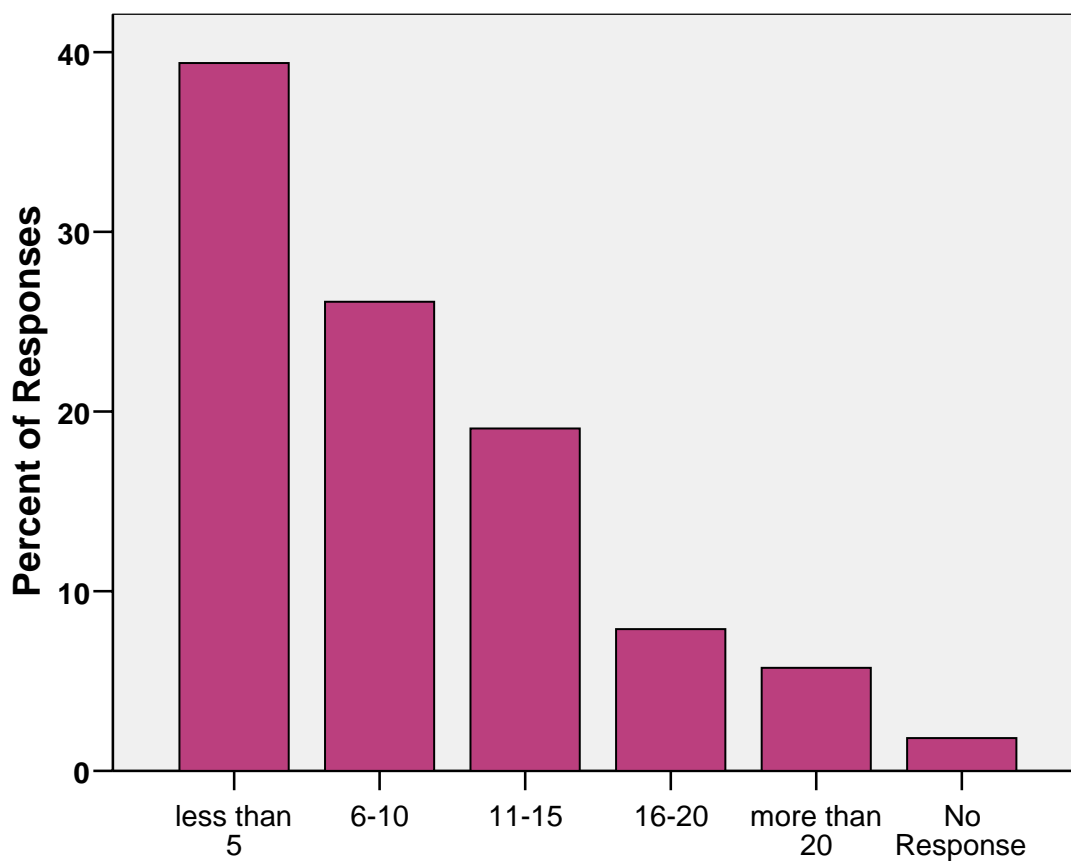
- 850 352 904 or 386 407, 321, or 689 727, 813, or 941
 863 or 239 561 or 772 954 or 754 305 or 786

THANK YOU FOR COMPLETING THIS SURVEY!

APPENDIX B

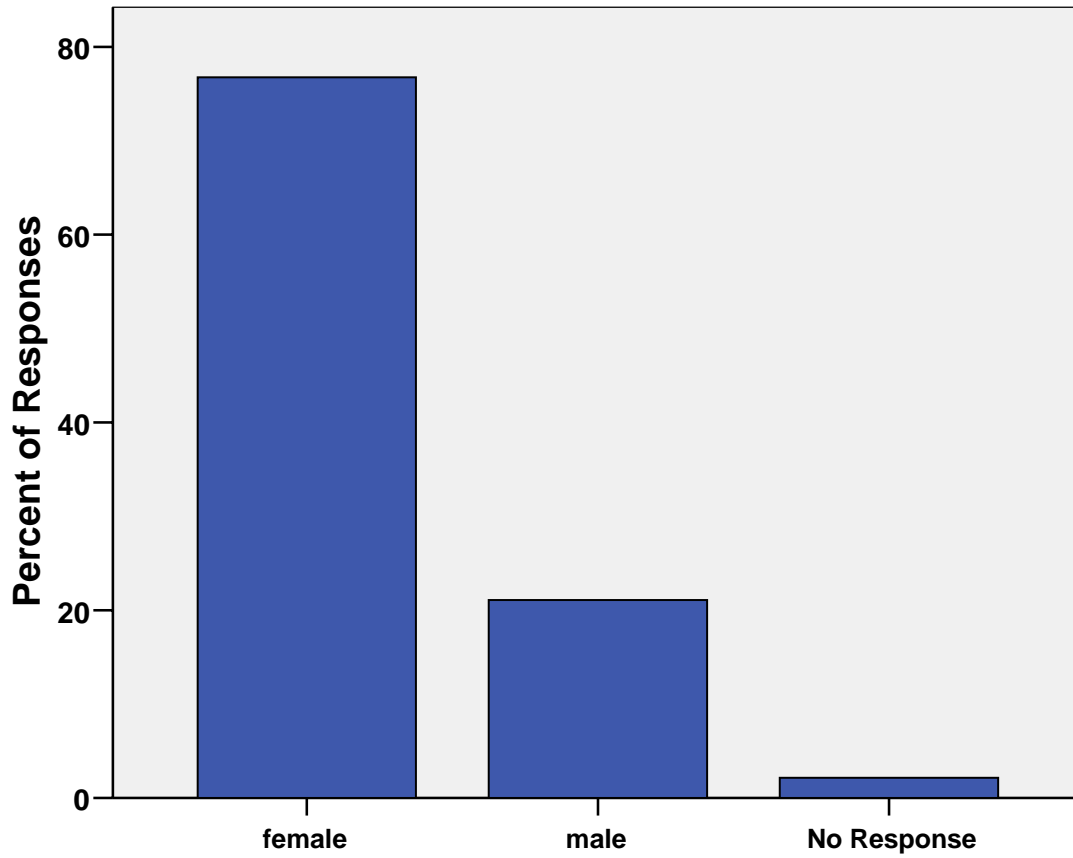
Demographics

For how many years have you been a LMT?



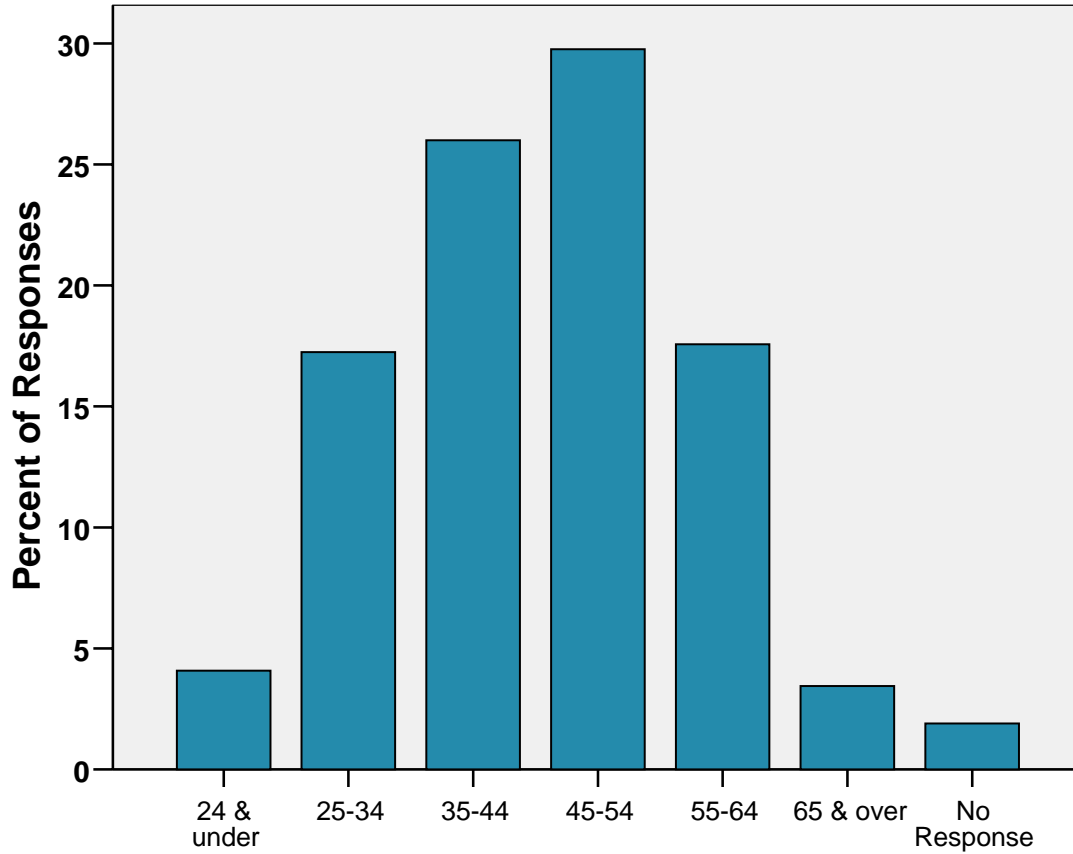
	Frequency	Percent
less than 5	2597	39.4
6-10	1721	26.1
11-15	1256	19.1
16-20	520	7.9
more than 20	378	5.7
No Response	120	1.8
Total	6592	100.0

What is your gender?



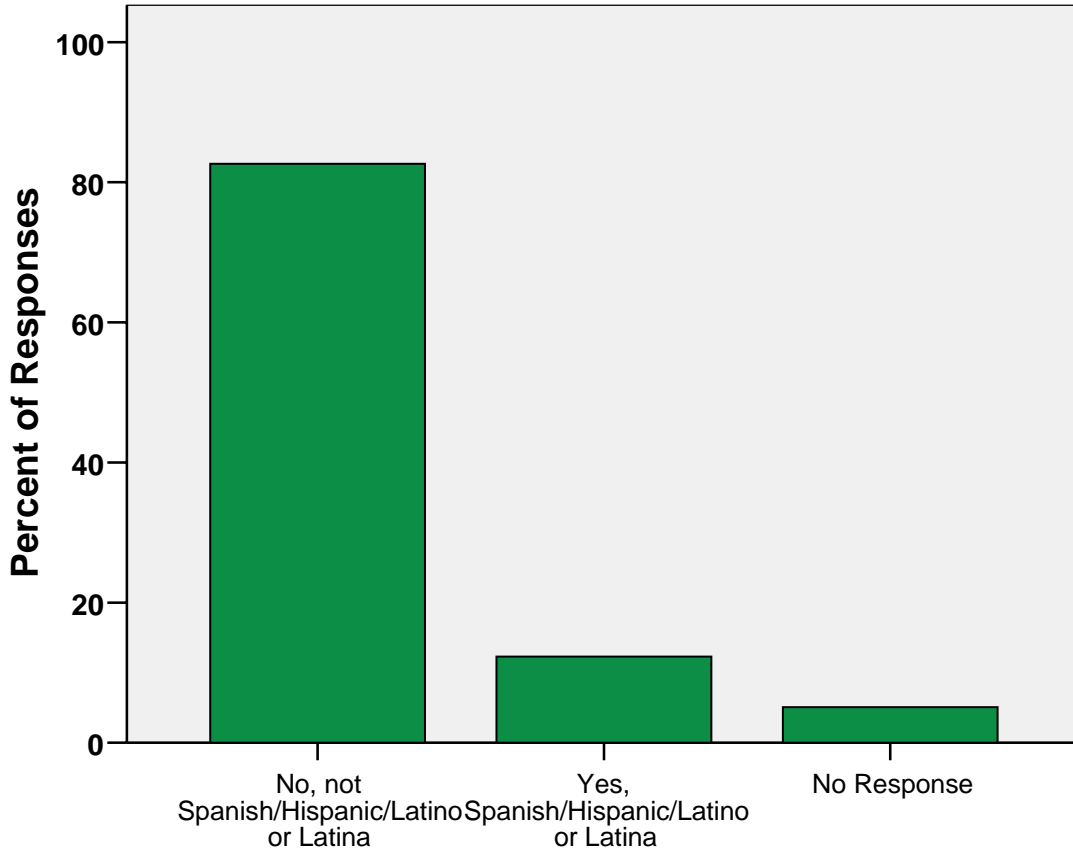
	Frequency	Percent
female	5060	76.8
male	1390	21.1
No Response	142	2.2
Total	6592	100.0

What is your age?



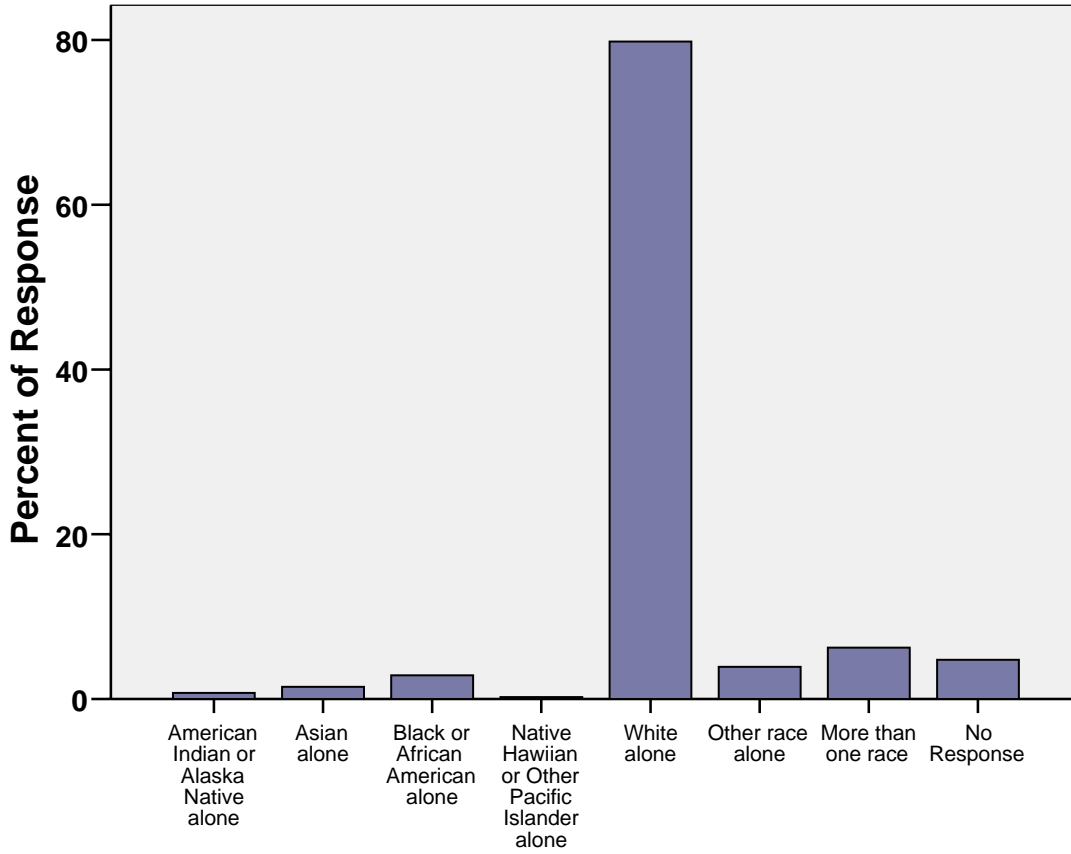
	Frequency	Percent
24 & under	269	4.1
25-34	1137	17.2
35-44	1714	26.0
45-54	1962	29.8
55-64	1158	17.6
65 and over	227	3.4
No Response	125	1.9
Total	6592	100.0

Are you of Hispanic origin?



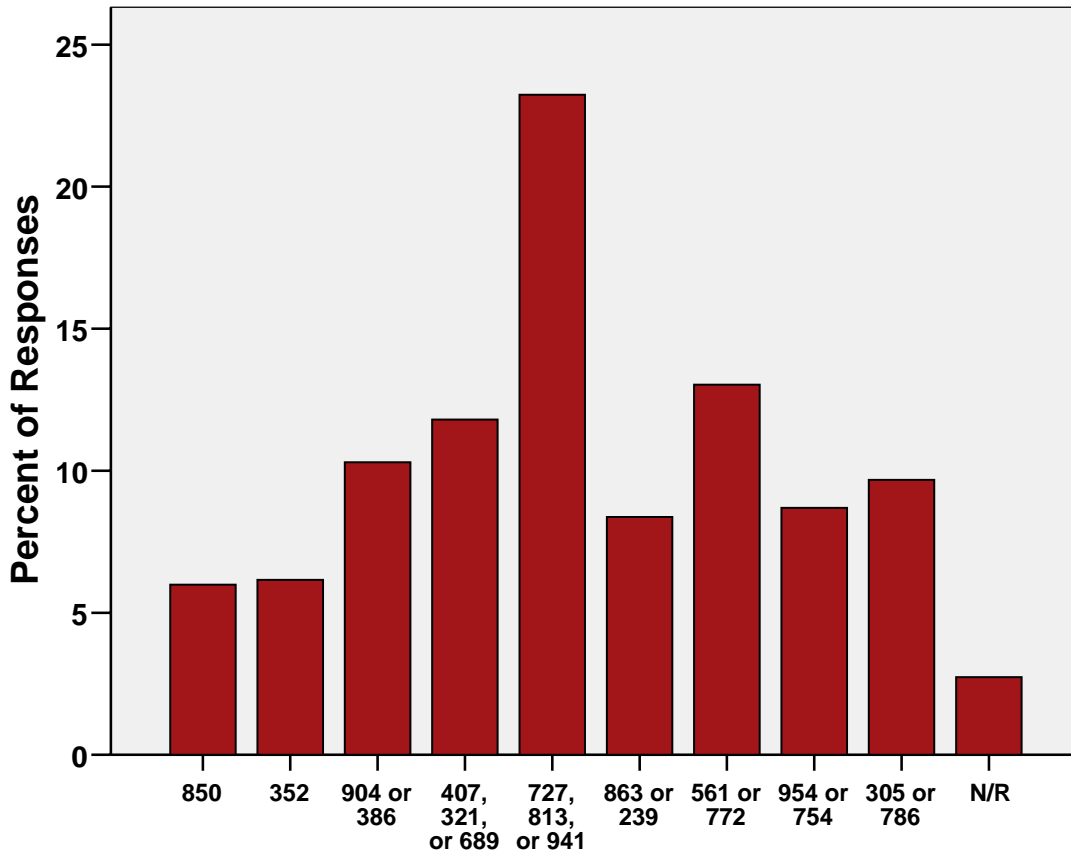
	Frequency	Percent
No, not Spanish/Hispanic/Latino or Latina	5447	82.6
Yes, Spanish/Hispanic/Latino or Latina	810	12.3
No Response	335	5.1
Total	6592	100.0

What is your race?



	Frequency	Percent
American Indian or Alaska Native alone	48	.7
Asian alone	97	1.5
Black or African American alone	189	2.9
Native Hawaiian or Other Pacific Islander alone	15	.2
White alone	5261	79.8
Other race alone	257	3.9
More than one race	411	6.2
No Response	314	4.8
Total	6592	100.0

What is the area code of your PRIMARY massage therapy practice location?



	Frequency	Percent
850 (Tallahassee, Pensacola)	395	6.0
352 (Gainesville, Ocala)	406	6.2
904 or 386 (Jacksonville, Daytona Beach)	679	10.3
407, 321, or 689 (Orlando, Melbourne)	778	11.8
727, 813, or 941 (Tampa, St. Pete, Sarasota)	1532	23.2
863 or 239 (Ft. Myers, Naples)	552	8.4
561 or 772 (Vero Beach, Ft. Pierce)	859	13.0
954 or 754 (Ft. Lauderdale)	573	8.7
305 or 786 (Miami)	638	9.7
No Response	180	2.7
Total	6592	100.0

APPENDIX C

Work Settings

**What percent of your time as a Licensed
Massage Therapist (LMT) do you work in a
MEDICAL FACILITY?**

	Frequency	Percent
0%	4388	66.6
1-25%	495	7.5
26-50%	415	6.3
51-75%	224	3.4
76-99%	369	5.6
100%	552	8.4
No Response	149	2.3
Total	6592	100.0

**What percent of your time as a Licensed
Massage Therapist (LMT) do you work in a
SPA/SALON?**

	Frequency	Percent
0%	4246	64.4
1-25%	549	8.3
26-50%	417	6.3
51-75%	196	3.0
76-99%	465	7.1
100%	569	8.6
No Response	150	2.3
Total	6592	100.0

**What percent of your time as a Licensed
Massage Therapist (LMT) do you work in a
GYM/FITNESS center?**

	Frequency	Percent
0%	5860	88.9
1-25%	283	4.3
26-50%	129	2.0
51-75%	33	.5
76-99%	59	.9
100%	75	1.1
No Response	153	2.3
Total	6592	100.0

**What percent of your time as a Licensed
Massage Therapist (LMT) do you work in a
MESSAGE CLINIC/CENTER?**

	Frequency	Percent
0%	4300	65.2
1-25%	386	5.9
26-50%	391	5.9
51-75%	167	2.5
76-99%	474	7.2
100%	730	11.1
No Response	144	2.2
Total	6592	100.0

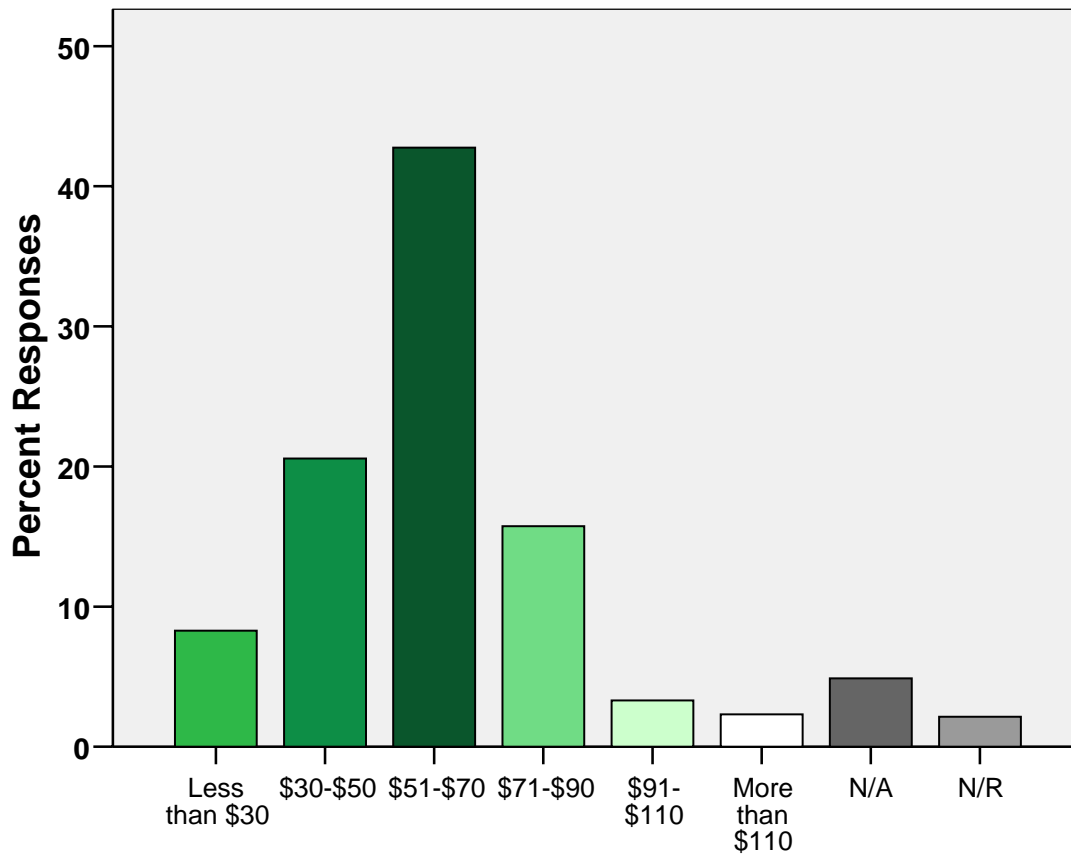
**What percent of your time as a Licensed
Massage Therapist (LMT) do you work doing
OUT CALLS?**

	Frequency	Percent
0%	2383	36.1
1-25%	1814	27.5
26-50%	578	8.8
51-75%	231	3.5
76-99%	265	4.0
100%	1171	17.8
No Response	150	2.3
Total	6592	100.0

APPENDIX D

Income: Hourly Rate

**For the MAJORITY of the massage therapy you perform,
how much is the HOURLY RATE?**

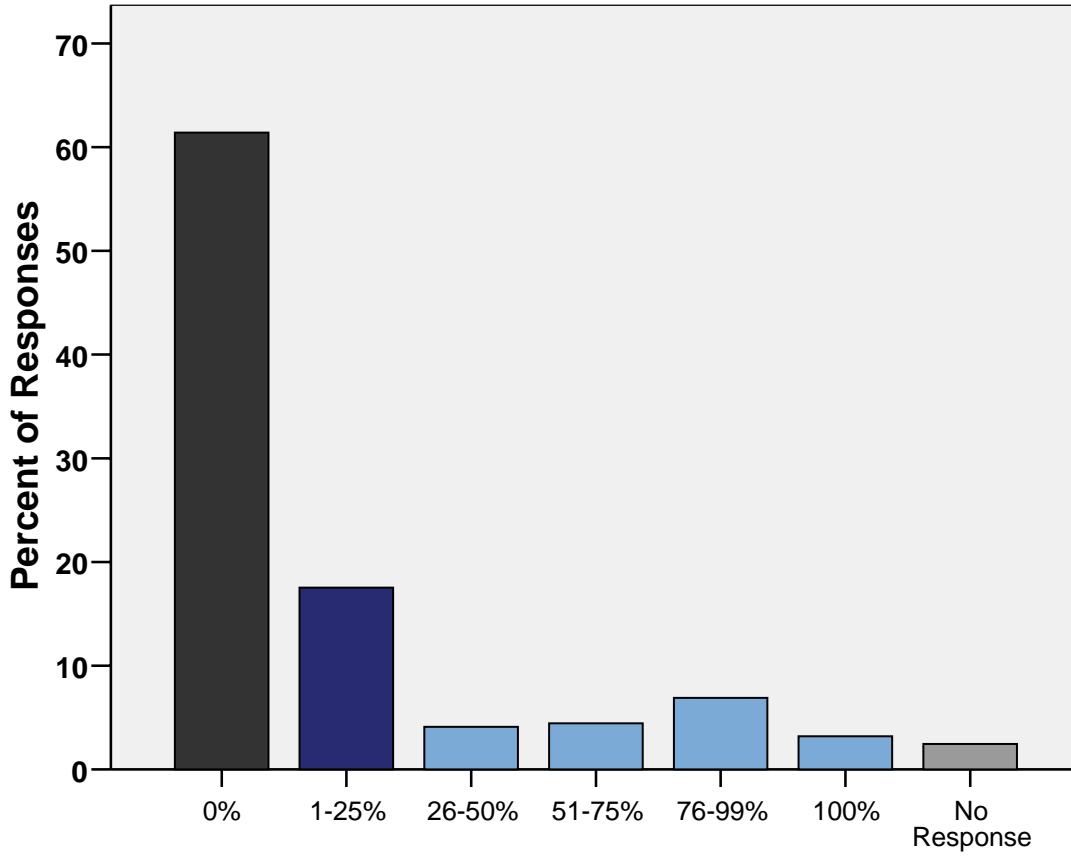


	Frequency	Percent
Less than \$30	546	8.3
\$30-\$50	1356	20.6
\$51-\$70	2819	42.8
\$71-\$90	1038	15.7
\$91-\$110	218	3.3
More than \$110	152	2.3
Not Applicable	322	4.9
No Response	141	2.1
Total	6592	100.0

APPENDIX E

Income: Insurance Billing

What percent of your massage therapy practice is billed through INSURANCE?

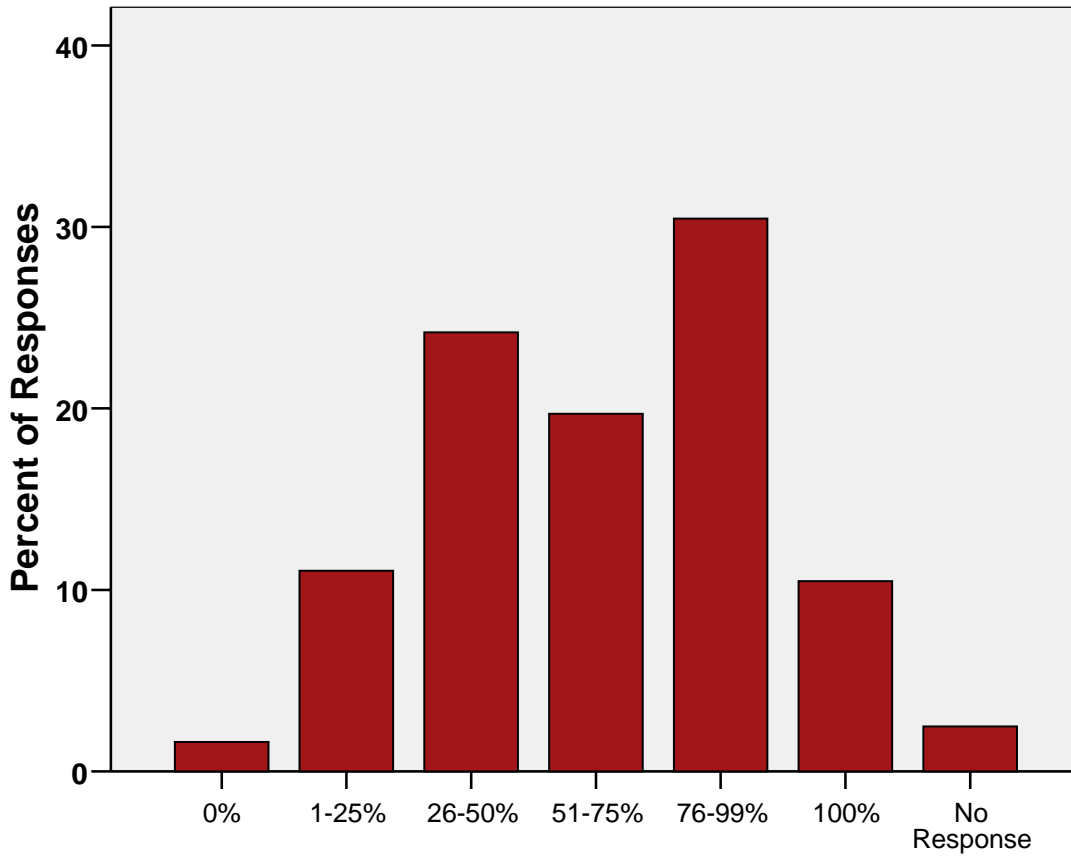


	Frequency	Percent
0%	4048	61.4
1-25%	1155	17.5
26-50%	270	4.1
51-75%	293	4.4
76-99%	454	6.9
100%	210	3.2
No Response	162	2.5
Total	6592	100.0

APPENDIX F

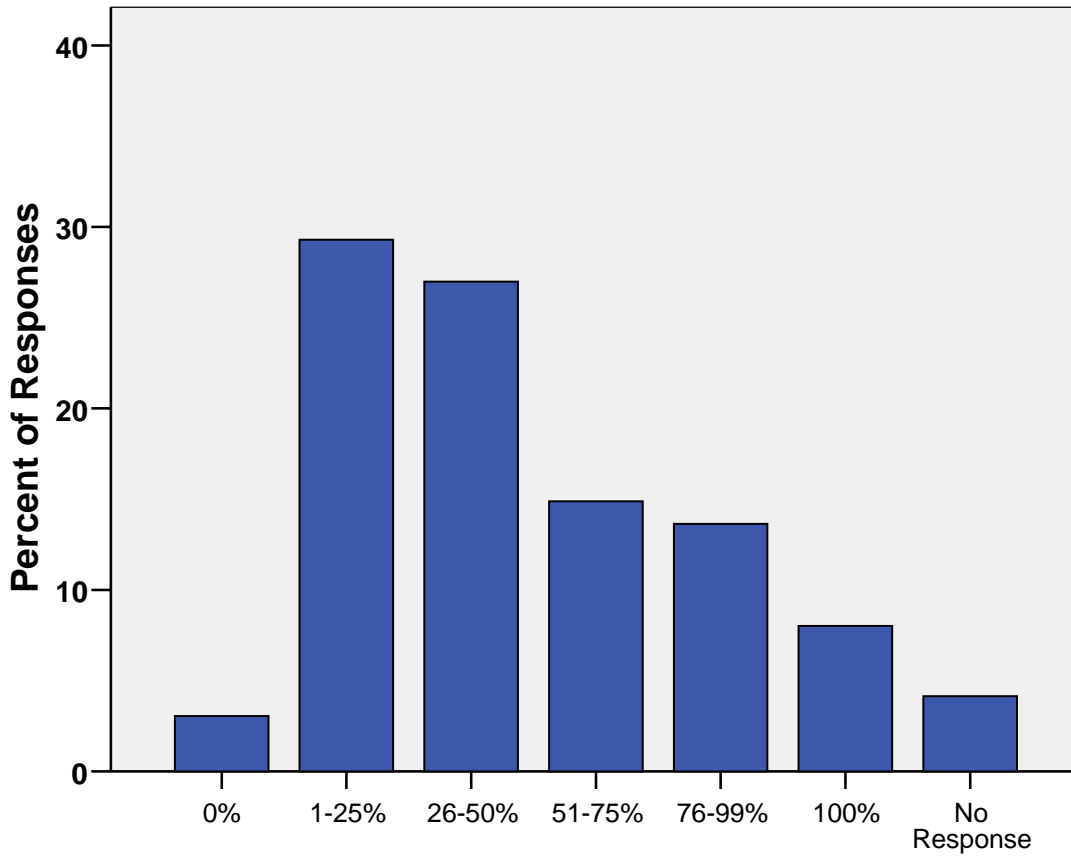
Massage for Various Ailments

What percent of your time as a LMT do you perform massage for PAIN RELIEF?



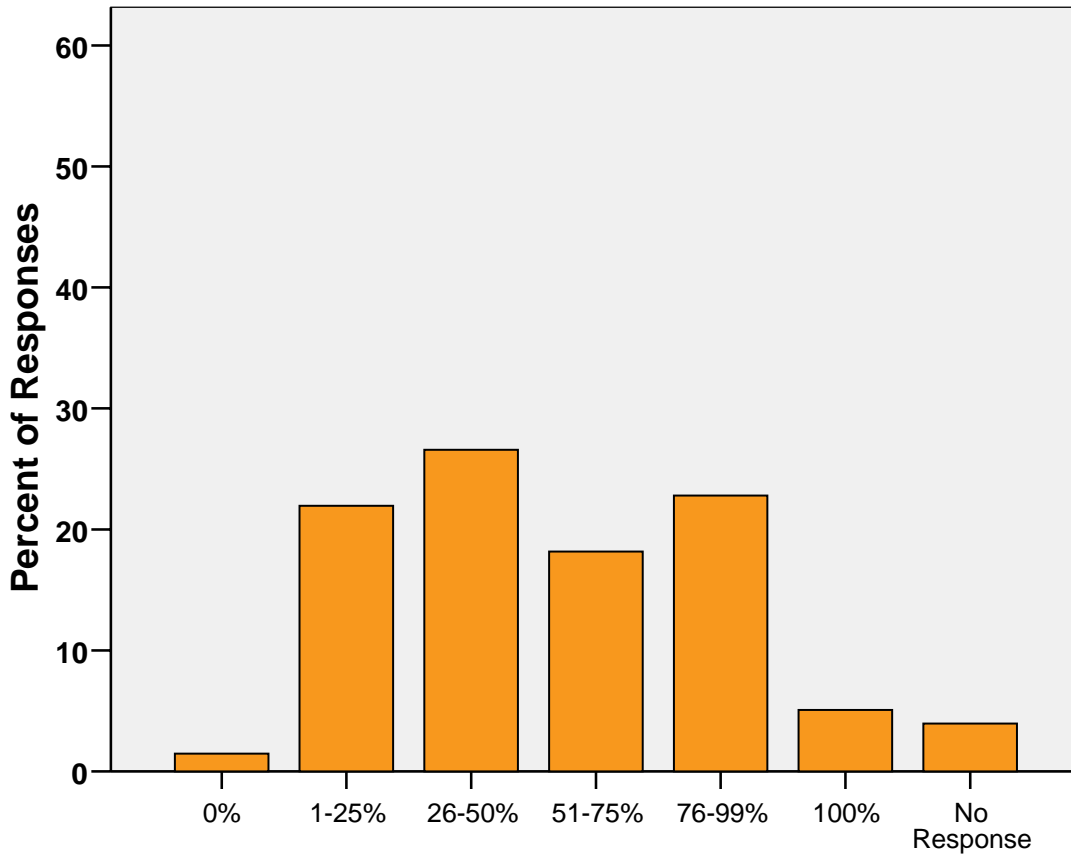
	Frequency	Percent
0%	107	1.6
1-25%	729	11.1
26-50%	1595	24.2
51-75%	1299	19.7
76-99%	2008	30.5
100%	691	10.5
No Response	163	2.5
Total	6592	100.0

**What percent of your time as a LMT do you perform
massage for STRESS REDUCTION and RELAXATION?**



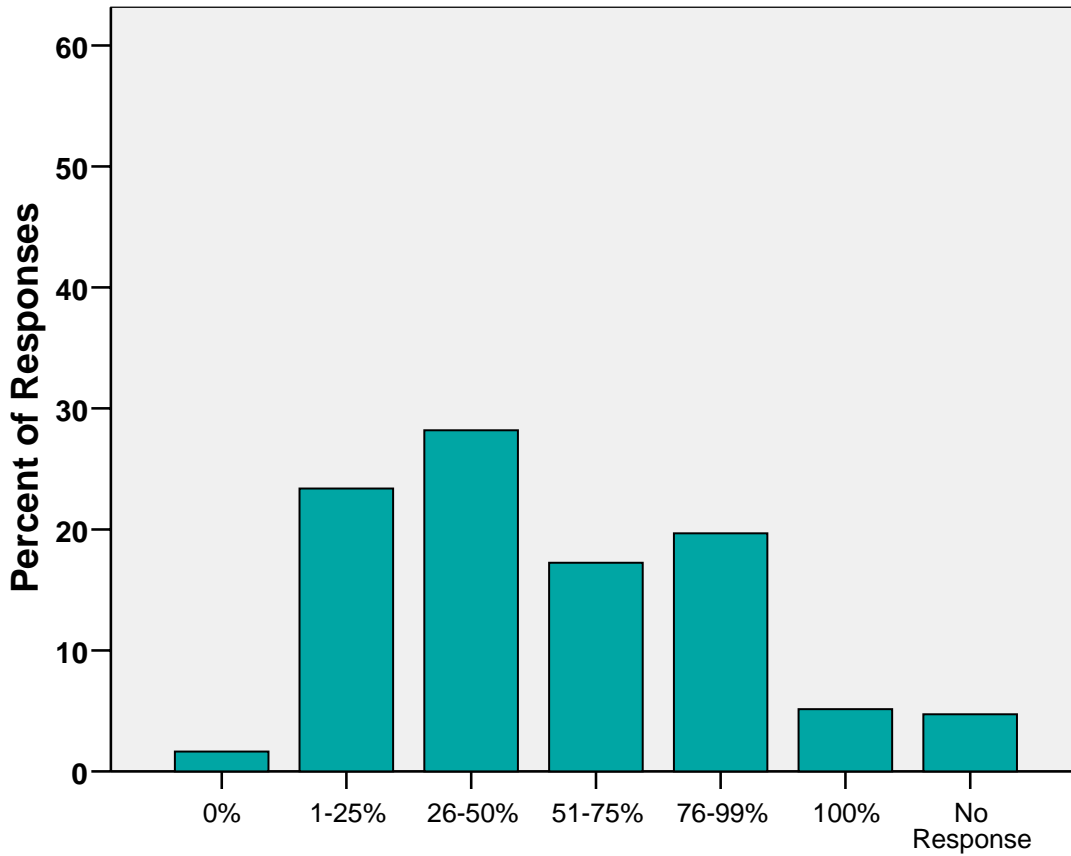
	Frequency	Percent
0%	201	3.0
1-25%	1931	29.3
26-50%	1779	27.0
51-75%	981	14.9
76-99%	899	13.6
100%	528	8.0
No Response	273	4.1
Total	6592	100.0

What percent of your time as a LMT do you perform massage for NECK and SHOULDER pain?



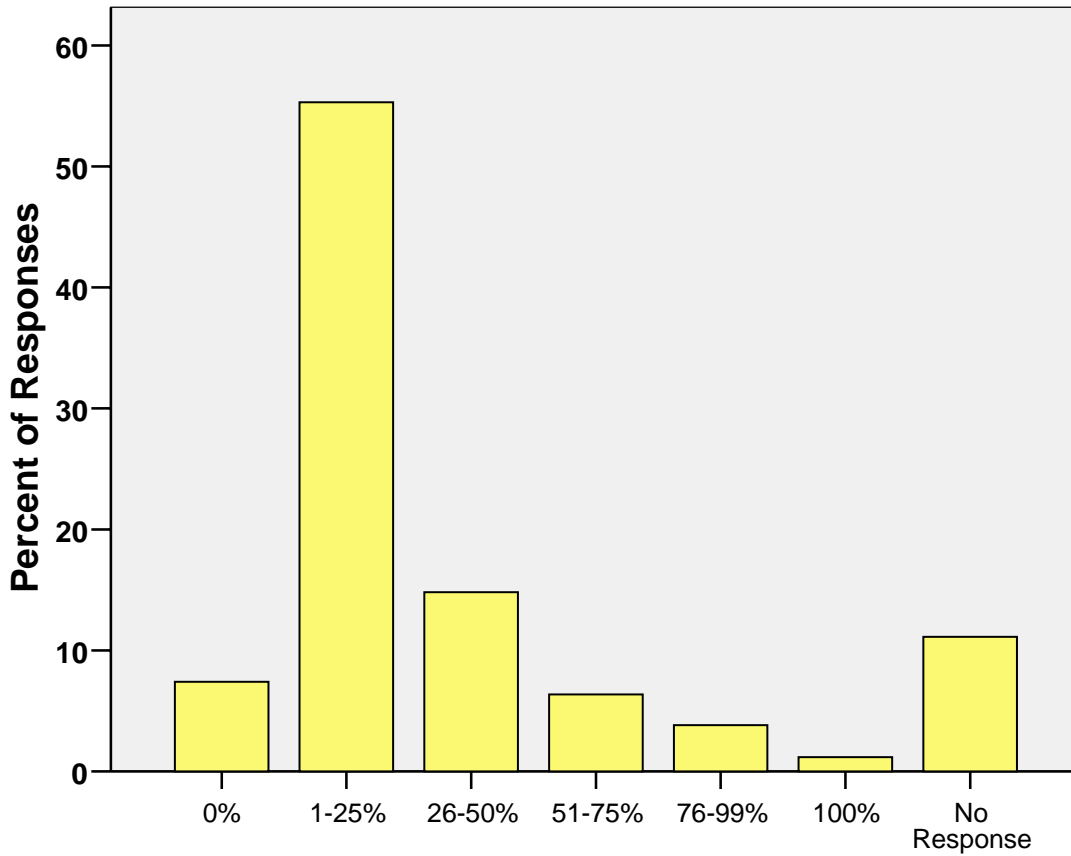
	Frequency	Percent
0%	96	1.5
1-25%	1447	22.0
26-50%	1752	26.6
51-75%	1198	18.2
76-99%	1503	22.8
100%	335	5.1
No Response	261	4.0
Total	6592	100.0

**What percent of your time as a LMT do you perform
massage for BACK pain?**



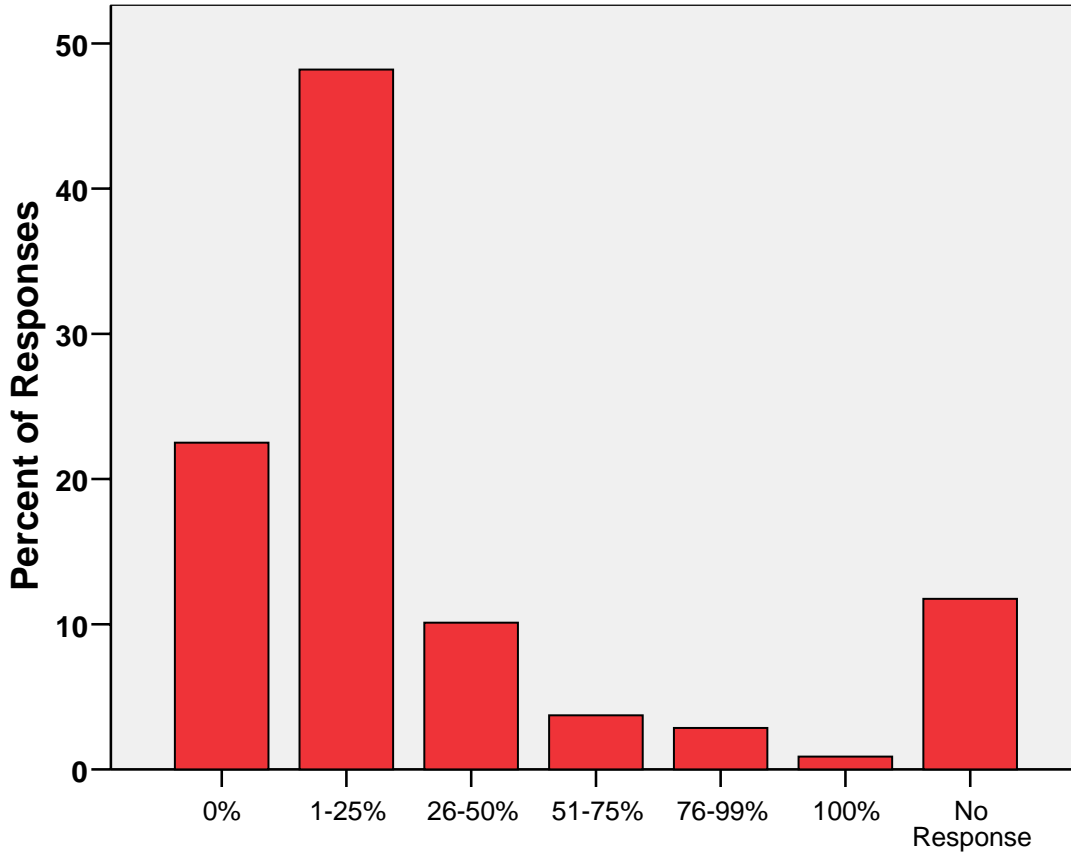
	Frequency	Percent
0%	108	1.6
1-25%	1541	23.4
26-50%	1859	28.2
51-75%	1137	17.2
76-99%	1297	19.7
100%	339	5.1
No Response	311	4.7
Total	6592	100.0

What percent of your time as a LMT do you perform massage for HEADACHES?



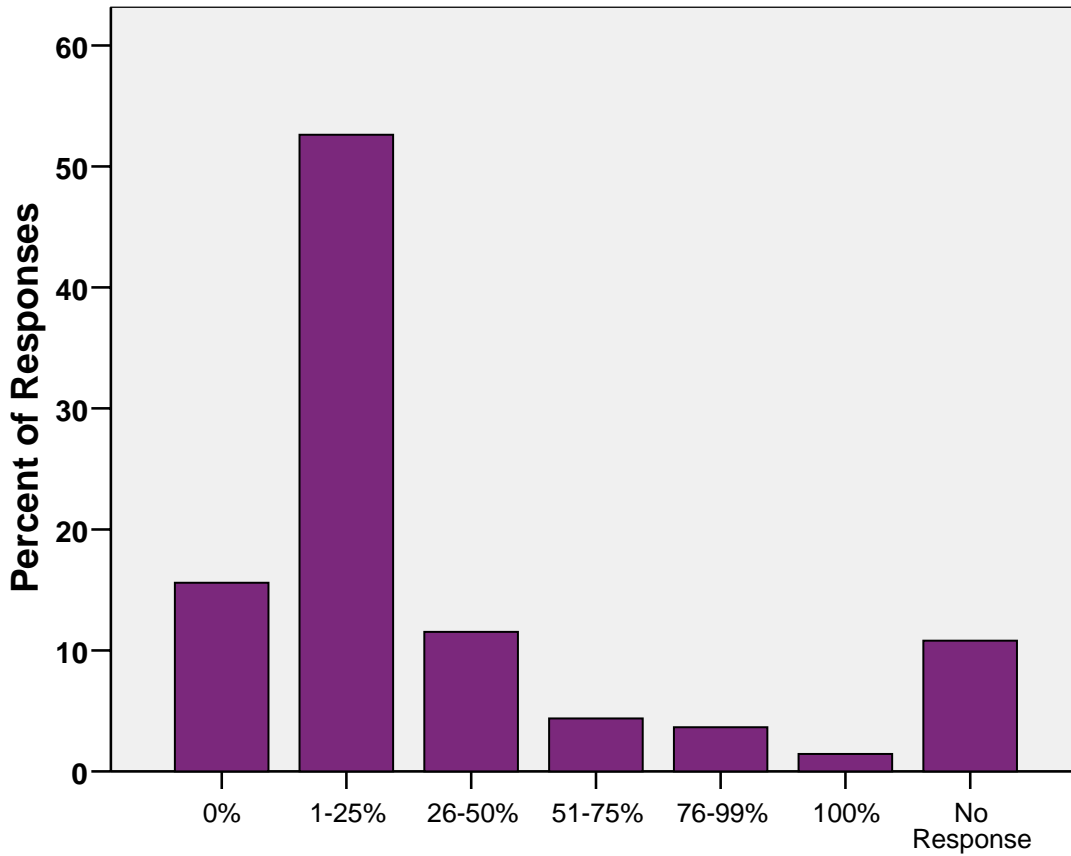
	Frequency	Percent
0%	488	7.4
1-25%	3646	55.3
26-50%	976	14.8
51-75%	419	6.4
76-99%	252	3.8
100%	78	1.2
No Response	733	11.1
Total	6592	100.0

**What percent of your time as a LMT do you perform
massage for SPORTS INJURY and RECOVERY?**



	Frequency	Percent
0%	1483	22.5
1-25%	3178	48.2
26-50%	666	10.1
51-75%	245	3.7
76-99%	188	2.9
100%	58	.9
No Response	774	11.7
Total	6592	100.0

What percent of your time as a LMT do you perform massage for OTHER medical ailments?



	Frequency	Percent
0%	1028	15.6
1-25%	3469	52.6
26-50%	760	11.5
51-75%	288	4.4
76-99%	240	3.6
100%	95	1.4
No Response	712	10.8
Total	6592	100.0

APPENDIX G

Message Modalities

What massage modality do you perform MOST OFTEN?

	Frequency	Percent
chair massage	146	2.2
craniosacral therapy	126	1.9
deep tissue massage	2519	38.2
shiatsu	37	.6
myofascial release	271	4.1
neuromuscular therapy	998	15.1
pregnancy massage	8	.1
reflexology	46	.7
manual lymph drainage	35	.5
sports massage	69	1.0
swedish massage	1865	28.3
other	272	4.1
none	42	.6
No Response	158	2.4
Total	6592	100.0