













Massage Therapy Sales Manual

Dan Driscoll

Massage Therapy Sales Manual:

The Sales Burn-out Survival Guide: The Essential Sales Manual for the Modern World Dan Driscoll,2019-10-22 Author Dan Driscoll's passion has always been business with a focus on sales which in his opinion determines success or failure in business But when sales becomes your life it can sometimes shift from an enjoyable living to one filled with anxiety and pressure The Sales Burnout Survival Guide is designed to help you feel good about selling again So much of life is work and very few people understand what makes work rewarding Dan has taken wisdom he has gained in the last twenty years of his sales experience and condensed it into an easy to ready manual Sales knowledge is essential in all professions in today s ever changing world but it can be fun and rewarding as well Dan can teach you the skills you need for sales in this new social environment This guide to building a successful and positive career in sales demonstrates how gaining a few simple learnable skills can protect your income and transform your work life Massage Therapy Susan G. Salvo, 2015-04-13 Covering massage fundamentals techniques and anatomy and physiology Susan Salvo s Massage Therapy Principles and Practice 5th Edition brings a whole new meaning to the word comprehensive This student friendly text boasts more than 700 illustrations and expanded sections on neuroscience research and special populations plus new line drawings in the kinesiology chapter of origins and insertions that match the painted skeletons found in most classrooms It makes the essential principles of massage therapy more approachable and prepares you for success in class on licensing and board certification exams and in a wide range of therapeutic practice settings Clear straightforward approach simplifies complex content for easier understanding Complete anatomy and physiology section in addition to material on techniques and foundations gives you all the information you need in just one book Certification Practice Exam on Evolve mimics the major certification exams in format and content builds confidence and helps increase pass rates Over 700 high quality illustrations including line drawings and halftones clarify difficult concepts in vibrant detail Case studies challenge you to think critically and apply your understanding to realistic scenarios foster open mindedness and stimulate dialogue Profile boxes provide an inspirational real world perspective on massage practice from some of the most respected authorities in massage and bodywork Clinical Massage chapter focuses on massage in clinical settings like hospitals nursing homes and medical offices to broaden your career potential Two business chapters loaded with skills to make you more marketable and better prepared for today s competitive job market Video icons refer you to the Evolve site featuring about 120 minutes of video covering techniques routines client interaction sequences and case studies that facilitate the learning process and the practical application of the material Evolve icons listed in each chapter encourage you to go beyond the lecture and reading assignments and learn more on the Evolve site Evolve boxes at the end of each chapter list Chapter Extras found on Evolve that reinforce concepts learned in the chapter NEW Revised line drawing color scheme for origin and insertion matches the painted skeleton found in most classrooms maintains consistency and prevents confusion in learning origin and insertion points on the body NEW Coverage

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