



# MASSAGE CAREERS GUIDE

CHOOSE THE RIGHT COURSE FOR YOU, YOUR CAREER GOALS AND INTERESTS, WHAT TO EXPECT AFTER GRADUATION AND WHAT IT'S LIKE WORKING IN THE MASSAGE INDUSTRY.





## What is Massage Therapy?

Massage therapy is the practice of hands-on manipulation of the body's soft tissue, such as muscles, skin, tendons and ligaments. The general goal of a massage is to improve the well-being and/or health of the client.

One of the biggest proven benefits of massage is the feeling of relaxation and calm, during and after a treatment. This can have considerable effects on the brain and the body's ability to produce hormones and neurotransmitters that reduce stress and improve mood. This can have knock-on effects in improving sleep quality, immune function, mental state, as well as physical and emotional energy levels.



# Relaxation Massage Therapist

## Qualification Required

### HLT42021 Certificate IV in Massage Therapy



Relaxation Massage is the entry-level qualification in the massage therapy industry. It generally only requires 6\* months of study for individuals to become qualified, practicing therapists. If you are looking to learn the massage basics or to add additional skills to an existing career, Relaxation Massage may be right for you.

However, if you are interested in establishing a sustainable and long-standing career in the massage and manual therapies industry, Remedial Massage is strongly encouraged. Relaxation Therapy is often considered to be the most physically demanding for the therapist within the massage disciplines, with therapists having to provide multiple full-body treatments per day.

It should also be noted that Relaxation Massage Therapists are not qualified to offer private healthcare rebates to clients. As some employers will require therapists to have private healthcare provider numbers, in order to offer client rebates, this has the potential to limit income and employment opportunities for Relaxation Therapists. It is worth considering your personal situation, interests and career goals before undertaking any study.

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## Knowledge and Skills Required

The HLT42021 Certificate IV in Massage Therapy is the minimum massage therapy qualification recognised under the national Vocational Education and Training (VET) system in Australia. By obtaining this qualification, it ensures that you have achieved the standard of training that prepares you to be workplace ready. Graduates will have knowledge and experience in: foundational anatomy and physiology, working in the health industry, massage therapy techniques, and professional standards of the massage therapist.

\*This is based on Q Academy's HLT42021 Certificate IV in Massage Therapy full-time, on-campus study load.

# Relaxation Massage Therapist

## Treatment Options

Relaxation massage is also known as Swedish Massage. It is typically an oil massage, where the therapist uses their hands and forearms to help clients unwind and de-stress. Swedish Massage is often combined with beauty treatments and spa services. If you are already working in the beauty industry and want to expand on your massage skills, or if you are looking to enter the beauty or spa industry, relaxation massage should be an obvious first choice. For more targeted or deep-tissue massage treatment options, please consider the HLT52021 Diploma of Remedial Massage qualification.

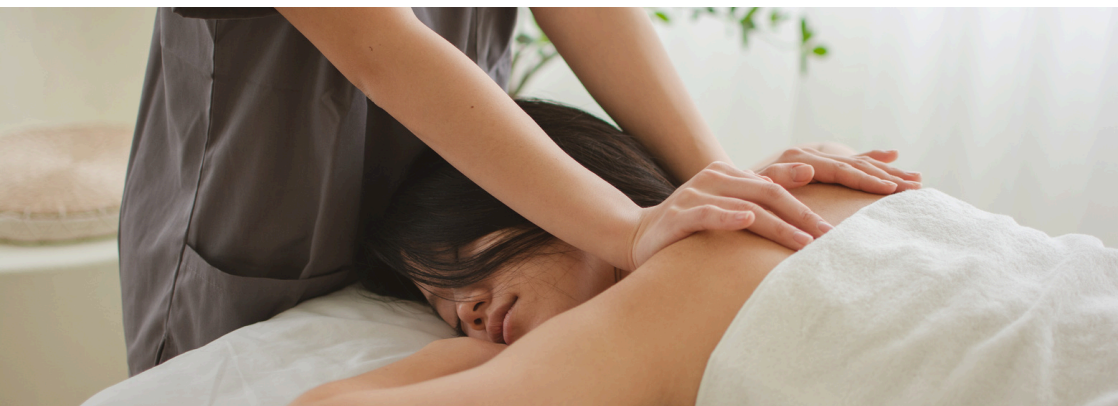
## Typical Work Environment

Relaxation massage therapists can get the opportunity to work in some of the more exciting environments in the massage industry. As Relaxation massage is a fundamental skill of massage therapy, it can allow therapists to work all around the world, in day spas, resorts, beauty clinics, cruise ships, and from one's own at-home business.

Many relaxation massage therapists establish their own home businesses, treating family and friends, or providing relaxation treatments to members of their local community. This could be perfect for someone who may be looking for flexible work and needs a friendly work-life balance.

Relaxation massage is fundamentally the simplest form of massage, yet can oftentimes be the most satisfying for clients with general tension and/or stress-related symptoms. By working in spas and resorts, Relaxation therapists can also live and work in many exotic places around the world.

Make no mistake, it can be the hardest and most physical form of massage work, but it can also be the most enjoyable and rewarding.



# Relaxation Massage Therapist

## Type of Clients

Relaxation massage can be suitable for any client with stress, muscle tightness or tension. Due to this, the types of clients Massage Therapists can expect to treat are quite broad. You could expect most clients to be busy professionals or people with physically demanding jobs, who are all looking to relax and unwind. This may mean that you will have to be prepared to work outside of standard office hours or on weekends, when clients may have more free time.

There is also a big market for people to choose massage services when they are on holiday. By positioning yourself or your business in an area that is conveniently located near holiday destinations, it could provide you with great opportunities in the massage industry.

## Typical Work Week

If you are a Relaxation Therapist who has chosen to work full time or part-time in the beauty or wellness industry, you could expect to provide beauty treatments, body scrubs and other themed massages that integrate a variety of facilities. For additional treatment options, many therapists complete several short courses after graduation to expand their skill set. Q Academy offers a range of weekend short courses. If you work in an area targeting holiday-makers, please note that work can be seasonal. If you choose to provide treatments to individuals in your local community or corporate clients, your work will likely take place on evenings and weekends.

## Income Potential

Relaxation Therapists do not qualify for private healthcare provider numbers. Please note that this may affect your earning potential and attractiveness to clients with private health insurance. According to the Australian Salary Survey website, [payscale.com.au](https://payscale.com.au), the average annual income for a Relaxation Therapist is \$65,000 p/a pro rata. Please note that this is a guide only. Q Academy does not guarantee income or employment outcomes for students and graduates. Your income will naturally be dependent on where and how often you choose to work.

## Key Criteria for Success

For an employed massage therapist, they must ensure they are entering into an appropriate employment agreement that includes sick leave and all employee entitlements. Take the time to establish the amount and type of work that the employer offers, and ensure that it suits the style you are interested in and is within your scope of practice.

As a self-employed therapist, it is important to identify your target market. For most relaxation therapists, office workers will be the majority of their clients. It is therefore worth positioning yourself in a location where those workers are conveniently able to access your services, especially after business hours. Having a high-quality and discoverable website with an online booking system will give you the best chance at attracting and maintaining clients in your area. Please also make sure you have updated insurance and association membership.

# Relaxation Massage Therapist

## Career Attractions

Many Relaxation Therapists agree that the key benefits of the profession are:

- Working for yourself
- Comfortable, indoor working conditions (air conditioning, calm music, nice ambiance)
- Flexibility to work anywhere (even while traveling)
- Satisfaction of being able to help others
- Inexpensive to establish your own clinic
- Can determine volume and frequency of work around personal or family commitments

While Massage therapy can be a flexible and rewarding career path, it is important to note that it can be challenging. If you are active, enjoy working with and helping people, massage can be a very exciting profession. The best benefits can be the work-life balance, allowing you to mix work and the things you love. If you decide to establish your own business, you can target your services to the areas of life you love and enjoy, which could include music, tourism, sport or your local community.

## After Graduation

The majority of Q Academy students secure employment by the time they graduate. With students getting extensive experience perfecting their craft, treating members of the public in Q Academy's Student Clinic, many students establish a small client base, even while they are still learning.

Once you have graduated, you must identify and apply for membership with an industry Association. Q Academy can recommend the following: Association of Massage Therapists (AMT), Massage & Myotherapy Australia (MMA) and Australian Natural Therapies Association (ANTA). Please note that there will be more considerations (especially if you establish your own business), such as securing professional insurance.

As a massage therapist, you do have the opportunity to work in paradise. If you take the time to research current opportunities for massage therapists within Australia and globally, you will discover that there are several fantastic opportunities to work in some pretty incredible places. If you are looking for local job opportunities, please consult Q Academy's job centre on the website.



# Remedial Massage Therapist

## Qualification Required

HLT52021 Diploma of Remedial Massage

Remedial Massage is the objective assessment, treatment and rehabilitation of the signs, symptoms and causes of biomechanical dysfunction or injury. The therapist uses specific mobilisation techniques in order to restore normal health and function of the client.

## Knowledge and Skills Required

The HLT52021 Diploma of Remedial Massage is the minimum level qualification required to offer Remedial massage treatments in Australia. The 12-month qualification prepares the therapist to perform health assessments, physical examinations, remedial massage techniques and a variety of remedial exercises, such as stretching, to assist with massage treatments.

## Treatment Options

Remedial Massage therapists provide targeted, personally structured massage therapy treatments. They differ from relaxation massage in the fact that remedial massage includes a physical assessment and specifically chosen massage techniques to meet the needs of the client.

Remedial massage treatments are generally firmer and more targeted than relaxation massage and are sometimes described as “deep tissue massage”. This is typically targeted at the area of complaint for the client and may often require two or three treatments to resolve the issue.





# Remedial Massage Therapist

## Typical Work Environment

Remedial Massage therapists typically work in a wide range of environments! You could find a Remedial Therapist working in a clinic alongside other massage therapists, physiotherapists, acupuncturists, exercise physiologists and other care providers. Thanks to the flexibility and demand for Remedial Therapists, you can also find them working in gyms alongside personal trainers, musculoskeletal therapists, myotherapists and pilates instructors. There is space for Remedial Therapists to work in the health and wellbeing sector, alongside nutritionists, aromatherapists, naturopaths, and beauty therapists. Many opportunities exist for a Remedial Therapist, and they can be tailored to suit the therapist's personal interests and passions.

Another common outcome for a Remedial Therapist is to establish one's own business, operating an at-home or mobile clinic, or renting out a room in an existing business or multi-disciplinary clinic. For those already working in hospitals, aged or disability care, there exists the option to expand their skill-set and provide services to oncology, aged and palliative care patients. Like Relaxation Therapists, Remedial Therapists can also choose to work in resorts and holiday destinations offering massage, beauty and/or wellness treatment options to clients.



# Remedial Massage Therapist



## Type of Clients

Remedial Massage therapists can be expected to focus on relieving symptoms of muscular pain and tightness. Clients would typically include professional adults between the ages of 20 and 70.

Remedial is a more targeted treatment option, with clients likely wanting to achieve a specific outcome, such as relief of pain or discomfort.

You could expect most clients to be busy professionals who spend long periods at the computer, professional or recreational athletes, or people with physically demanding jobs. Remedial Massage can prove therapeutic for a variety of musculoskeletal injuries and conditions to assist with management and recovery. Common to Relaxation Therapists, a popular career option for Remedial Massage Therapists is to work in resorts and holiday destinations providing massage, beauty and/or wellness treatment options to clients.

## Typical Work Week

If you are a Remedial Massage therapist who has secured work in a clinic, you will likely have a flexible work schedule. Most therapists find that 15-20 hours of massage per week is comfortable and sustainable over time. As a clinic employee, your working week could often be filled with other clinic-related tasks. This is not limited to reception duties, cleaning, marketing and continuing education.

For those therapists who choose to be self-employed, performing treatments will only account for part of their working week. They will need to be involved in other business-focused tasks such as marketing, accounting, workplace design and improvement as well as personal development and self-care.

## Income Potential

Qualified Remedial Massage Therapists are eligible for private healthcare provider numbers from all private health funds, including Medibank and HCF. This means that Remedial Therapists can offer healthcare rebates to clients with private healthcare. This offers a significant financial advantage to qualified Remedial Massage Therapists over that of Relaxation Massage Therapists (who are ineligible).

The average annual income for a Massage Therapist is \$65,000 p/a pro rata. Please note that this is a guide only. Q Academy does not guarantee income or employment for students and graduates. Your income will naturally be dependent on where and how often you choose to work.

As a self-employed business owner, this can potentially increase your earnings as the typical rate for massages is between \$80 and \$100 per hour. Depending on your situation, this could mean your weekly gross earnings could average between \$1,200 - \$2,000 per week before expenses and tax. Please be aware that it takes time to build a successful business with a steady client base, and business expenses will impact your take-home income.

# Remedial Massage Therapist

## Key Criteria for Success

Factors that are likely to influence business successfulness:

- Local population demographics & income mix
- Practice location
- Marketing & visibility
- Reputation
- Skill of therapist
- Friendly team
- Good client retention and rebookings
- User friendly online booking system

For an employed massage therapist, they must ensure they are entering into an appropriate employment agreement that includes sick leave and all employee entitlements. Take the time to establish the amount and type of work the employer provides and ensure that it suits the style of remedial massage you would like to offer.

As a self-employed therapist, it is important to identify your target market. As office workers are likely to make up the majority of clients, it is worth positioning yourself in a location that is convenient for them to access during or after business hours. Having a high-quality, easily found website with an online booking system will give you the best chance to attract and maintain clients in your area.

## Career Attractions

Many Remedial Therapists agree that the key benefits of the profession are:

- Working for yourself
- Comfortable, indoor working conditions (air conditioning, calm music, nice ambiance)
- Flexibility to work anywhere (even while traveling)
- Satisfaction of being able to help others
- Inexpensive to establish your own clinic
- Can determine volume and frequency of work around personal or family commitments
- Strong income potential
- Involvement in sports and/or work with athletes
- Potential to own a reputable clinic or franchise

While Remedial Massage therapy can be a flexible and rewarding career path, it is important to note that it can be challenging work. If you are active, enjoy working with and helping people, massage can be a very rewarding profession. The best benefits can be the work-life balance, allowing you to mix work with the things you love. If you decide to establish your own business, you can target your services to your passions and interests, which could include music, tourism, sport or your local community.

As for the massage industry, there is always a strong demand for skilled massage therapists, with strong growth expected in the industry over the coming years.

# Remedial Massage Therapist

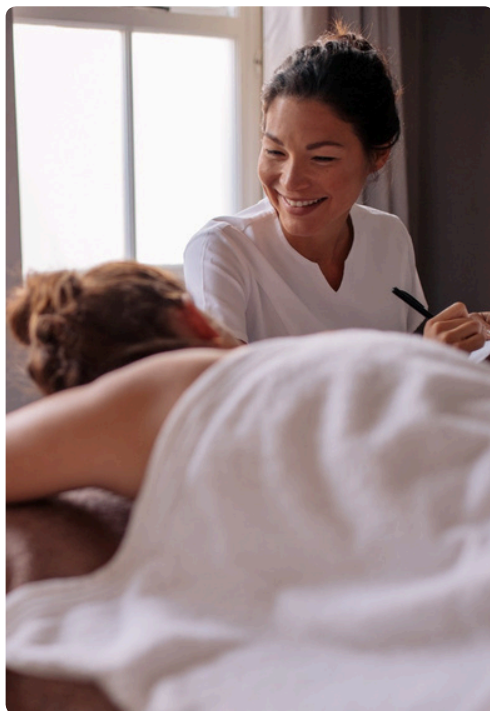
## After Graduation

With a strong demand for therapists and Q Academy's reputable name in the industry, the majority of Q Academy's students find that they secure employment before they graduate.

We understand that once you graduate, it is only the beginning of your careers. To ensure that you are ready for your new career, we recommend that you first identify the industry association that you want to join. Q Academy can recommend the following: Association of Massage Therapists (AMT), Massage & Myotherapy Australia (MMA) and Australian Natural Therapies Association (ANTA). They will offer support and guidance to therapists, to keep them up-to-date with industry changes and regulations, assist with employment advice and limited legal advice, and offer therapists discounts on insurance. Importantly, they will confirm your recognition as a Remedial Massage Therapist with the Private Health Funds so you can offer healthcare rebates.

From there, your next step may be choosing the best employer or business opportunity. It is worth noting that at this time, the massage therapy (and broader healthcare industry) in general is plagued by sham contracting. In some cases, you could be expected to be an employee, while only offering you the benefits of a self-employed contractor. It is therefore essential that you choose wisely and that you understand the terms and your rights under any employment contract before you commence work.

Remember, you are the one in demand as a Remedial Massage therapist, and having training with a high-quality provider such as Q Academy, puts you at the forefront of the industry. Make the most of your hard work and training and choose an employment that gives you the best start in your new career as a Massage Therapist.



# Myotherapist

## Qualification Required

22656VIC Advanced Diploma of Myotherapy

A qualified Myotherapist has enhanced treatment options over Remedial Therapists such as cupping, dry needling, strapping, mobilisation techniques, corrective exercise plans, and TENs. Myotherapists will also be able to treat more complex conditions, including myofascial and joint pain and dysfunction, as well as pain derived from the nervous system, which allows you to assist a broader range of clients.



## Treatment Options

Myotherapy extends the therapist's skill set to provide other manual modalities such as joint mobilisation and dry needling. A myotherapist can also use taping and TENS as therapeutic tools. The biggest difference for a myotherapist is that they can provide exercise prescription for the management of musculoskeletal pain and function. This gives the myotherapist a huge variety of choices when it comes to treatment options. Many of these techniques are not as physically demanding for the therapist, compared to relaxation or remedial massage therapy, and can integrate well with other skills a myotherapist may have, such as personal training, yoga, pilates or other exercise and movement approaches.

## Knowledge & Skills Required

The underpinning knowledge of musculoskeletal anatomy and physiology is fundamental to myotherapy. In recent years, developing a deeper understanding of neurology, psychology and lifestyle has been important to provide the best standard of care possible as a myotherapist.

In addition, developing good business and technology skills is important as a myotherapist. Having good clinical skills is one thing, but being able to attract clients, communicate the benefits of myotherapy and retain clients will be a crucial skill for any practitioner.

# Myotherapist

## Typical Work Environment

Myotherapists share very similar work environments to Remedial Massage Therapists and other healthcare providers. They will mostly work in private musculoskeletal health centres and clinics. This can include gyms, medical centres, multidisciplinary clinics, yoga studios and wellbeing centres. With a broader understanding of exercise management of musculoskeletal pain, Myotherapists can therefore offer expanded treatment options, providing exercise prescription and correction.

## Type of Clients

Myotherapy clients will typically be more focused on their healthcare than some massage clients. This could include clients with musculoskeletal injury, chronic pain or who want to focus on specific physical goals, such as increased mobility or to improve their exercise technique.

## Typical Work Week

As a Myotherapist, you would typically expect to spend four days a week treating clients. This can be an intensive endeavour, so it is important that myotherapists manage their case load across the working week. Myotherapy would be best suited to someone with multiple skills or qualifications as a personal trainer, yoga instructor and other health care skills. Please consider that if you intend to run your own business, then expect to allocate one day per week for business and administrative tasks.

## Income Potential

Myotherapists who are willing to take the challenge, and operate their own small business, can find it financially rewarding, once established. Typically earning between \$100 - \$120 per treatment hour. However, permanent positions are becoming increasingly available for myotherapists in clinical settings. Depending on the agreement, myotherapists working within an established practice or clinic could expect to earn \$40 - \$60 per treatment hour.

Please note that this is a guide only, and Q Academy can not guarantee income, career or employment outcomes for students.

## Key Criteria for Success

To operate successfully as a myotherapist, therapists must position themselves in a physical location that makes it easy for clients to access their service. This can often be through a leasing arrangement in a multi-practitioner clinic, leasing through gyms or health clubs, or from private premises in convenient locations. Thankfully, due to social media and digital channels, even small myotherapy operations can be successful in attracting new clients without the need for expensive advertising.

# Myotherapist

## Main Attractions

As a Myotherapist, you can do everything a Remedial Massage Therapist can, but also have the ability to use exercise as a therapeutic tool. This means you can find the right balance between hands-on work and exercise instruction. This means a healthy, active workplace with a lot of variety that can include gym facilities, exercise equipment, treatment rooms, wellness space and training facilities. This can vary from wellness and recreation to medical and sporting environments. This gives the myotherapist a huge flexibility to work across multiple domains.

## After Graduation

It is common for Myotherapy graduates to be Remedial Massage Therapists with experience in the industry, who are looking to expand on their skills and client treatment options. Due to this, once a qualified Myotherapist, most will work on growing their business and client base.

With the introduction of new skills such as exercise and movement therapy, dry needling, taping and cupping - graduates and clients alike are keen to introduce these expanded options to their treatments. This applies to therapists working in private clinics, their own businesses, or in gyms and health clubs. Ultimately, Myotherapy opens up new opportunities for therapists that can include new business ventures, new workplace roles and greater recognition in the industry.



## About Q Academy

Q Academy is a Massage and Myotherapy training college, who over the last decade, has trained over 2,500 highly skilled therapists. Q Academy has grown in recent years, and currently has campuses in Brisbane, Gold Coast, Sunshine Coast and Sydney. With Q Academy's online division, NETQ, we also aim to cater to anyone outside South-East Queensland who is wanting to study massage.

Here are a couple things that you should know about Q Academy:

1. 92.3% of our graduates were satisfied with their training from Q Academy (NCVER 2021 Survey)
2. Our completion rate is double the national average for vocational training.
3. We offer a unique Guarantee which allows you to come back and refresh or re-sit your completed course, for the life of the qualification.

### Book in a Chat

You are more than welcome to visit your preferred campus, to find out if Q Academy is the right training college for you. We will gladly show you around the campus, answer any questions and introduce you to some of the team. Bookings are advised.

**1300 20 40 80**



**[qacademy.com.au](http://qacademy.com.au)**

### **Gold Coast Campus**

Level 1, Robina Town  
Centre Robina QLD 4230

### **Brisbane Campus**

100 Brookes St,  
Fortitude Valley QLD  
4006

### **Sunshine Coast Campus**

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Maroochydore QLD  
4558



