

Triggers & Responses for Massage Therapy



Sales Team Leader Name: _____ Month Year: _____

Triggers to listen for to help find me business.

1. Trigger Someone who is complaining about neck, back or shoulder pain

Response I know someone who is excellent with neck, back and shoulder issues. He has ____ years' experience. May I give him your name and number?

2. Trigger Someone who is complaining about being stressed out.

Response I know a massage therapist that does a lot of different types of work that can help relieve your stress may I give him your name and number?

3. Trigger If you notice someone limping.

Response Were you in an accident? Are you in pain? I have a friend who is the best massage therapist around, with ____ years' experience he has fixed many people's pain when other massage therapists could not. Would you like his name and number?

4. Trigger A chiropractor having difficulty adjusting someone or a client not being able to b

Response I know a massage therapist that can loosen the muscles, so you can adjust your clients. Would you like his name and number?

5. Trigger Someone with a headache.

Response I know a massage therapist that can get rid of your headache in 30 minutes. If you get migraines he can help control them. May I give him your name and number?

6. Trigger Someone with chronic pain.

Response I know a massage therapist that does a lot of different types of work that can help with chronic pain. May I give him your name and number?

7. Trigger _____

Response _____
