

Congruency

Congruency means “consistency or correlation between what we say and what we do.” When our words and actions are in alignment, we are a congruent person. When we say one thing and do another, we lack congruency.

There are several areas related to congruence that hold therapists back. One is in the area of treatment. Some therapists refuse to get treatment for themselves when they are injured with an obvious muscle-based problem. These therapists choose to go home and lay on the couch for a week rather than come in and get a myofascial treatment. They promote massage as a solution for their clients who suffer from muscle-based problems, but when it’s their turn to come in for treatment, they choose to stay home and hope the pain goes away.

Another area of incongruency for massage therapists is the failure to fully submit to a treatment program when they are experiencing muscle-based problems. Often therapists will complain, “Clients just want to be fixed in one treatment,” or “I can’t get my clients to come in for therapeutic work; they just want a massage,” but they react to their own muscle issues in a similar way. A therapist might come in for one treatment, but they will not come back for a series of three to six treatments to work on a complex problem. During their workday when they interact with clients, they often recommend multiple treatments to them in order to have the highest possibility of success and recovery. But when it’s their turn to come in for treatment, they are very sporadic in keeping their appointments. This is an example of incongruence. We want our clients to come in and have their condition resolved, yet we are unwilling to follow up on a treatment program ourselves. Therapists who have this lack of congruency will have a difficult time developing a therapeutic level practice. There will be a hollowness to their professional recommendations, and clients will pick up on the inconsistency.

Another area of incongruency is found in the therapist who will not pay for a massage session. Some therapists will only get a massage session if they can trade with another therapist. They refuse even when they get a session at the employee rate which is 60 -70% off the retail price. Frugality is good. However, what message is a therapist sending out into the universe when they are not willing to use their hard-earned money for a massage session? We spend our money on things we value. What statement are we making when we say, “I’m not spending my money on

massage?” Every session we receive does not need to be paid for with cash, but it creates an incongruency within us when we spend our days delivering a service that we are not willing to spend our own money on. An unwillingness to pay for a massage session sends the wrong message to our subconscious. It’s a subtle message that says, “It’s not worth the money.” This subtle message can’t be good for our practice.