- 1. Which one is held to a higher standard of ethics
  - a. Healthcare workers
  - b. Car salesman
  - c. Tv repair person
  - d. Mechanics
- 2. Which regulations committee will most likely stop you from opening a practice within your house its in a residential community.
  - a. Zoning committee
  - b. Neighborhood watch
  - c. Police
  - d. City council
- 3. If you attend school, take classes and pass state and national boards what license are you issued?
  - a. Business
  - b. Occupational
  - c. Drivers
  - d. None
- 4. Which of these are should not be used in advertising
  - a. Massage may help with tension
  - b. Massage has shown to help relieve soreness
  - c. Massage can trim 5 min off your marathon
  - d. Massage has shown to help with headaches
- Which implies the therapists has done some extra training above and beyond the normal
  - a. Certificate
  - b. Board Specialty
  - c. Graduated
  - d. State License

- 6. In Dr. Hawley's opinion which slogan should not be used
  - a. Full body sensual massage
  - b. Swedish massage
  - c. Myofascial release
  - d. Sports massage
- 7. Which has developed a negative connotation that Dr Hawley mentioned
  - a. Masseuse
  - b. Mister
  - c. Massage
  - d. None of the above
- 8. If you offer in an ad \$10 for 10 min chair then when the client comes in you influence them to get a \$60 1 hour massage and this happens on every visit then you are
  - a. Misleading
  - b. Using Special pricing
  - c. Being Dishonest
  - d. Upselling
- 9. If you specialize in Sports therapy and a MD refers you a prenatal what should you do
  - a. Take the referral and run
  - b. Refer to a fellow LMT who specializes in prenatal
  - c. Refuse abruptly and educate the MD
  - d. Try treating first then if no help refer back to MD
- 10. This course was interesting and gave me some things to think about and or to implement
  - a. Hell yea
  - b. What course
  - c. Who is Dr Hawley?