



# Paying for Massage School

Lauterstein-Conway understands that financing post-secondary education can be stressful. We hope through these creative examples, you will find an inspired way to finance your education beyond loans, your savings or credit card to put a career in your hands!

## HANNAH'S PLAN

Hannah always wanted to be a nurse, but she knows that going to nursing school will be time-consuming and expensive, and is looking at massage therapy as a quick, relevant way to enter the wellness industry while working toward and through nursing school. She cannot pay in full and does not want to use a credit card for her tuition.

Hannah works at a local day care making \$10/hour, working 30 hours/week and making \$300/week and roughly \$1200/month. While in massage school, she makes monthly payments of \$289 under one of TLCschool's extended payment plans.

When she graduates, her tuition balance is \$2118.

Hannah continues to work the same hours at the daycare while she builds her massage business, but she also adds in three 60-minute massage appointments at \$60/hour each week. Over 12 months, **she makes \$8640**. The three hours of massage/week paid the balance of Hannah's tuition and since she was making payments while in school, gave her an **extra \$6522** income for the year.

Even if she only took two appointments/month over 12 months, Hannah would make \$2880 - **more than enough to pay off her tuition**.

Hannah is now in nursing school and working part-time as a massage therapist at a spinal injury rehabilitation center. Her schedule is full between her career, classes and studying, but because she is capable of making upwards of \$60/hour, she can maximize her income and save much of her time for studying.

## ROBERT'S PLAN

Robert was laid off from an international tech company and does not want to go back to the IT industry. He recently got a part-time job at a chiropractor's office and is interested in massage therapy.

While he can make monthly payments and his employer will pay a percentage of his tuition, Robert does not have \$695 for the program deposit. But Robert also has over 250 friends on Facebook. Robert decides he is going to offer seven of his friends on Facebook a deal: Friends and family who buy a \$100 package, will get three professional massages when he graduates - that is 50% off massages for them, **and cash in-hand for Robert's education**.

Robert also encourages these seven friends and family members to receive massage from him while performing his internship hours in TLCschool's Clinic. By the time he graduates, Robert will have seven "regular" clients lined up.