

**01 - PROFILE OF THE SERVICE OFFERED TO THE ELDERLY BY PILATES ESTABLISHMENTS**

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**INTRODUCTION**

The Pilates method was created by Joseph Hubertus Pilates in the 20th century. It is comprised of an exercise regimen (CANCELA; OLIVEIRA; RODRÍGUEZ-FUENTES, 2014) that improves strength, stretching and flexibility, looking to always keep the physiological curvatures of the spine and to use the abdominal region as the Powerhouse when performing the exercises (REZENDE; RIBEIRO; LEMKE, 2014). The movements in the exercises are made when exhaling, in association with the contraction of the diaphragm, of the transversal abdomen, of the gluteus and of the lower pelvic muscles, composing the Powerhouse (SILVA; MANNRICH, 2017).

The technique developed by Joseph Hubertus Pilates has a few fundamental principles: concentration, control, precision, fluidity of movement, respiration and utilisation of the powerhouse (COSTA; ROTH; DE NORONHA, 2012). The exercises may be performed on the floor, with specialised equipment, or by using equipment with springs that increase or decrease the resistance when performing the movements (BYRNES; WU; WHILLIER, 2017; JESUS et al, 2013).

In his youth, Joseph Hubertus Pilates presented muscle weakness as a result of a number of infirmities. As a result, he began to study the ways that would improve his condition through a range of exercises (SILVA; MANNRICH, 2017). He then created an exercise that worked both body and mind, named contrology. Joseph Hubertus Pilates began his practice by rehabilitating war veterans, also experimenting with dancers, with the aim to improve physical conditioning. His technique was named the Pilates method after his death, and since then it has grown and presented itself as an effective modality of physiotherapy rehabilitation (OLIVEIRA et al, 2015). In Brazil, it is used as a means of prevention, recovery and functional maintenance, Pilates itself being widely practised in the country (COSTA; ROTH; NORONHA, 2012).

Regardless of the age group, Pilates may bring benefits to the quality of life of any individual. (JESUS et al, 2013). However, there is a predominance of middle-aged females (SOUZA; VIEIRA, 2006). The method is very efficient when applied to elderly citizens, generating increased equilibrium, quality of life and functional autonomy in this population (DALLASTA; RADUNZ, 2017).

In the last decade there has been a considerable increase in the number of establishments that offer Pilates services. It is known that the method may yield several benefits to the elderly population, and that there is a growing demand for specialised services aimed at them. In their study, Miranda, Mendes and Silva (2016) highlighted that in 2010 the Brazilian elderly population was of 20.5 million, approximately 39 for each group of 100 youngsters, and it is estimated that in 2040 there will be 153 elderly citizens for each 100 youngsters, more than double of the current amount, representing 23.8% of the Brazilian population.

According to Vitória em Dados (2011), the state of Espírito Santo has approximately 3.9 million inhabitants, of which 541,563 are elderly citizens over 60 years old. Vitória has approximately 327,801 inhabitants, of which 38,472 are over 60 years old. 2,909 are located in Jardim da Penha and 981 in Mata da Praia. With an increase in the elderly population, the demand for gerontology professionals grows, in order to attend to the specific needs of this population, and thus requiring the necessary training of the professionals in the field (MARTINS; MASSAROLLO, 2008).

In this way, this study aimed to access the profile of the services offered to the elderly by Pilates establishments in the city of Vitória/ES/Brazil.

**METHODOLOGY**

Transversal descriptive study carried out in Vitória/ES, targeting the professionals responsible for the establishments offering the Pilates method, such as gyms, clinics and physiotherapy studios.

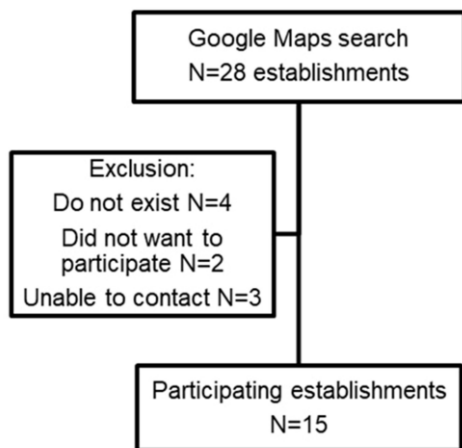
The initial searches were carried out through Google Maps, with the purpose of identifying all of the establishments that offer the Pilates method in the neighbourhoods of Jardim da Penha and Mata da Praia. The words Pilates, Vitória and Jardim da Penha were used for the online searches. The latter took place in two occasions: the first on the December 13th in 2017, and the second on January 16th in 2018 in order to update the location of the establishments.

A survey was the tool used to collect data. It was developed by the researchers, comprising of a few questions about the number of patients, their age, the type of Pilates offered, the professionals who partook in the practice, the amount charged for the service, and others. The survey was carried out through a personal interview, conducted by the researchers in a scheduled date at the professionals' best convenience.

Only establishments licensed by the local government and that signed a consent form were included in this study. Establishments that came up on the search but could not be found in the stated addresses were excluded from this study, as were those who refused to partake in it. This study was approved by the ethics committee of the Universidade Federal do Espírito Santo.

The exploratory analysis of the data was carried out by means of descriptive statistics, considering: frequency and percentage (qualitative data), mean, minimum value, maximum value (quantitative data).

RESULTS



Picture 1 – Flowchart of the sample of participating establishments

The website identified twenty eight establishments, of which nineteen are in Jardim da Penha and nine in Mata da Praia. After the web searches, the researchers made contact with the establishments, explaining the goals of the project, and inviting the professionals in charge of them to participate in the study. Some of the establishments were not encountered when the researchers went to the addresses stated on the website. Two establishments opted out of participating in the study. It was not possible to establish contact with seven establishments due to the owner not being present at the time of the visit and not being reachable by phone, as well as the same establishment listing two conflicting addresses. In this way, the initial sample would be of 28 establishments, but after seeking their consent, only 15 accepted to partake in the study.

The establishments found are comprised of one gym (6.7%), one doctor's office (6.7%), four clinics (26.7%) and nine studios (60%). One of the establishments marked two options, clinic and studio, as it had the word 'studio' in its commercial name. As such, the latter was included in the studio category when making the aforementioned calculations. In relation to the number of patients currently seen by each establishments, six (40%) had an average of seventy patients; three (20%) between thirty and fifty patients; one (6.7%) between twenty one and thirty one; and one (6.7%) between eleven and twenty.

As for the number of patients per timeslot, the highest percentage was of four patients or more per timeslot, as shown by chart 1.

Chart 1 – Number of patients per timeslot relation

Number of patients per timeslot	N (%)
4 ou >	9 (60)
3	1 (6,7)
2	5 (33,3)
1	0 (0)
<b>TOTAL</b>	<b>15 (100)</b>

Regarding the form of payment, all 15 establishments operated via private payment (100%). However, one also accepted certain medical insurance plans. The amount charged varied. Payments were made in monthly or quarterly instalments, at two or three sessions a week, as shown by table 2.

Chart 2 – Relationship between Amount charged for the service, payment frequency, numbers of patients per week

Number of times a week	Payment frequency	Number of establishments N (%)	Amount Charged in R\$
2X	Monthly	14 (93,3)	240,00 a 320,00
3X	Monthly	10 (66,7)	295,00 a 355,00
2X	Quarterly	5 (33,3)	220,00 a 245,00
3X	Quarterly	4 (26,7)	280,00 a 315,00
1X	Semi-Yearly	1 (6,7)	205,00
3X	Semi-Yearly	1 (6,7)	300,00

The amount per session was reported by five clinics, varying between R\$30,00 and R\$55,00.

Regarding the age of the patients, the minimum age varied from 10 to 32 years old with an average of 15.8 years old. The maximum age varied from 65 to 95 years old with an average of 84.9 years old. Four nonagenarians were recorded (26.7%). It was not possible to calculate the average age of the total patients, given that not all of them answered this question. The total number of patients enrolled in all of the establishments was of 957, of which 395 (41.3%) are elderly.

Regarding the patients' motives for seeking Pilates, 10 establishments (66.7%) reported it was because of pain. Physical conditioning, life quality, medical recommendation and rehabilitation were also within the motives. There were two

establishments for each of these criteria.

The majority of the patients in the establishments were women, in 15 (100%) of them.

In relation to the evaluation prior to the sessions, only one (6.7%) establishment reported to not have done it; however, 14 (93.3%) reported to have carried out the evaluation. 6 (40%) offer trial sessions.

Regarding the professionals, eight (53.3%) establishments only employed physiotherapists, and seven (46.7%) had physiotherapists as well as physical education professionals. Thus, all 15 establishments had at least one physiotherapist employed. 13 (86.7%) establishments had three or more professionals on the payroll; 2 (13.33%) establishments reported to employ 2 or less Pilates professionals. When inquired about interns, only one (6.7%) reported to have 2 or less active interns.

Regarding the educational background and work experience of the professionals, it was not possible to calculate their statistics, as some of the answers showed a shorter time attaining professional qualifications than the length of their work experience, showing a possible bias in the development of the question, and consequently the answers were not compatible.

The majority, fourteen (93.3%), of the establishments, offered clinical/therapeutic Pilates and another modality of Pilates, of which four (26.7%) establishments offered only clinical/therapeutic Pilates. Nine (60%) establishments offered Neopilates, seven (46.7%) offered physical conditioning Pilates and two (13.3%) offered other kinds of Pilates, such services aimed towards pregnant women and circus Pilates.

The majority of the professionals in the establishments (66.7%) had Pilates training and other qualifications in the field. However, professionals from eight (53.3%) establishments only had Pilates training. There were also professionals with lato sensu postgraduate courses in six establishments (40%) and stricto sensu in one (6.7%) establishment.

In relation to the working hours, six establishments (40%) reported to have a daily journey of four and five hours for each professional, six (40%) of longer than eight hours, two (13.3%) of six to eight hours, and one (6.7%) of an average of six hours.

As for the income of the professionals, the majority reported to earn approximately two minimum salaries, as shown by chart 3.

Chart 3 – Income in BRL of each professional

Income by minimum salary	N (%)
3 ou >	6 (40)
2	7 (46,7)
1	2 (13,3)
<b>TOTAL</b>	<b>15 (100)</b>

When inquired about their satisfaction with their income, ten (66.7%) establishments reported employee satisfaction and five (33.3%) reported dissatisfaction.

## DISCUSSIONS

According to the physiotherapy essential parameters, in ambulatorial scope, at around six working hours each professional should attend to a maximum of twelve patients that require minute care, these being stable clients from a clinical and physiotherapy point of view (COFFITO, 2014). According to the data, 66.7% of the establishments attend to more than 12 patients per shift, going against the essential parameters. These findings may portray the reality of many professionals currently working on the field; a work overload is reflected in the number of patients attended to, risking to lower the quality of the service and to not make it possible to gear the service towards the specific needs of each patient, mainly when the elderly are concerned.

According to the Referencial Nacional de Procedimentos Fisioterapêuticos (RNPF) through the Resolution nº 482, April 1st 2017, of the Conselho Federal de Fisioterapia e Terapia Ocupacional (COFFITO), there is the Coeficiente de Honorário Fisioterapêutico (CHF) (COFFITO, 2017). The latter in 2018 establishes R\$ 0.56 BRL as the base value (CREFITO, 2018). According to the findings, the establishments did not conform to RNPF and the CHF, based on the individual Pilates CHF value of 150, making it R\$84.00 per session.

According to the articles 36, 37, 39 and 40 of the chapter VIII of the Código de Ética e Deontologia da Fisioterapia, the physiotherapist has the right to a fair income should avail of the RNPF as a guideline for the payment of their salaries. The cause of the values below RNPF guidelines may be justified by the considerable increase in the offer of Pilates services in the neighborhoods comprised in this study, and the subsequent growing competition in the marketplace, forcing the adoption of lowered rates, coinciding with the studies of Roh (2016) and Latey (2001), that report on the growth in demand for Pilates worldwide.

When the question about the age of the patients was developed, the objective was to obtain an answer based on some document, such as spread sheets, medical records or contracts. Of the establishments that participated only two offered some kind of documentation, while the others provided non-verifiable data. This may suggest that, in this study, the majority of the establishments did not keep the patients' medical records. This finding goes against the resolution nº. 414/2012 of COFFITO from January 2012, article 1º, establishing that the recording of their practices is mandatory (COFFITO, 2012). According to CREFITO 15 (2018), there are currently three fiscal agents responsible for supervising all of the establishments in the state of ES. Thus, there is a necessity for wider supervision, given that the current number of fiscal agents seems to not be able to cover the area, so that the establishments may offer their services according to the appropriate legislation.

There have been changes in the percentage of age groups around the world, with a sharp increase in the number of elderly citizens. Their physiological changes and the higher propensity to health issues increase the demand for services aimed at this population (MARIM et al 2010). Such factors may assist in the comprehension of why a large number of elderly citizens undertake Pilates treatments. When faced with so many physiological changes, it becomes evidence that Pilates professionals should specialize in the care of elderly citizens. The ROH study (2016) states that the hardest thing for professionals is to bridge their theoretical knowledge with the clinical practice. The gerontological literature highlights that elderly citizen care should be cemented by a wide, multidimensional evaluation, taking into consideration the different aspects involved in the health conditions of the patients, and this approach should be taught in the curriculum of Pilates courses.

This study found that even though a large number of elderly citizens are availing of the Pilates method – and even if all of establishments have elderly patients – none avail of specialised elderly care. In order to cater for the needs of this age group, professionals should receive the appropriate training to do so, lessening the risk of lesions and muscle pain with the exercises specific to the individual need of the elderly citizen (REIS, 2011; HAAS, 2006).

Dias and Moutri (2018) state that the motivational profile of Pilates practitioner in state of São Paulo comprise the following motives: osteomuscular pain, physical conditioning, prevention, aesthetics and rehabilitation, corroborating with the findings in this study, with emphasis on the pain.

Regarding the predominance of female patients found in this study, there are similar results in the Souza and Vieira study (2006) carried out in Minas Gerais, and the Liposcki, Ribeiro and Schneider study (2014) carried out in Santa Catarina. A higher percentage of women practicing Pilates may be explained by the higher tendency of women to look after their own health when compared to men. The Gomes, Nascimento and Araújo study (2007) states that certain cultural attitudes are damaging to men, given they ought to be seen as a strong and sometimes invulnerable figure, and when it comes to looking after their own health it may make them feel insecure and fragile.

In the present there are new Pilates modalities, such as Water Pilates and Horse Pilates (BIANCHI et al, 2016; COLOMBO et al, 2013), that show the advance of the method as a therapeutic resource. Neopilates, a technique developed in Brazil, is also a Pilates modality, present in many establishments in this study (BRAZ, 2014).

In this study it was possible to observe that not all establishments had physical education professionals on the payroll, but all had physiotherapists. The Liposcki, Ribeiro and Schneider study (2016) observed that 79% of the Pilates professionals were physiotherapists and 21% were physical education professionals. It was also highlighted in the present study the presence of pain as one of the main reasons for seeking the Pilates method. This may justify the high number of physiotherapists using the Pilates methods, as according to Marchesoni & contributors (2010) these professionals focus on the improvement of physical aptitude and not in the improvement of pain.

In this study, it was possible to note positive aspects about the search for qualifications in the field, as a large part of the professionals, on top of the Pilates-associated qualifications, have also different qualifications, such as *lato sensu* and *stricto sensu* specialisations. The Code of Ethics, chapter II, article 9º, subsection III, describes the fundamental duty of the physiotherapist to make active use of their *tecnico-scientific* knowledge and to enhance it (COFFITO, 2013). Another positive aspect is the large number of the Pilates establishments in the neighbourhoods, capable of attending to the elderly population in the area.

According to the results about the workload, 40% of the establishments exceed the 30 weekly hour limit established by the federal law nº 8.856 of March 1st in the article 1º. Many professionals usually work beyond the legal working hours and many times look after a higher number of patients per timeslot. Almeida and Guimarães (2009), after interviewing 89 physiotherapists, reported that there were professionals attending to even 14 patients per timeslot, and Badaró and Guilhem (2011) obtained similar results to this study, in that 44.7% of the physiotherapists earned up to four minimum salaries.

When asked about their satisfaction with regards to their income, the majority of the professionals responsible for the establishments reported their employees to feel satisfied. Despite the focus of this study not being an evaluation of the physiotherapy professional's personal satisfaction with the Pilates method, it is important to highlight that level of satisfaction may influence in the quality of the service offered. However, this is a rather subjective variable, involving different conceptual aspects.

## CONCLUSIONS

It is concluded that in the present study there are shortcomings in the Pilates practice, such as the lack of evaluation/consultations, absence of medical records, excessive workload, income lower than suggested by the RNPf, a higher number of patients per timeslot, and lack of personalized treatments for the elderly.

Some hypotheses help to explain these findings, such as the higher demand for Pilates in the marketplace, lack of information about elderly patients, the large demand for inspections against the small number of acting fiscal agents, lack of professionals with geriatric and gerontological qualifications, and others.

On the other hand, it was possible to note the advancement of the Pilates method, through the qualifications of the professionals in the field and the birth of new modalities, as well as a considerable presence of Pilates establishments in the studied neighbourhoods. This facilitates the access to the service to the local populace, especially to elderly citizens, who will not need to travel long distances to avail of the service.

New studies are suggested, factoring in other variables that characterize the services that use the Pilates method as a form of prevention, treatment and as health maintenance tool, contributing to the reflection about the necessity of the improvement of the service, so as to improve its quality and direct it to one's individual needs.

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## PROFILE OF THE SERVICE OFFERED TO THE ELDERLY BY PILATES ESTABLISHMENTS

### ABSTRACT

**Introduction:** In the past decade there has been a considerable increase in the number of establishments that offer the Pilates method as a treatment option or for the improvement of physical conditioning. Pilates may provide several benefits to the elderly population, and the demand for professionals specializing in this population is growing. **Objectives:** To delineate the profile of the service offered to the elderly by Pilates establishments in the city of Vitória/ES/Brazil. **Methodology:** Transversal descriptive study that interviewed professionals in charge of Pilates establishments in the neighbourhoods of Jardim da Penha and Mata da Praia. The data was analysed through descriptive statistics, frequency and percentage (qualitative data), average, minimum value, maximum value (quantitative data). **Results:** Fifteen establishments partook in the study, most of which labelled themselves as Pilates studios; 40% cater for 70 individuals a month, distributed in groups of two to four an hour; the age of patients/clients varied from 10 to 95 years old, 41.3% of them being over 60. All of the establishments employ a physiotherapist and 46.7% of them also employ physical education graduates who utilise the Pilates method. Payment for the service is made privately, normally every month, and the amount varies according to the number of weekly sessions. Different modalities are offered, with a particular emphasis on clinical/therapeutic Pilates. **Conclusions:** There are a considerable number of establishments that offer the Pilates method in the neighbourhoods comprised in this study, but most do not seem to offer an exclusive service directed to the elderly. On the other hand, many professionals seek to keep themselves updated in the different modalities of the method.

**Key words:** Pilates, Service, Elderly.

**PROFIL DE SERVICE PRÉSENTÉ PAR LES ÉTABLISSEMENTS DE PILATES AUX SENIORS****RÉSUMÉ**

Introduction: Au cours des dix dernières années, le nombre d'établissements proposant la méthode Pilates comme forme de traitement ou d'amélioration du conditionnement physique a considérablement augmenté. La méthode peut offrir plusieurs avantages aux personnes âgées et la demande de professionnels spécialisés dans ce public est en augmentation. Objectifs: Vérifier le profil des soins offerts aux personnes âgées par les établissements Pilates de la ville de Vitória / ES / Brésil. Méthodologie: Étude transversale descriptive auprès de professionnels responsables d'établissements Pilates situés dans les quartiers de Jardim da Penha et de Mata da Praia. Les données ont été analysées à l'aide de statistiques descriptives, fréquence et pourcentage (données qualitatives), moyenne, valeur minimale, valeur maximale (données quantitatives). Résultats: Quinze établissements à la majorité dénommés comme studio de Pilates ont participé à l'étude; 40% fréquentent en moyenne 70 personnes par mois, réparties en groupes de deux à quatre par heure; l'âge des patients / clients allait de 10 à 95 ans et 41,3% étaient âgés de plus de 60 ans. Tous les établissements ont des physiothérapeutes et 46,7% ont également des professionnels de l'éducation physique travaillant avec la méthode. Les frais sont collectés via un paiement privé généralement effectué chaque mois et leur montant varie en fonction du nombre de sessions hebdomadaires. Différentes modalités sont proposées, l'accent étant mis sur le Pilates clinique / thérapeutique. Conclusions: Il existe un nombre considérable d'établissements proposant la méthode Pilates dans les quartiers étudiés, mais la plupart ne semblent pas offrir aux personnes âgées des soins ciblés et exclusifs. En revanche, de nombreux professionnels essaient de se tenir au courant des différentes modalités de cette méthode. Différentes modalités sont proposées, l'accent étant mis sur le Pilates clinique / thérapeutique.

**Mots-clés:** Pilates, Assistance, Personnes Âgées.

**PERFIL DE ATENCIÓN OFERTADO POR LOS ESTABLECIMIENTOS DE PILATES A LOS ANCIANOS****RESUMEN**

Introducción: En la última década hubo un aumento considerable en el número de establecimientos que ofrecen el método Pilates como forma de tratamiento o mejora del acondicionamiento físico. El método puede proporcionar varios beneficios a la población anciana y la demanda de profesionales especializados en este público es cada vez mayor. Objetivos: Verificar el perfil de atención ofrecido a los ancianos por los establecimientos de Pilates en la ciudad de Vitória / ES / Brasil. Metodología: Estudio descriptivo transversal que entrevistó a los profesionales responsables de los establecimientos de Pilates ubicados en los barrios Jardim da Penha y Mata da Praia. Los datos fueron analizados a través de estadística descriptiva, frecuencia y porcentaje (datos cualitativos), promedio, valor mínimo, valor máximo (datos cuantitativos). Resultados: Participaron del estudio quince establecimientos en la mayoría denominados como estudio de Pilates; El 40% atiende en promedio a 70 individuos por mes, distribuidos en grupos de dos a cuatro por hora; la edad de los pacientes / clientes varía de 10 a 95 años, siendo que el 41,3% tiene más de 60 años. Todos los establecimientos poseen fisioterapeuta y el 46,7% también poseen el profesional de Educación Física actuando con el método. El cobro de los honorarios es a través de pago privado efectuado normalmente por mes y los valores varían de acuerdo con la cantidad de sesiones semanales. Diferentes modalidades son ofrecidas, con destaque para el Pilates clínico / terapéutico. Conclusiones: Existe un considerable número de establecimientos que ofrecen el método Pilates en los barrios estudiados, pero la mayoría parece no ofrecer a los ancianos una atención direccional y exclusiva; en contrapartida, gran parte de los profesionales buscan mantenerse actualizados y calificados en las diferentes modalidades de este método.

**Palabras clave:** Pilates, Atención, Ancianos.

**PERFIL DE ATENDIMENTO OFERTADO PELOS ESTABELECIMENTOS DE PILATES AOS IDOSOS****RESUMO**

Introdução: Na última década houve um aumento considerável no número de estabelecimentos que ofertam o método Pilates como forma de tratamento ou melhora do condicionamento físico. O método pode proporcionar vários benefícios à população idosa e a demanda por profissionais especializados neste público é crescente. Objetivos: Verificar o perfil de atendimento ofertado aos idosos pelos estabelecimentos de Pilates na cidade de Vitória/ES/Brasil. Metodologia: Estudo descritivo transversal que entrevistou os profissionais responsáveis pelos estabelecimentos de Pilates localizados nos bairros Jardim da Penha e Mata da Praia. Os dados foram analisados através de estatística descritiva, frequência e percentagem (dados qualitativos), média, valor mínimo, valor máximo (dados quantitativos). Resultados: Participaram do estudo quinze estabelecimentos na maioria denominados como estúdio de Pilates; 40% atendem em média 70 indivíduos por mês, distribuídos em grupos de dois até quatro por horário; a idade dos pacientes/clientes variou de 10 a 95 anos, sendo que 41,3% têm mais de 60 anos. Todos os estabelecimentos possuem fisioterapeuta e 46,7% também possuem o profissional de Educação Física atuando com o método. A cobrança dos honorários é através de pagamento particular efetuado normalmente por mês e os valores variam de acordo com a quantidade de sessões semanais. Diferentes modalidades são ofertadas, com destaque para o Pilates clínico/terapêutico. Conclusões: Existe um considerável número de estabelecimentos que ofertam o método Pilates nos bairros estudados, porém a maioria parece não ofertar aos idosos um atendimento direcionado e exclusivo; em contrapartida, muitos profissionais procuram manter-se atualizados nas diferentes modalidades deste método.

**Palavras-chave:** Pilates, Atendimento, Idosos.