

Hot Rock Treatment

What you need

- Candles
- Hot Rocks
- Saucepan to heat rocks in
- 2 towels
- Tongs to remove rocks
- Aromatherapy massage oil / vitamin A & E oil or nutrichoil
- Relaxation CD
- Start with same procedure of a SPA. Scrub hands with hand scrub and body micro dermabrasion on arm in bathroom – get to know guests
- Set up Hot Rocks in saucepan with cold water on low heat with lid on ...start the spa
- Introduce yourself again – ask guests how do you feel after the hand scrub?
- Thank hostess , talk about the company and why you joined. Talk about HOSTESS BOOKING OFFERS to wet their appetite be passionate
- Go through skincare product ranges , talk about the important 4 step programme that nutrimetics is famous for
- Hand out skin type indicators now and do the test get them to keep it by their side (reason we do this before hot stone so there is no oil on the skin)
- Now set the mood with candles – CD playing and attend to hot stones, turn heat to very low and take off lid
- Explain what a hot rock treatment is...they are special stones heated and applied to the body to promote deep tissue healing and relaxation. It helps with stiff muscles and poor circulation. 'Do the stress test'
- Place eye pads on everyone and spray face mist – while they are relaxing with the CD playing get them to do deep breathing and get them to relax their body starting from their feet moving up to the head and down to the hands, take them to a special place

where they can dream away...leave the room and attend to the rocks

- Remove hot rocks using tongs and place on towel
- Spray aromatherapy oil/nutri-rich etc on rocks and rub in
- Cover with towel and enter back into the relaxation room...get them to do 3 more deep breathes and remove their eye pads
- Give each person 2 hot stones in their hands and close hand do 3 deep breathes
- Place one stone on décolletage on the upper sternum
- Take one stone and do 3 slow spirals on the palm of hand...repeat on other hand
- Take the stone in one hand and slowly do 3 figure 8 massage movements on lower arm and then again on upper arm
- Repeat both procedures on other side
- Hold stone in one hand and take the other stone from your upper sternum and massage slowly across the top of your shoulders do swirl designs and repeat 3 times, then massage slowly on the back of the neck and side of neck gliding slowly – do this 3 times
- Now place stones on your temples and massage slowly doing figure 8 – repeat 3 times
- Then spiral massage on your forehead
- Slowly proceed down your cheeks doing spiral massage
- Very slowly proceed with spiral massage down your neck then down to the décolletage area – repeat 3 times
- Hold stones back into your palms, do 3 deep breathes
- Collect stones and apply spa hand creme
- Apply Nutri-Rich Oil / get them to try moist system, microderm and face peel on their neck ..talk ultra care range..show the raisins grapes cornflakes flip chart
- Talk on" care for your skin" and go through SPA sets catalogue.
- Hand out SPA themes/ folders/catalogues and explain all incentives if they book Microderm for \$10 and half price shopping
- Brag about the company's opportunity – talk about the kit (compare kit with spa set catalogue) compare the pair. Brag about raffle for 3 bookings
- Attend to their skin type indicators to see the result
- Select delivery date..do one on one close