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# Parafango Wrap Success Kit<sup>®</sup>



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## **PARAFANGO WRAP *SUCCESS KIT*®**

**Average Time:** 1 Hour

**Suggested Price:** \$95.00

### **Products**

- ❑ Parafango Warmer (C488T)
- ❑ 6.6 pounds Parafango (C471T)
- ❑ 7 oz. Cremfoliant (C483T)
- ❑ 7 oz. Lipo Aminocel (C484T)
- ❑ 17 oz. Lipo Aminocel (C485T)
- ❑ 7 oz. Amino Firm (C486T)
- ❑ 17.6 oz. Amino Firm (C487T)
- ❑ 20 Aminocel Ampoules (C489T)
- ❑ 20 Aminodren Ampoules (C490T)
- ❑ Plastic Film Roll (C493T)
- ❑ Body Brush (C462N)
- ❑ 3 Plastic Wrap Sheets (C5314T)
- ❑ Tape Measure (C494T)
- ❑ Plastic Sheet Cutter (C495T)
- ❑ Instructional DVD
- ❑ 50 Client Retail Brochures
- ❑ 10 samples

### **Additional Supplies Needed**

- ❑ Wool or Electric Blanket
- ❑ 2 Rubber Bowls
- ❑ Extra Brush or Spatula to mix Parafango

*Replacement products and supplies are available through Universal Companies.*

***Always check your state regulations to ensure that you are practicing within the scope of your license.***

**Procedure - Firming and Toning Treatment**

1. Prepare treatment table by placing linens in order of use: sheet, wool or heated blanket, and a plastic sheet.
2. Weigh the client. Measure the client above the knee, mid-thigh, and upper thigh. Assist the client onto the treatment table in the prone position.
3. Apply a light coat of **Cremfoliant** on the treatment area. Wait one minute and begin to gently rub the treatment area using circular motions. Once it is dry, dust off any remaining granules from the treatment area with a tissue.
4. Using a dropper, remove liquid from the desired serum ampoule and apply it using a gentle massage motion until it is absorbed over the entire treatment area.
  - **Aminocel** – Reduction of cellulite.
  - **Aminodren** – Firming and reduction of fluids.
5. Stir the **Parafango** using a body brush or spatula.

*Note: In order to maintain sanitary standards and ease customer concerns, it is suggested that you use a rubber bowl to dip the Parafango out of the heater. Pour it into a second rubber bowl and apply the Parafango onto your client's body from that bowl. If you need additional Parafango, stir the Parafango again with your clean spatula or brush and dip the Parafango out of the heater using the first rubber bowl.*

6. Using a body brush, apply **Parafango** over the treatment area to activate the ampoule ingredients and eliminate toxins. Use a cross hatch pattern - (Ex. For the first coat, apply Parafango on the client's leg moving from hip to knee and then for the second coat, apply Parafango around the leg.)
7. Wrap plastic film tightly four times around the treatment area.
8. Cover the client with the wool or heated blanket for 20 minutes. The heat source is an important part of the treatment to increase fluid circulation and improve the efficiency of the wrap.
9. Remove the blanket and peel back the plastic sheet or cut the plastic wrap down the center using the plastic sheet cutter. Peel the Parafango back.
10. Remove **Parafango** from the treatment area. (Any residue can be removed using a dry towel.)
11. Remove blanket, plastic sheet and **Parafango** using the roll technique. Client will now be on the clean sheet.

12. Apply the desired thermo-active cream using gentle upward strokes.

- ❑ **Amino Firm** – Firming and Toning
- ❑ **Lipo Aminocel** – Cellulite Reduction

*Note: The Lipo Aminocel contains a vasodilator that will probably make your client's skin turn very pink. Purplish splotches may also appear. The pinkness and splotches are normal and should go away after one and one-half to two hours.*

13. Measure the client again and record the measurements.

14. **Optional** - continue with a massage using a massage cream and techniques of choice.

*Note: If you used the Aminocel Ampoules in a cellulite treatment and are planning to do a massage, do not apply the Lipo Aminocel until after the massage is complete.*

### **Contraindications**

- ❑ Allergy to shell fish.
- ❑ It is **NOT** recommended to wrap a pregnant women's abdominal area or people with phlebitis or emphysema.
- ❑ Do not apply on warts, open cuts or wounds, recent scars, inflamed skin, areas affected by peripheral vascular disease, or when sensation in the extremity is reduced or absent.
- ❑ If your client is sensitive to temperature, you should patch test the inside of their wrist before applying. Discontinue the treatment if the Parafango feels too hot or too cold. This could indicate a possible physical problem.

### **Spa Prescription**

Increase revenue after this wonderful treatment by prescribing complementing home-care products and in-spa treatments. The handy *SpaScriptive*® pad in your kit is easy to fill out, easy for clients to follow, and allows you to keep a copy for your records.

### **Recommended Professional Follow-Up Treatment**

A minimum of 1 session a week for 5 weeks to tone and firm or a minimum of 1 session a week for 10 to 12 weeks for cellulite reduction.

### **Recommended Home Care Products**

- ❑ 7 oz. Gommage Integral (C541T)
- ❑ 7 oz. Lipo Aminocel (C484T)
- ❑ 7 oz. Amino Firm (C486T)
- ❑ Sisal Glove (C457N)

### **Complementary Treatment**

- ❑ Sweet Milk and Lavender Bud Facial (*Success Kit*® KMU248 available)
- ❑ Eco-Fin Luxury Hand & Foot Paraffin (*Success Kit*® KMU275 available)

**Tips for Making the Parafango Wrap a Truly Special Treatment**

- ❑ Perform a pressure point scalp massage while your guest is wrapped in Parafango.
- ❑ Place a cool compress on your guest's forehead.
- ❑ Place herbal eye pads over your guest's eyes during the treatment.
- ❑ Perform an eye/lip treatment during the wrap.
- ❑ As a complimentary service, offer to clean your client's jewelry during the treatment. An Hourglass Jewelry Cleaning Kit (C141T) is available from Universal Companies.

**Tips for Enhancing the Effectiveness of the Treatment**

- ❑ Enhance the treatment by strategically placing hot stones on the body.
- ❑ Stir the Parafango mixture frequently or the mud and paraffin will separate.
- ❑ Brushes that have been coated with Parafango are hard to clean. You might want to purchase large inexpensive, disposable brushes and then toss them after the treatment rather than trying to clean them.
- ❑ Recommend that your guest increase their intake of water for the next several days to continue to flush out toxins. Minimum – 8 to 10 glasses per day.
- ❑ Recommend that they take tepid showers rather than hot showers for the next few days.

**Creating Interest in the Treatment**

- ❑ Display the **Parafango Wrap** counter card in relaxation, retail, and/or changing areas to create interest in the treatment.
- ❑ People who are losing weight frequently have difficulty losing the “flab” on the back of their arms. You might offer a spot treatment for the arm as a complimentary treatment when performing other services. This should create interest in additional Parafango treatments.
- ❑ An application of Parafango on the chest is very effective in helping break up a chest cold. This service might be offered as a complementary treatment for a guest who is suffering from a cold. This should create interest in additional Parafango treatments.

**Creating Spa Ambiance**

- ❑ After the treatment, offer your guest a glass of iced tea or ice water with lemon.
- ❑ Tuck towels and other supplies out of sight so that your guest is not distracted by utilitarian objects.
- ❑ Place your trash can out of sight and prop the lid open slightly so that the lid won't clang every time you throw something away. The lids of Universal Companies trash cans have this feature (propping).
- ❑ Functional ambiance - Use bowls, baskets, and utensils from Universal's collections for your products and to organize your supplies. They are much more visually appealing than rubber bowls and traditional spa caddies.
- ❑ During the treatment, play music from Universal Companies *Prescriptive Music*® collection to enhance this getaway for the mind and body.
- ❑ Light an aromatherapy candle to set the desired mood.
- ❑ As an alternative aromatherapy experience, use one of Universal Companies Soapstone diffusers and any essential oil to create the desired mood or help relax your client. A battery-operated unit with a plug-in option is also available (CE10821).
- ❑ Have a salt lamp from Universal Companies operating in the room to cleanse the air.

- ❑ If state/local regulations prevent you from using actual candles, try an LED candle from Smart Candle®. They provide a long-lasting random light that simulates a wax candle flame perfectly.

**Creating Retail Opportunities**

- ❑ Create a display on the treatment room countertop, in the guest's changing area, or on a rolling cart placed near the treatment table of some complementary retail products.
- ❑ Have retail sizes of each of the recommended home-care products on hand. After the treatment, utilize the *SpaScriptive*® Pad for prescriptive selling, describing the benefits and usage of each of the Home Care Products:
- ❑ If the client expresses interest in purchasing one or more of the products, take the product from the display and walk with the guest to check out. If they are going to have another treatment, take the product(s) directly to checkout so that they will be there for the guest when they are ready to leave.

**Additional Information to Help Sell Retail Products**

<b>Product</b>	<b>Benefit</b>	<b>Usage</b>
Gommage Integral (C541T)	Gently removes dead skin cells and impurities from the surface of the skin.	Exfoliating shower gel for the face and body. Apply twice a week during a bath or shower with a light circular massage and rinse thoroughly with water.
Lipo Aminocel (C484T)	Designed to deeply penetrate the skin to increase cellular detoxification and reduce cellulite. Improves the microcirculation in areas with cellulite and increases the lipolytic effect, reducing fat retention and stimulating the elimination of liquids. Lengthens the activity time of the ampoule applied in order to maximize results.	Rub into cellulitic areas daily.
Amino Firm (C486T)	Strengthens existing fibers in the skin and tissues and increases elasticity after a cellulite treatment. It is a good anti-stretchmark cream. Effectively tones up the skin for a firmer, smoother, more resilient appearance.	Rub into cellulitic areas daily.

## **Parafango Paraffin**

Rich in minerals, Parafango Paraffin is a unique mixture of Paraffin and natural Fango Mud from the sea. It detoxifies and reduces cellulitic deposits while softening the skin. The combination of the thermal properties of paraffin and the detoxifying effects of the fango creates an effective treatment for inch loss and cellulite control. The warm parafango stimulates the lymphatic flow in the body and draws out toxins from around the fat cells. This simple and effective treatment will achieve lasting results, including loss of inches.

### **Ingredients:**

Fango is composed of the following minerals:

- ❑ Marine Silts - deep purifier and excellent conductor.
- ❑ Natural Clay - promotes heat retention.
- ❑ Silica - protects the skin.
- ❑ Sodium - regulates the osmotic and extracellular liquid balance.
- ❑ Magnesium - reduces the nervous system sensibility.
- ❑ Potassium - avoids muscle contraction
- ❑ Calcium - necessary for the normal activity of the nervous system.
- ❑ Brome - calming effect on the nervous system.
- ❑ Iodine - anti-inflammatory and disinfectant.

**Cremfoliant**

Exfoliating body cream-gel with minute apricot shell grains. It is designed to increase circulation and remove dead cell buildup to allow for better product penetration

*Ingredients:* Distilled Water, Propylene Glycol, Polyethylene, Apricot Seed Powder, Polyacrylamide, C13-14 Isoparaffin, Laureth-7, Triethanalamine, Carbomer, Diazolidinyl Urea, Fragrance, Methylchloroisothia-Zolinone , Methylisothiazolinone.

**Usage:**

Gently massage over the treatment area to remove dead skin cells. It does not require water for removal.

**Amionocel Ampoules**

Aminocel serum has a 3% concentration of alpha hydroxy acids for treating and reducing cellulite. It removes dead keratinized cells, reducing the compression of the skin surface while increasing its elasticity. This allows the aminophylline to better penetrate and improve the elimination of liquids. The iodinated extensin and guarana extract activate the lipolitic effect on fat, helping reduce the compact cellulite.

**Ingredients:**

Water, Propylene Glycol, Alcohol Denat, Iodized Hydrolyzed Extensin, Butcherbroom, Lemon Peel Extract, Guarana Extract, Passion Fruit, Lemon Extract, Pineapple Extract, Grape Extract, Aminophylline, Methylchloroisothiazolinone, Methylisothiazolinone.

**Usage:**

After exfoliating the area to be treated and spraying it with Cryotonic Wrapping Lotion (not included in Success Kit), rub the serum into the skin with circular movements until fully absorbed. Follow with an application of Parafango.

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**Aminodren Ampoules**

Aminodren is a concentrated serum with bladderwrack extract. It is designed to firm and reduce fluids in the body. A complex composed of marine seaweed that stimulates liquid drainage, it is ideal for inch loss treatments. It acts as an emollient on tissues, activating the lipolytic effect to reduce fat retention and improve the disposal of metabolic debris.

**Ingredients:**

Water, Propylene Glycol, Ginkgo Biloba Extract, Bladderwrack Extract, Alcohol Denat, Iodized Hydrolyzed Extensin And Butcherbroom Extract, Lemon Peel Extract, Guarana Extract, Caffeine, Carnitine, Methylchloroisothiazolinone, Methylisothiazolinone.

**Usage:**

After exfoliating the area to be treated and spraying it with Cryotonic Wrapping Lotion (not included in Success Kit), rub the serum into the skin with circular movements until fully absorbed.

**Lipo Aminocel**

Lipo Aminocel is a multiphase, thermoactive cream designed to deeply penetrate the skin to increase cellular detoxification. Caffeine, liposomes, and aminophylline in the product dilate blood vessels and produce lipolytic thermal effects, which creates 'tingling'. Lipo Aminocel improves the micro-circulation in areas with cellulite and increases the lipolytic effect, reducing fat retention and stimulating the elimination of liquids. It is used after Parafango treatments or as a home maintenance product. It lengthens the activity time of the ampoule applied during the Parafango treatment to maximize results.

**Ingredients:**

Water, Mineral oil, Isostearyl isostearate, cetyl alcohol, Ceteth-20, Steareth-20, Caprylic/capric triglycerides, Dimethicone copolyol, Glyceryl stearate, Distearmonium hectorite, propylene carbonate, Phenoxyethanol, Methylparaben, Butylparaben, Ethylparaben, Propylparaben, TEA-hydroiodide, Propylene glycol, Ivy extract, Lecithin, Caffeine, L-carnitine, Fragrance, Diazolidinyl urea, Methyl nicotinate, Methylchloroisothiazolinone, Methylisothiazolinone, Acrylates/carbamate copolymer, Retinol, Coumarin, Alpha-isomethyl ionone.

**Usage:**

Apply at the end of a Parafango treatment. For home use, apply daily every morning and night for at least one month. Massage with upward movements over thighs, hips, etc. After a bath or a shower. Wash your hands after each use.

*Note: This will make the skin turn very pink due to the vasodilator ingredients. The redness will dissipate after one to two hours.*

**Amino Firm**

Amino Firm is a multiphase reaffirming cream with extracts of elastin, collagen, and centella that strengthens existing fibers in the skin and tissues and increases elasticity after a cellulite treatment. It is a good anti-stretchmark cream. Its multiphased texture combines the advantages of a cream with those of a fluid emulsion to effectively tone up the skin for a firmer, smoother, more resilient appearance.

**Ingredients:**

Water, Mineral Oil, Octyldodecanol, Stearic Acid, Glyceryl Stearate, PEG-100 Stearate, Hydrolyzed Elastin, Hydrocotyl Extract, Propylene glycol, Methyl Silanol, Mannuronate, Triethanolamine, C11-C13 isoparaffin, Water, Alcohol Denat, Decyl polyglucose, Lady's Thistle Extract, Lady's Mantle Extract, Horsetail Extract, Soy germ extract, Wheat germ extract, Alfalfa extract, Radish extract, Phenoxyethanol, Methyparaben, Butylparaben, Ethylparaben, Propylparaben, Lactose, Non-fat dry milk, Whey protein, Soluble collagen, Diazolidinyl Urea, Dimethicone, Fragrance, Coumarin, Alpha-isomethyl ionone.

**Usage:**

Apply at the end of a Parafango treatment. For home use, apply daily every morning and night on the whole body, especially on areas that tend to need toning (gluteus, thighs, arms, and stomach). Recommended as a 3-week intensive treatment.

**Additional Notes**

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