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# Bamboo Beat Massage *Success Kit*<sup>®</sup>



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**BAMBOO BEAT MASSAGE *SUCCESS KIT*<sup>®</sup>****Average Time:** 50 Minutes**Suggested Price:** \$90

*This remarkable massage technique utilizes bamboo sticks as extension of the fingertips. The massage therapist will knead, roll, and tap the sticks along the body. There is a greater increase in circulation because there is more surface contact. You will feel all of the benefits of a great massage and more, when you enjoy this exceptional massage! Feel the beat!*

**Contraindications*****Do not perform massage over/on:***

- ◆ Do not apply pressure to bony prominences of the body.
- ◆ Do not perform on clients with cancer or undergoing chemotherapy.
- ◆ Do not perform on clients with diabetes mellitus.
- ◆ Do not perform on clients with osteoporosis.
- ◆ Do not perform on clients showing signs of breathlessness, pain, fluid retention, extreme pallor, swollen legs, or who have high blood pressure or a history of heart, circulatory, or respiratory disease. They should have clearance from their doctors before proceeding with the treatment.
- ◆ Do not perform massage on clients with hypertension.
- ◆ Do not perform on clients with the following conditions; thrombosis, phlebitis, or rheumatoid arthritis. Because massage stimulates circulation, it creates warmth within the body and can make inflammatory conditions worse.
- ◆ Do not perform on clients who have epilepsy or any kind of seizure-related disorder without their doctor's written approval.
- ◆ Avoid bruises, broken skin, skin lesions, skin infections, or other skin irritation that may be irritated by rubbing. This is likely to cause discomfort to the client.
- ◆ Avoid varicose veins or healed varicose ulcers. This would be very uncomfortable to the client and is not advisable due to the nature of the condition.
- ◆ Avoid the abdomen during pregnancy, or during the first few days of menstruation. Massage can increase blood flow.
- ◆ Avoid any recent scar tissue – anything from 4 to 6 weeks to 6 months depending on the nature and severity of the scar and the healing power of the client.

**Professional Products for Treatment**

- ◆ Bamboo Massage Stick Set with Instructional DVD (C3484T)

**Supplies not included in Success Kit<sup>®</sup>**

- ◆ Package of antibacterial wipes
- ◆ Heating Pad

*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.*

**Benefits to the Client of Bamboo Massage**

- ◆ Increased circulation due to more surface contact with the client's body.
- ◆ More pressure can be evenly administered to the client's body.
- ◆ Pressure is effectively maintained for longer periods of time.
- ◆ Allows deep tissue work for persons with body hair.
- ◆ The warmth from the bamboo aids in relaxation.
- ◆ Interesting service that feels great to the client.

**Benefits to the Massage Therapist:**

- ◆ Gives a break to overworked thumbs, wrists, and hands.
- ◆ Expend less energy than deep tissue with hands.
- ◆ Adds diversity to the menu of services.
- ◆ Easily combines with other modalities to enhance client's outcome.
- ◆ Promotes good health of therapist.

**Preparation**

1. Set heating pad on 166°F.
2. Insert heating pad into pillow case for sanitation.
3. Place bamboo tools on pad and fold over to warm tools for 30 minutes prior to service.

**Procedure**

1. Begin the massage with guest lying face up.
2. Place a bolster under the knees for added comfort.
3. Perform a forehead, temple, and scalp massage for 4 minutes. Pay special attention to the crown area on top of the head where most people carry a lot of tension.

4. Massage deeply around the temples and the base of the skull, where the neck muscles insert into the occipital bone.
5. Uncover one leg and apply your preferred massage lotion, cream, or oil to lubricate the area. While applying the massage product, identify any areas to avoid due to contraindications.
6. Begin with a full leg therapeutic hands-on massage to warm up the muscle groups.
7. Continue the full leg: place a **Bamboo-fusion<sup>®</sup> Warm Bamboo Massage Stick** in each hand; effleurage up both sides of the leg. Avoid the knee, never go over bones. Repeat three times.
8. Upper leg: place the **Warm Bamboo Massage Sticks** together above the knee and double roll up and down the entire quad. Repeat three times.
9. Complete the leg with percussion using the two **Warm Bamboo Massage Sticks**.
10. Redrape the leg.
11. Place the **Warm Bamboo Massage Sticks** within the heating pad to re-warm.
12. Repeat steps 5-11 on other the leg.
13. Uncover one arm and apply your preferred massage product to lubricate the area. While applying the product, massage to identify any areas to avoid due to contraindications.
14. Begin with a full arm therapeutic hands-on massage to warm up the muscle groups.
15. Continue with the top of arm: using one **Warm Bamboo Massage Stick** and effleurage: beginning at the wrist, slide up the arm to the shoulder and back down to the wrist. Avoid the elbow, never go over bones. Repeat three times.
16. For the under arm: pull the arm out and effleurage, starting at the wrist, slide up to the pec and back down to the wrist. Repeat three times.
17. For the palm, use the bottom of a **Warm Bamboo Massage Stick** and twist the end of the tool in the palm of the hand. Cover the entire palm with a firm twisting action.
18. Complete the arm with a light percussion using the two **Warm Bamboo Massage Sticks**.
19. Redrape the arm.
20. Place the **Warm Bamboo Massage Sticks** within the heating pad to re-warm.
21. Repeat Steps 13-19 on other arm.

22. Assist your guest in turning over using proper draping technique.
23. Uncover one leg and apply your preferred massage product to lubricate the area. While applying the product, massage to identify any areas to avoid due to contraindications.
24. Begin massaging the leg with a therapeutic hands-on massage to warm up the muscle groups.
25. Continue with the full leg: place a **Warm Bamboo Massage Stick** in each hand and starting above the ankle, effleurage inside and outside leg up the gluteal and back down. Repeat three times.
26. Upper leg: use a hand over hand placement with the **Warm Bamboo Massage Sticks** and knead the leg up to the gluteal and slide back down. Repeat three times.
27. Foot: with one **Short Bamboo Tool**, roll to the bottom of the foot and knead using both hands. Repeat three times.
28. Stand in front of the foot. Use the bottom of a **Warm Bamboo Massage Stick** and twist the end of tool in the bottom of the foot. Cover the entire sole of the foot with a firm twisting action.
29. Complete the leg massage with percussion using the two **Warm Bamboo Massage Sticks**.
30. Redrape the leg.
31. Place the **Warm Bamboo Massage Sticks** within the heating pad to re-warm.
32. Repeat steps 23-30 on other leg.
33. Uncover your client's back and apply your preferred massage product to lubricate the area. While applying the product, massage to identify any areas to avoid due to contraindications.
34. Begin the back with a therapeutic hands-on massage to warm the muscle groups.
35. Continue the back: place a **Warm Bamboo Massage Stick** in each hand; effleurage the entire back to warm up the muscle groups. Repeat three times.
36. Back: start at the base of the neck. Push down and back up the spine, over the arms and back. Repeat three times.
37. Back: using both hands, slide around the scapula. Repeat three times.
38. Back: use one **Warm Bamboo Massage Stick** and roll and hook under occipital ridge.

39. Back: next to the spine, use the heel of the palm, knead towards the gluteal and slide back. Use deep pressure next to the spine and light on the ribs.
40. Gluteals: working over the sheet, knead parallel to the gluteals on both sides.
41. Complete the back massage with percussion using the two **Warm Bamboo Massage Sticks**.
42. Redrape the back.
43. Place the **Warm Bamboo Massage Sticks** within the heating pad to re-warm.
44. Suggested Body Massage Schedule

	<i>50 minute</i>
Scalp	4
Front of legs	10
Arms	10
Back of legs	10
Back	16

45. Time may vary based upon client's objectives.
46. Keep at least one hand in touch with the body as much as is possible and try to make it feel like there is a bridge between the different techniques, rhythms and areas of the body you are working on.
47. Always start and finish a body segment with effleurage techniques and always finish your massage with a calming light final touch.
48. Remove the bolster.
49. Assist your client into an upright position and place a robe over your client's shoulders.
50. Advise your client to drink plenty of water.

### **Cleaning Bamboo Tools Between Sessions:**

Wipe the bamboo sticks with an antibacterial wipe to remove excess oils.

### **Spa Prescription**

Increase revenue after this wonderful treatment by prescribing complementing home-care products and in-spa treatments. The handy *SpaScriptive*<sup>®</sup> pad is easy to fill out and easy for clients to follow. (CL75 or CL76)

**Recommended Follow-Up Spa Treatment:**

- Once a month to maintain a healthy mind and body.

**Recommended Home-Care/Retail Products**

- ◆ 10 ml ESS<sup>®</sup> Essential Oil – Inspiration (ESR40)
- ◆ 10 ml ESS<sup>®</sup> Essential Oil – Balance (ESR42)
- ◆ 10 ml ESS<sup>®</sup> Essential Oil – Relaxation (ESR41)
- ◆ Soapstone Diffusers – 21201, 21210, 21212, 21211
- ◆ Portable Fan Diffuser (CE10821)

**Complementary Treatments**

- Stone Pedicure (*Success Kit* KMU242 or KMU243 available)

**Tips for Making the Bamboo Beat Massage a Truly Special Treatment**

- ◆ As a complimentary service, offer to clean your client's jewelry during the treatment. An Hourglass Jewelry Cleaning Kit is available from Universal Companies.
- ◆ Begin the treatment with an inhalation blend to relax the client. Put a drop or two of Relaxation Massage Oil Blend (ESP316) on your hands. Cup your hands slightly above the client's face and have them take a few slow relaxing breaths. Utilize visualization techniques to enhance the relaxation process.
- ◆ Place an herbal Eye Pack from the Spa Moments<sup>®</sup> collection over the client's eyes during the massage.
- ◆ During the scalp massage, use one of the ESS<sup>®</sup> Hair & Scalp Oils to perform the massage. Oils are designed to meet your client's individual hair types and needs: Dry Hair Blend (ESP329), Oily Hair Blend (ESP330); Luxury Blend (ESP328), Fine Hair Blend (ESP331), Argan Blend (ESR7582)
- ◆ Combine essential oils with an unscented massage oil to add aromatherapy benefits to the treatment.

**Creating Interest in the Treatment**

- ◆ Display the **Bamboo Beat Massage** counter card in a high traffic area to create interest in the treatment and retail.
- ◆ Add a bamboo plant to the display.
- ◆ Add some testers of the aromatherapy blends used during the treatment.



**Creating Spa Ambiance**

- ◆ Create a very earthy environment in the treatment room. Use natural colored sheets rather than white. If you are using aromatherapy, use earthy essential oils rather than floral oils.
- ◆ 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<sup>®</sup> collection to enhance this getaway for the mind and body.
- ◆ As an alternative aromatherapy experience, use one of Universal Companies Soapstone diffusers and any earthy smelling essential oil to create the desired mood or help relax your client. A battery-operated unit with a plug-in option is also available.
- ◆ 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<sup>®</sup>. They provide a long-lasting random light that simulates a wax candle flame perfectly.

**Creating Retail Opportunities**

- ◆ If the client expresses interest in purchasing one or more of your retail 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 Recommended Retail Products**

<b>Product</b>	<b>Benefit</b>	<b>Ingredients</b>	<b>Usage</b>
Soapstone Diffuser	Promotes relaxation	Soapstone	Aromatherapy
ESS <sup>®</sup> Essential Oil – Inspiration	Evokes a positive energy	Orange, bergamot, peppermint, cedar Himalayan, spearmint, lime, grapefruit, elemi, frankincense, cardamom	To be used for massage, bath or diffuser
ESS <sup>®</sup> Essential Oil - Balance	Promotes harmony within	French lavender, spikenard, Eucalyptus globules, balsam fir, cedar Himalayan, Spanish marjoram, frankincense	To be used for massage, bath or diffuser
ESS <sup>®</sup> Essential Oil - Relaxation	Relieves stress, induces relaxation	Tangerine, French lavender, Eucalyptus globules, lemongrass, patchouli, Spanish marjoram, petitgrain, sandalwood	To be used for massage, bath or diffuser

**Additional Notes**

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