
Plum Smooth[®] *Success Kit*[®]



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PLUM SMOOTH® *SUCCESS KIT*®**Products**

- ◆ 1-16 oz. Sweet Plum Soft Wax (PSW320)
- ◆ 1-16 oz. Peach Soft Wax (PSW307)
- ◆ 1-16 oz. Tea Tree Oil Soft Wax (PSW308)
- ◆ 1-16 oz. Honey Hard Wax (PSW311)
- ◆ 1-16 oz. White Hard Wax (PSW304)
- ◆ 1-16 oz. Brazilian Hard Wax (PSW306)
- ◆ 1 oz. Plumb Numb™ (PSW316)
- ◆ 16 oz. Plumb Clean™ (PSW321)
- ◆ 8 oz. Plumb Soothing™ (PSW314)
- ◆ 3.38 oz. Plumb Genius™ (PSW317)
- ◆ 100 3" x 9" Pellon Wax Strips (CX039T)
- ◆ 50 Hard Wax Tabs (PSW2638)
- ◆ 100 6" Wax Applicators (C953T)
- ◆ 100 Eye/Lip Applicators (C981T)
- ◆ Double Wax Warmer (C681T)

Additional Supplies

- ◆ Esthetic Wipes

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**Basic Steps for waxing.**

Hard Waxes (Honey Hard, White Hard, Brazilian) - These waxes are ideal for facial, underarm, and bikini waxing.

1. Have your client apply **Plumb Numb** 35-45 minutes prior to their appointment.
2. Using an esthetic wipe, apply **Plumb Clean** to the area to be waxed to remove body oils, perspiration, and makeup.
3. Apply the selected **Hard Wax** evenly with wax applicator.
 - Use an eye and lip applicator to apply the wax around the eyes and lips.
 - Use the 6" Disposable Wax Applicator for underarm and bikini waxing.
4. Press a **Hard Wax Tab** into the wax immediately after applying the wax.

5. Let wax set for a few seconds. Using the **Hard Wax Tab**, lift the cooled wax from the client's skin in a steady, even, quick motion. Make sure not to pull in an upwards motion, keep the wax close to skin.
6. Apply **Plumb Soothing** to the client's skin to soothe and calm irritated skin.
7. Send your client home with **Plumb Genius** to prevent rash and ingrown hairs.

Soft Waxes (Peach, Sweet Plum, Tea Tree) - These waxes are ideal for larger areas such as the legs, back, chest, and arms.

1. Have your client apply **Plumb Numb** 30 minutes prior to their appointment.
2. Using an esthetic wipe, apply **Plumb Clean** to the area to be waxed to remove body oils, perspiration, and makeup.
3. Apply selected **Soft Wax** with a 6" wax applicator.
4. Apply a **Pellon Strip** to the area you are waxing, leaving approx 2" at the end to create "a handle".
5. Gently rub the strip a few times to set the strip to the wax.
6. Using a quick even motion, remove the strip. Be careful not to pull in an upward motion, keep strip close to skin. When you pull up, you bruise the skin.
7. Apply **Plumb Soothing** to the client's skin to soothe and calm irritated skin.
8. Send your client home with **Plumb Genius** to prevent rash and ingrown hairs.

Tips for Enhancing the Effectiveness of the Treatment

- ◆ To make the hair removal service less painful, have the client apply **Plumb Numb** 30 minutes prior to the treatment.
- ◆ To prevent ingrown hairs and associated bumps, have the client apply **Plumb Genius** 2-3 times a day prior to the hair removal service and once a day after the treatment maintain the results.

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 Follow-Up Spa Treatment

- ◆ Schedule repeat treatment as needed to remove unwanted hair.

Recommended Home Care Products

- ◆ 8 oz. Plum Soothing (PSW314)
- ◆ 1 oz. Plumb Numb (PSW316)

Complementary Treatments

- ◆ Lash & Brow Tint (*Success Kit*® KMU401 available)
- ◆ I Curl Lash Perming (*Success Kit*® KMU268 available)
- ◆ Luscious Lash Perm (*Success Kit*® C1125T available)
- ◆ Lash Extensions (*Success Kit*® C1271T available)

Tips for Making the Plum Smooth Waxing a Truly Special Treatment

- ◆ 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.

Creating Interest in the Treatment

- ◆ Display the **Plum Smooth** counter card in relaxation, retail, and/or changing areas to create interest in the treatment.
- ◆ Add **Plumb Numb** and **Plumb Soothing** to the display.

Creating Spa Ambiance

- ◆ Tuck towels and other supplies out of sight so that utilitarian objects do not distract your guest.
- ◆ 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.
- ◆ Have a tabletop fountains operating in the treatment room.
- ◆ During the treatment, play music from Universal Companies *Spa Moments*® or Prescriptive Music® collections 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. 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®. They provide a long-lasting random light that simulates a wax candle flame perfectly.

Creating Retail Opportunities

- ◆ 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 the next treatment room or 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

Product	Benefit	Usage
Plumb Genius™	Helps prevent bumps associated with hair removal, ingrown hair, razor rash, and minor skin irritations.	Use 2-3 times a day prior to hair removal and then once a day to maintain.
Plumb Numb™	Provides temporary relief of discomfort and pain.	Apply 30 minutes before waxing.

Additional Notes

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universal companies
YOUR ONE SOURCE SPA SOLUTION

Universal Companies, Inc., 18260 Oak Park Drive, Abingdon, VA 24210

Phone: 800.558.5571 **Fax:** 800.237.7199

Web: www.universalcompanies.com

Email: info@universalcompanies.com

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