

# Natural Stone Massage Success Kit<sup>®</sup>



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**NATURAL STONE MASSAGE *SUCCESS KIT*®****Average Time:** 45 Minutes – 1 Hour**Suggested Price:** \$95**Contraindications**

- ◆ Do not perform on clients with diabetes, osteoporosis, or who are very thin skinned.

**Products**

- ◆ 59 Hot Stones (8 Small Stones, 12 Medium Stones, 12 Large Stones, 8 Facial Stones, 8 Toe Stones, 8 Spinal Layout Stones, 2 Palm/Gluteal Stones, 1 Sacral/Belly Stone) (CST34)
- ◆ Thermometer (C9357T)
- ◆ Optional Stone Heating Unit (C91297)
- ◆ Insulated Gloves (C458T)

**Additional Recommended Supplies**

- ◆ Towels
- ◆ Massage Oil

*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.***

**Considerations:**

- ◆ Hot stone massage can help release chronic muscular tension and pain, improve circulation, increase joint flexibility, reduce mental and physical fatigue and stress, promote faster healing of injured muscular tissue, improve posture and reduce blood pressure. Hot stone massage is also known to promote better sleep, improve concentration, reduce anxiety and create an overall sense of well-being.
  - ◆ A *contraindication* is any condition that renders a particular treatment improper or undesirable for a client. Each therapist must rely upon their professional training, whether licensed or not, to decide whether or not to treat a particular client. Remember: *When in doubt, refer out!* If there is any question as to if a stone massage could add to an existing health problem, refer the client to their primary care physician for evaluation. Two especially problematic conditions are osteoporosis (stones could damage already brittle bones) and diabetes (abrupt changes in temperature not advisable).
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- ◆ Use of intake health forms is highly advisable for this and all spa treatments, to alert therapist of client's current health conditions, and to establish client's acceptance of any risk and to state spa's liability status.
- ◆ Stones arrive in sealed plastic bags, coated with a processing oil from the tumbling and smoothing treatment. Stones should be boiled in the heating unit for one hour to release all of the processing oil. After boiling, stones should be washed and sanitized before being used in massage. The boiling also allows the heating unit to burn off any unpleasant odor common in new electrical circuits.
- ◆ Stones and heating unit should be sanitized between every client by spraying with alcohol or 10% bleach solution and wiping with a clean towel. At the end of workday, stones should be scrubbed with a brush in warm water with antibacterial soap or sea salt, then sanitized with alcohol or bleach solution and left to dry overnight.
- ◆ Selection of stones to use for treatment can be varied to accommodate therapist's hand size as well as client's musculature.
- ◆ As clients will at times be lying on the stones (spinal layout), treatment table must be adequately padded for client's comfort. A table with 4" foam may possibly be padded enough, but for maximum client enjoyment and for less padded tables, an extra sheep's wool cushion or table cover is advisable.
- ◆ To use hot stones as an add-on feature in facial rooms or nail rooms, a hot towel cabi or small towel-warmer unit may be used to heat a few stones. For full-body massage, a stone heating unit is best due to ease in retrieval and replacement of stones.
- ◆ Stone massage may be performed using therapist's choice of oil, lotion, or crème.

## **TECHNIQUES**

- ◆ Stones may be incorporated in whatever modality the therapist is comfortable and trained to perform. The deep heat provided is excellent for deep tissue Neuromuscular and Trigger Point work, and encourages a much deeper relaxation for Swedish and Esalen-style massages. Intrinsic energies in the stones may also be utilized in Chakra, Reiki, and other energetic healing techniques.
- ◆ Hot and cold stones may be used together in one treatment. Note effects of heat and cold:

**HEAT:**

- Increased circulation (blood and lymph)
- Increased metabolism
- Increased inflammation
- Decreased pain
- Decreased muscle spasm
- Decreased tissue stiffness

**COLD:**

- Increased stimulation
- Increased circulation
- Decreased inflammation
- Decreased pain
- Increased muscle tone
- Increased tissue stiffness

- ◆ The benefits of heat and cold application apply to the therapist as well as the client! Performing hot stone massage greatly benefits overworked hands and wrists.
- ◆ Stones are generally kept at about 125° for treatment. Temperature may be raised for stones to be used in spinal layout (which is covered with a towel) or to be heated more quickly. As when using conventional massage techniques, the experienced therapist will check in with the client to determine their comfort with the temperature or pressure being used.
- ◆ At first, many therapists feel awkward while learning to manipulate the stones, fearing that they have lost the sense of “feel” for the muscles they are treating. Keeping a beginners mind (remember your development in massage school for feeling muscles) and constant practice will enable the therapist to become adept and comfortable at using the stones as an extension of their hands.

**Procedure**

1. Fill heating unit with water so that the stones are fully submerged.
2. Set temperature to 120 degrees Fahrenheit. When the temperature has reached the recommended setting, turn dial to low setting and remove lid. Be cautious of the temperature when applying stones to client.
3. Always use a spoon or tongs to lift stones out of the heating unit. Allow stones to cool to a temperature that is comfortable to the client before applying.
4. Always use the thermometer to gauge temperature of stones.
5. To prevent unnecessary redness or irritation, avoid any bony surfaces.
6. Wipe excess water from stones and technician’s hands before applying to client.
7. Always check with your client to ensure that the temperature is comfortable.
8. All normal contraindications apply including osteoporosis, diabetes, rosecea, and couperose skin.
9. After applying a lubricant, rotate the stones in your hands gauging the temperature before you begin the stone massage. Never apply the stones directly onto the client’s skin after you retrieve them from the heating unit

**Cleaning Stones Between Sessions:**

1. Turn heating unit off.
2. Remove stones from heating unit and place stones on a towel.
3. Empty heating unit bin of water and spray with alcohol, then wipe dry. Return bin back into heating unit.
4. Spray used stones with alcohol or antibacterial soap and place stones back into the heating unit bin.
5. Refill with hot water. Turn the heating unit back on and set at recommended temperature.

**Cleaning Stones at the End of the Day:**

1. Turn heating unit off.
2. Remove stones from heating unit and place in hot water and anti-bacterial soap. Wash each stone individually and place on a towel to dry.
3. Empty heating unit bin water and spray with alcohol, then wipe dry. Return bin back into heating unit.
4. Place stones back into bin.
5. Do not turn heating unit back on until you are ready to use the stones for a treatment.

**To Learn More About Stone Massage Techniques**

A number of resources are available including the following videos:

- ◆ Hot Stone Esthetics DVD (C79331)
- ◆ Introductory Stone Massage (DVD & Manual) (C79265)
- ◆ Hot and Cold Stone Massage (DVD & Manual) (C79267)
- ◆ The Art & Practice of Stone Massage (DVD) (C79171)
- ◆ Healing Temperatures: A Journey With Stones (DVD) (C79294)

**Recommended Home-Care Regimen/Professional Follow-Up Treatments**

Increase revenue after this wonderful treatment by prescribing complementing home-care products and in-spa treatments. The handy Spa Prescription 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:**

- 1 treatment per month

**Complementary Treatments:**

- ◆ Hot Stone Pedicure (Success Kit available (KMU242))

**Recommended Home Care Products**

- ◆ 8 oz. Chocolate Raspberry Oil (SP281)
- ◆ 8 oz. Chocolate Cherry (SP282)
- ◆ 8 oz. Chocolate Mint (SP283)
- ◆ 8 oz. Chocolate Cake (SP284)

**Tips for Making the Natural Stone 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 an essential oil combined with a carrier oil 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 over the client's eyes during the massage.

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

- ◆ Combine essential oils with an unscented massage oil to add aromatherapy benefits to the treatment.
- ◆ To increase the sensuality of the experience, use one of Universal's Chocolate Massage Oils.
- ◆ 8 oz. Chocolate Raspberry Oil (ESP921)
- ◆ 8 oz. Chocolate Cherry (ESP923)
- ◆ 8 oz. Chocolate Mint (ESP925)
- ◆ 8 oz. Chocolate Cake (ESP927)

**Creating Interest in the Treatment**

- ◆ Display the **Natural Stone Massage** counter card in relaxation, retail, and/or changing areas to create interest in the treatment.
- ◆ Create a display of stones, menu cards, and the retail bath and body oils. You might want to add a water fountain that incorporates stones to the display.

**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.



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### Creating Retail Opportunities

- ◆ Repackage small stones in attractive bags for use at home and offer them for sale.
  - 8 Toe Stones
  - 2-4 Small body stones
- ◆ Have recommended home-care products on hand. After the treatment, utilize the *SpaScriptive*<sup>®</sup> 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
8 oz. Chocolate Raspberry Oil (SP281))	Chocolate provides an uplifting atmosphere releasing endorphins as a mood stabilizer. Raspberry is described as an astringent and moisturizing tonic.	Can be used as a bath, massage, or moisturizing oil.
8 oz. Chocolate Cherry (SP282))	Chocolate provides an uplifting atmosphere releasing endorphins as a mood stabilizer. Cherry is soothing.	Can be used as a bath, massage, or moisturizing oil.
8 oz. Chocolate Mint (SP283)	Chocolate provides an uplifting atmosphere releasing endorphins as a mood stabilizer. Mint has stimulating properties.	Can be used as a bath, massage, or moisturizing oil.
8 oz. Chocolate Cake (SP284)	Chocolate provides an uplifting atmosphere releasing endorphins as a mood stabilizer.	Can be used as a bath, massage, or moisturizing oil.

**Additional Notes**

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