
eco-fin[®]
Luxury Hand & Foot
Success Kit[®]



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***ECO-FIN*® LUXURY HAND & FOOT *SUCCESS KIT*®**

Average Time: 10-15 minutes

Suggested Price: \$15-\$35

Products

- ❑ 80 Happy *eco-fin*™ Cubes (C3586)
- ❑ 80 Escape *eco-fin*™ Cubes (C3590)
- ❑ 100 Biodegradable Liners (C226T)
- ❑ 1 set of Herbal Eco-Mitts (C3598)
- ❑ 1 set of Herbal Eco-Booties (C3599)
- ❑ 1 set of Eco-Sleeves for Mitts (C3600)
- ❑ 1 set of Eco-Sleeves for Booties (C3601)
- ❑ 2 Finishing Sprays (C3605)

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.

Additional Recommended Treatment Components:

- ❑ **Mitt/Bootie Biodegradable Liners** – A clear liner that is biodegradable and compostable.
- ❑ **Muslin Eco Sleeve** – Soft and flexible – provides a barrier between the Liner and the heat source. Machine washable.
- ❑ **Herbal Eco-Mitt and Booties** – Filled with natural herbs, they provide soothing warmth to help natural *eco-fin* absorb into the skin.
- ❑ ***eco-fin*™ Finishing Spray** – For use after *eco-fin* Treatments. helps remove excess oils from the skin.

Preparation

Have your guest select the variety of *eco-fin* they would like to use during their treatment.

- Happy *eco-fin* - Raspberry/Grapefruit Blend
- Escape *eco-fin* - Peppermint Essence

A. Directions: For Hot Cabi

- ❑ Note: Preheat your Hot Towel Cabi for at least 1 hour before your first treatment.
- ❑ Put one eco-friendly **Mitt/Bootie Biodegradable Liner** into each **Muslin Eco Sleeve** and roll the edge of the **Liner** over the cuff of the **Sleeve**.
- ❑ Drop one *eco-fin* **Cube** into each **Liner** and roll the **Sleeve** over itself into a tidy roll. Once your client has agreed to receive this add-on, place the prepared roll inside the Hot Towel Cabi for a minimum of 25 minutes. Warm with dry heat only. For convenience you may prepare several rolls for guests ahead of time and allow them to set in the cabi for 3-4 hours.
- ❑ Unroll the **Muslin Eco Sleeve** containing the **Biodegradable Liner** and *eco-fin* **Cube** and slide it onto your guest's hand or foot. Help disperse the rich emulsion evenly by massaging it over the hands or feet. Place warm **Herbal or Electric Mitts/Booties** on your guest's hands or feet.
- ❑ For massage add-ons: *Apply as directed while client is positioned face up.*
- ❑ To complete the treatment, follow the **To Finish! Step** (found below).
- ❑ Alternatively, you may place *eco-fin* **Cubes** in a Rubber Mixing Bowl and put the bowl in the Hot Towel Cabi to melt. Then apply the melted *eco-fin* with a Fan Brush to your client's hands or feet followed by the **Biodegradable Liner, Muslin Eco Sleeve, and Herbal or Electric Mitts/Booties**.

**B. Directions: For Electric Booties/Mitts**

- ❑ Put one *eco-fin* **Cube** into each **Biodegradable Liner** and place one **Liner** into each **Electric Bootie/Mitt** with the open end of the Liner and Mitt/Bootie at same end. If the Electric Mitt/Bootie is set on High, the *eco-fin* **Cube** usually melts in approximately 20 minutes. Once melted, you may want to reduce the heat of the Electric Mitts/Booties to medium or low depending on client comfort.
- ❑ After *eco-fin* **Cube has melted**, slip the Electric Mitts/Booties over the hands/feet.
- ❑ To complete the treatment, follow the *To Finish! Step* (found below).

C. Directions: For Bowl with Hot Water

- ❑ Put one *eco-fin* Cube into each **Biodegradable Liner** and place the **Liner** in a bowl of hot water allowing the open edge of the **Liner** to hang over side of bowl. *Do not allow the open end of the Liner to slip under the water.* If the **Liner** floats to the top, simply use a utensil to hold the end of the **Liner** containing the *eco-fin* Cube under water. Melt time is approximately 5 minutes.
- ❑ After the *eco-fin* Cube has melted, slide the **Liner** containing the melted *eco-fin* onto your guest's hands or feet. Help disperse the rich emulsion evenly by massaging it over the hands or feet. Slip the **Muslin Eco Sleeve** over your guest's hands/feet. Then, place warm **Herbal or Electric Mitts/Booties** on your guest's hands or feet.
- ❑ To complete the treatment, follow the *To Finish! Step* (found below).

D. Directions: For Product Warmers or The Orb

- ❑ You should test your warmers to see if you can safely heat *eco-fin*. Lotion/Oil/Mud Warmers and Petite Paraffin Warmers can be used to warm your *eco-fin* Cubes for hand/foot treatments. Test your warmer for melt time, safety, and a comfortable guest temperature prior to introducing this method and service.
- ❑ If using the Orb, place two cubes inside; they will melt in approximately 2 minutes.
- ❑ Once you have warmed/melted your *eco-fin* Cubes, you can apply melted *eco-fin* directly on your client's hands/feet with a fan brush or massage the product on with your hands. Then put on the **Biodegradable Mitt/Bootie Liners, Muslin Eco Sleeves, and Herbal or Electric Mitts/Booties** on the client and follow the *To Finish! steps* (found below).
- ❑ Alternatively, you can pour a small amount of *eco-fin* into the liner and follow the directions above.

To Finish! These steps work with directions A, B, C & D.

- ❑ After 10 to 15 minutes, remove the **Mitts/Booties** and **Liners** and massage remaining emulsion into hands and forearms or feet and legs. Discard the used **Liners** and reuse the **Muslin Eco Sleeve** and **Herbal or Electric Mitts/Booties**.
- ❑ Hydrate, soothe and remove - Place a hand towel under the treated hand/foot, leaving enough free to wrap and dry the arm. Using the *eco-fin* **Pure Aloe Finishing Spray**, lightly spritz the treated area. Massage and buff with the hand towel until skin appears dry. This step allows the extra oils to disperse, yet keeps the skin nicely moisturized and hydrated.

Note: For convenience, you can order extra Eco-Sleeves for Mitts and Eco-Sleeves for Booties and prepare several rolls ahead of time. They can be kept warm in your hot towel cabi, or you can warm the liner ONLY in the microwave for approximately 30 seconds before inserting it into the sleeve. Use caution when using microwaves as they vary and may require less heating time. Overheating can melt the plastic liners.

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

- ❑ Repeat the treatment every 4 to 6 weeks to keep the hands/feet and nails moisturized and nourished.

Complementary Treatments

- ❑ Sweet Milk & Lavender Bud Facial (*Success Kit* KMU248 is available)
- ❑ Deep Lavender Body Treatment (*Success Kit* KMU249 is available)
- ❑ Herbal Benefit Massage (*Success Kit* KMU408 is available)

Recommended Home Care Products

- ❑ “The Balm” (Happy: C3730, Escape: C3731, Dream: C3736, Reverie: C3737)
- ❑ “Aroma-Rollies” (Happy: C3738, Escape: C3741, Dream: C3739, Reverie: C3740)
- ❑ Herbal Scarf with Mitts (C3658)
- ❑ 0.5 fl. oz. Protein Boost® (Protein Nail Strengthener/Fortifier) (SR82235)
- ❑ 0.5 fl. oz. Nutri-Thick® (Growth Support for thick Nails) (SR82230)
- ❑ 0.5 fl. oz. Resurface™ Smoothing Basecoat (SR82205)
- ❑ 0.5 fl. oz. Lacquer Lock® Basecoat (SR82100)
- ❑ 0.17 fl. oz. Multi-Tasker® (Base & Topcoat in One) (SR82110)
- ❑ 0.5 fl. oz. Impeccable™ (Chip-Resistant Topcoat) (SR82115)
- ❑ 0.5 fl. oz. Cuti-Cocktail® (Nail and Cuticle Oil) (SR82155)
- ❑ 0.5 fl. oz. Farewell® (Helps Fight Fungus) (SR82140)
- ❑ 0.5 fl. oz. Toute De Suite® (Quick Dry Topcoat) (SR82125)
- ❑ 0.5 fl. oz. Andale™ Dry and Shine Drops (SR82160)
- ❑ 1 fl. oz. Cuti-Quench® (Cuticle and Skin Conditioning Crème) (SR82137)
- ❑ 0.5 fl. oz. Cuti-Clean® (Cuticle and Stain Remover) (SR82145)
- ❑ 1 fl. oz. Cuti-Treat™ (Growth Support for Thin Nails) (SR82132)
- ❑ 0.6 fl. oz. Cuti-Cocktail® Pen Pusher (Cuticle and Skin Conditioning Crème) (SR82159)
- ❑ 4 fl. oz. Fluent® (Gentle Conditioning Lacquer Remover) (SR82510)
- ❑ 4 fl. oz. Fluent® (Extra Strength Conditioning Lacquer Remover) (SR82500)
- ❑ 2 fl. oz. Nail Lacquer Thinner (Restores Life to Thickened Nail Lacquer) (SR82505)
- ❑ 0.5 fl. oz. Truebond™ Primer for Natural Nails (SR82175)
- ❑ 0.5 fl. oz. Truebond™ Strong Hold Basecoat (SR82200)
- ❑ 0.5 fl. oz. Truebond™ Strong Hold Topcoat (SR82215)
- ❑ 1.7 fl. oz. Handprint® Hydrating Hand Salve (SR82165)
- ❑ 1 fl. oz. Handprint® Hand Serum (SR82164)
- ❑ 3.4 fl. oz. Sole Mate® Hydrating Foot Balm (SR82170)
- ❑ 4 fl. oz. Sole Mate® Callus Remover (SR82565)

Tips for Making the *eco-fin* Luxury Hand & Foot Treatment a Truly Special Treatment

- ❑ Offer to clean your guest's jewelry while the treatment is being performed. A jewelry cleaning kit is available from Universal Companies.
- ❑ Place a heated herbal wrap around the client's shoulders during the treatment.
- ❑ During foot treatments, place the Herbal Scarf with Mitts around the client's neck and hands.
- ❑ Follow the treatment by grooming/finishing the client's nails.

Tips for Enhancing the Effectiveness of the Treatment

- ❑ Apply a scrub to the your guest's arms/legs prior to the *eco-fin* treatment.

Creating Interest in the Treatment

- ❑ Display the *eco-fin* counter card in relaxation, retail, and/or changing areas to create interest in the treatment.

Creating Spa Ambiance

- ❑ 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 new 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 fountain operating in the treatment room.
- ❑ During the treatment, play music from the 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. 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 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
The Balm	Great for dry hair ends, lips, cuticles, knees, elbows, and feet. <ul style="list-style-type: none"> - Happy: uplifting - Escape: stimulate & rejuvenate - Dream: subtle warmth & inspiration - Reverie: sweet relaxation 	Apply to any dry area.
Aroma-Rollies	Roll on the skin to achieve desired result: <ul style="list-style-type: none"> - Happy: uplifting - Escape: stimulate & rejuvenate - Dream: subtle warmth & inspiration - Reverie: sweet relaxation 	<ul style="list-style-type: none"> - Convenient roll-on - Natural scent - Has a nourishing base of jojoba and coconut oils.
Herbal Scarf with Mitts	<ul style="list-style-type: none"> - Neck and pockets are lined with 12 natural herbs and grains. - Has 2 deep pockets to keep cell phone and keys accessible while keeping hands cozy. 	Heat in microwave for long-lasting warmth.
Protein Boost [®] (Protein Nail Fortifier)	Oat and Soy Proteins to bind the nail layers preventing splitting and peeling, with Cactus and Cucumber extracts to restore and maintain moisture in the nails, improving flexibility and reducing breakage.	Apply as a basecoat, use alone or with SpaRitual lacquer. As a treatment, reapply daily for 7 days. As the nail condition is restored, use every 3-4 days.
Nutri-Thick [®] (Growth Support for Thin Nails)	Calcium and Wheat Protein nourish thin nails while Green Tea and Ginkgo Biloba stimulate nail growth for stronger, more resilient nails.	Apply as a basecoat, use alone or with SpaRitual lacquer. As a treatment, reapply daily for 7 days. As the nail condition is restored, use weekly.
Resurface [®] (Primer for Ridged Nails)	Hemp Fibers and Soy Protein smooth imperfections and provide external reinforcement to ridged nails, Aloe Vera and Bamboo deeply hydrate the nails for flexible, strengthening support.	Apply as a basecoat, use alone or with SpaRitual lacquer. Use with HandPrint [™] Hydrating Hand Salve during the day to promote healthy hydrated hands and cuticles.

Product	Benefit	Usage
Lacquer Lock® (Colorstay Basecoat)	Specifically formulated to bond nail lacquer to nails.	Use as basecoat for lasting lacquer wear.
Multi-Tasker® (Base & Topcoat in One)	Provides a perfect foundation and a sleek, high-gloss, UV protective finish	Use as a basecoat, follow with 2 coats of SpaRitual lacquer, use again as a topcoat.
Impeccable® (Chip-Resistant Topcoat)	Protects and seals color with special polymers, giving nails superb shine. Nail lacquer resists chipping and peeling for lasting hand and foot rituals.	Use one coat as a topcoat for shine.
Cuti-Cocktail® (Nail and Cuticle Oil)	Conditions cuticles and promotes healthy nail growth.	Massage one drop into cuticles, on bare or polished nails just before bedtime.
Farewell® (Helps Fight Fungus)	Powerful antibacterial and antioxidant helps prevent the spread of fungus and bacteria. Promotes clear, healthy, well-conditioned nails.	Clean nails with soap and water and thoroughly dry before each application. Apply Farewell to affected areas on fingernails or toenails. Do not rinse.
Toute De Suite® (Quick Dry Topcoat)	Penetrates and dries all coats of nail lacquer quickly, preventing lacquer from chipping and fading.	Apply after applying nail lacquer.
Andale® (Dry and Shine Drops)	Delivers a chip-free coat of shine while drying in seconds. Nails are luminous and protected.	Apply one drop onto each nail after applying SpaRitual nail lacquer and top coat to accelerate lacquer dry time.
Cuti-Quench® (Cuticle and Skin Conditioning Crème)	Delivers vital moisture repair to dry brittle nails and cracked cuticles.	Apply morning and night to the base of the nail and massage into the cuticle.
Cuti-Clean® (Cuticle and Stain Remover)	Gently softens cuticles while removing stains and dead tissue.	Gently softens cuticles while removing stains and dead tissue.
Cuti-Treat™ Cuticle Gel (Growth Support for Thin Nails)	Offers nourishing growth support for thin, weak nails by treating damaged cuticles.	Apply morning and night to the base of the nail and massage into the cuticle.
Cuti-Cocktail® Pen Pusher (Cuticle and Skin Conditioning Crème)	Penetrates nail matrix to condition cuticles and promote healthy nail growth. Helps prevent hangnails, rough cuticles. Encourages healthy, strong nail growth.	Apply oil to cuticles and nails. Gently push back the cuticles using the cuticle pusher provided on the cap. Apply throughout the day as needed.
Fluent® (Gentle and Extra Strength Conditioning Lacquer Remover)	Contains sugar derived solvents to remove lacquer effectively.	Moisten a cotton pad with remover and apply to nail surface to soften lacquer. Wipe polish from nail base to nail tip until all lacquer is removed.
Nail Lacquer Thinner (Restores Life to Thickened Nail Lacquer)	Thins thickened nail lacquer. Extends the life of your favorite Nail Lacquer.	Apply 1 - 2 drops to thickened nail lacquer. Shake well. Add more as necessary. May also be used for cleaning nail brushes

Product	Benefit	Usage
Truebond™ Primer for Natural Nails	Clears the nail bed of surface residue to create an optimal foundation for nail lacquer adhesion and extended manicure wear.	Apply 1 coat of TrueBond Primer for Natural Nails to thoroughly cleaned and prepped nails. Allow to dry completely. Do not apply any oil or moisturizers to the nails. Follow immediately with TrueBond Stronghold Basecoat. Allow basecoat to dry completely. Follow immediately with 2 coats of SpaRitual nail lacquer. Apply 1 coat of TrueBond Stronghold Topcoat evenly over polished nails. Allow to dry completely.
Truebond™ Strong Hold Basecoat	Features advanced polymer technology to bond nail lacquer to nails.	
Truebond™ Strong Hold Topcoat	Creates a powerful shield for shatterproof color. This quick dry formula provides flawless and durable shine that works to resist chipping and peeling.	
Handprint® Hydrating Hand Salve	Moisturizes, repairs, and provide a breathable layer of protection to dry, active hands.	Use to rejuvenate and hydrate the hands throughout the day, before bed or after your morning shower.
Handprint® Hand Serum	Slows the effects of environmental damage while restoring the skin's elasticity, texture, and complexion leaving hands smooth and supple.	Use to rejuvenate and hydrate the hands throughout the day, before bed or after your morning shower.
Sole Mate® Hydrating Foot Balm	Helps repair, soothe, revitalize and protect dry, tired feet. hydrate and protect extremely dry, cracked skin. Helps dissolve and soften thick calluses with natural disinfecting properties.	Use to rejuvenate, hydrate and protect the feet, before bed or after your morning shower. For extra hydration apply before bedtime and slip on a pair of socks.
Sole Mate® Callus Remover	Dissolves thick, callused without stripping the skin of essential moisture.	Use with the SpaRitual Eco Foot Files to slough off the dead callused skin and Sole Mate Hydrating Foot Balm to moisturize.

eco-fin™ - Eco-Friendly Paraffin Alternative

This is truly a healthy, nourishing hand/foot treatment because it is made with 100% natural plant-based emollients and pure essential oils. No petroleum, artificial dyes, or synthetic fragrances!

- ❑ Happy offers a playful blend of raspberry and grapefruit.
- ❑ Escape features clean, cool peppermint.

Ingredients:

100% natural ingredients of palm kernel oil, soy oil, shea butter, jojoba oil, vitamin E, organic coconut oil, organic olive oil, natural and organic aromas and/or essential oils.

eco-fin™ Finishing Spray

This 100% natural finishing spray is excellent for use after *eco-fin* treatments. It's refreshing and soothing, and you can customize it with your own essential oils! It contains organic aloe which provides nutritive vitamins, minerals, antioxidants, enzymes and amino acids to the skin.

Ingredients

100% Organic Aloe, *Ionicera Japonica* (Japanese Honeysuckle), Polyglyceryl Caprate.

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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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