# therma Bliss® Stones & Charges

### **Advanced, Sanitary Thermal Wellness Massage**

Lead your Spa and your staff confidently into the future of massage and eliminate all the drawbacks of traditionally porous massage stones with the benefits of advanced therma*Bliss®* **Stones & Charges.** Activated with natural minerals and water, therma*Bliss* **Stones** represent a harmonious and synergistic blend of Mother Earth's essential minerals, hand-crafted into an award-winning, feature rich, thermal wellness massage tool with game-changing self-heating benefits for spa clients, therapists, spa owner/operators and our global spa industry.

therma*Bliss* Stones are of the Earth and crafted by human hands for the most decerning spa practitioners.

Sanitary and non-porous, therma*Bliss* Stones are brilliantly formed porcelain stones with powerful thermal-dynamic properties made from our Earth's natural minerals *kaolin*, *feldspar*, *quartz* and *clay* then, fired in a high-bisque kiln and refined to a highly vitrified, glass-like density for both beauty and durability. Select the desired therma*Bliss* Charge to energize your stones with unique heated and chilled blends of some of our Earth's most powerful natural minerals magnesium, iron, salt and finally, add life-giving water to activate for sustainable and lasting, on-demand heated or chilled massage.

Like regular stones but more effective, therma*Bliss* Stones are made from Earth's minerals to deliver instant and lasting enhanced treatment benefits with ergonomic features that simultaneously help protect our valued therapists from soft-tissue repetitive stress injuries. therma*Bliss* Massage technology harnesses the energy of Earth's natural mineral elements for the world's safest, most advanced, client-exclusive thermal massage experience.

### What is in a therma Bliss® Stone?

**Porcelain** is a highly refined ceramic with the highest level of mechanical resistance, low porosity and high density, which, on a daily basis, provide it with durability, innocuity (safe for the body), soft touch and beauty.

**Kaolin** is a naturally white, soft powder consisting principally of the mineral kaolinite and contains varying amounts of other minerals such as muscovite, quartz, feldspar, and anatase.

**Feldspar** is of a group of rock-forming tectosilicate minerals that make up about 41% of the Earth's continental crust by weight. Feldspars crystallize from magma as both intrusive and extrusive igneous rocks and are also present in many types of metamorphic rock.

**Quartz** is one of the most common minerals in the Earth's crust. It is found in all forms of rock: igneous, metamorphic, and sedimentary. Quartz is physically and chemically resistant to weathering. When quartz-bearing rocks become weathered and eroded, the grains of resistant quartz are concentrated in the soil, in rivers, and on beaches. The white sands typically found in riverbeds and on beaches are usually composed mainly of quartz, with some white or pink feldspar as well.

**Clay** is not a single mineral, but several minerals. Clays fall into six general categories: kaolin, ball clays, fire clays, bentonite, common clays and Fuller's Earth. Clays are abundant and common all over the world.





## Each hand-crafted therma Bliss Stone is equipped with every vital ergonomic massage tool feature:

- 1. CROWN: 2" x 3" broad top side for maximum heat distribution into the larger areas of the body
- 2. THUMB POINT: Unique knob feature for heated release of trigger points during deep tissue work
- 3. THE EDGE: 3" innovative edge feature for stripping and lifting like a gua sha tool during facials
- 4. ROUNDED SIDE: 3" long curved side for distributing heat to heavily muscled areas
- 5. BALL END: 1 1/4" ball end for heated deep tissue and general thermal wellness massage
- 6. CAP SIDE: 3 ½" flat side with silicone cap for additional heat distribution

## What are the advantages compared to traditional hot stones?

- Sanitizes & Disinfects in Under 60 Seconds
- Sterilizes easily in an Autoclave
- o Non-Porous, Ergonomic Ceramic Stone
- Self-Heating Mineral Technology, H<sub>2</sub>O Activated
- o Continuous Heat for 100% Client Touch-Time
- o Every Major Massage Tool Feature on Each Stone
- o Just 1 or 2 Stones per 90-Minute Service
- Client-Exclusive, Sanitary Treatments
- o No Electrical Appliances, Batteries or Cables
- Lightweight, Portable and Ideal for Mobile Spa
- o Enhancements On-Demand Anywhere!

### What are they made off?

therma*Bliss* Stones are hand-made from Earth's sustainable minerals in highly vitrified porcelain ceramic with a non-porous kiln fired enamel exterior, including the fine texture, which enhances grip when used with oil or lotion yet is easily sanitized and disinfected.

### Why is the stone lightly textured? Will it absorb bacteria as not a completely smooth surface?

The fine texture, which goes unnoticed by the client is also non-porous, helps with grip when used with a glide agent (i.e., oil or lotion). therma*Bliss* Stones including their fine texture are highly vitrified and non-porous so they will not absorb bacteria.

#### Are they easily cleaned, sanitized and disinfected? Also, can they be sterilized?

therma*Bliss* Stones sanitize and disinfect in under 60 seconds with an approved disinfectant. They are also easily sterilized in an autoclave for those who require the highest level of safety.

### What heat goes in and, what is the heat scale of the stones with all Charges?

therma*Bliss* Stones work with all 4 therma*Bliss* Charges:

Body Level 1.0 – Low Heat OR, Medium Heat

Body Level 2.0 - Medium Heat OR, High Heat

Facial Blend - Mild Heat

Glacial Blend - Chill Therapy <32° F





### How do you dispose of the spent therma Bliss Charge gel after the treatment?

To dispose of the non-toxic mineral gel, simply shake out (or scoop out with a small utensil) the majority of the mineral gel into the trash and rinse any residual down the sink.

### Is it safe for to go down the sink?

It is safe but it STRONGLY RECOMMENEED to first empty the majority of the non-toxic mineral gel into the trash before rinsing out your therma*Bliss* Stones in the sink. A little bit will rinse right.

### What makes therma Bliss stones unique?

Advanced therma*Bliss* Stones & Charges offer client-exclusive, sanitary thermal wellness massage with ondemand self-heating and cooling lasting the duration of the service in a multi-faceted non-porous tool that works to the benefit of clients, therapists, Spa & Salon Owner/Operators, and the spa industry worldwide. Non-electric, sustainable natural mineral energy uses Earth's most prevalent minerals with little water to save thousands of gallons of water annually. Requires no electrical outlet, cables, batteries or counterspace.

## What is unique about therma Bliss Stones compared to therma Bliss Shells?

therma*Bliss* Stones & Charges allow Spas & Salons to adopt the acclaimed therma*Bliss* technology while leaving their "Hot Stone Massage Services" on their menus without changes.

Essentially, "Why change the treatment when all you need to do is change the technology?"

therma*Bliss* Shells & Charges offer essentially the identical benefits as therma*Bliss* Stones & Charges but, are primarily viewed as a unique treatment apart from stone massage in most markets.

## How many stones do you use in a 30/60/90 minute treatment?

Just 2 Stones will be effective for a 90-minute treatment and, because therma*Bliss* Stones & Charges offer ondemand heating or cooling, just 1 Stone is needed for any enhancement upgrade to basic services (i.e., massage/body, facial/skincare, pedicure or manicure).

#### Can you place the stones?

Because therma*Bliss* Stones & Charges are the only massage implements to generate their own radiant heat from within for up to a 90-minute service, they are a different and more powerful kind of tool. Therapists will quickly become familiar and experienced with the heating behavior of the 4 different therma*Bliss* Charges – especially if they complete our free online training and certification. The alert therapist will learn to be aware and use the most powerful part of its heating process – the first 30 minutes – and distribute the heat into the clients tissues where it's most needed, using heat to do the critical early work of relaxing the client's muscles, activating the lymphatic system, stimulating local blood flow through vasodilation, releasing trigger points, along with the other benefits of thermal wellness massage.

<u>ONLY AFTER THE FIRST 1-HOUR</u> can experienced and careful therapists place stones for short periods of time but – because therma*Bliss* Stones & Charges generate their own radiant heat from within – they <u>MUST CHECK FREQUENTLY WITH THEIR CLIENTS FOR HEAT COMFORT</u> and move the stones frequently to avoid burns from heat build-up.

We <u>STRONGLY RECCOMEND INEXPERIENCED THERAPIST DO NOT</u> place stones and instead, only consider allowing the client to cup the stones in their hands in the final 5-10 minutes of the massage after the most powerful early phase of the heating process fully subsides. In this way, the client can communicate to the therapist when the heat of a stone may be building up and getting too hot for their hands. Two-way communication it the key to avoiding the issues of burning.





### How many different sizes stones do you sell?

Only 1 size of the multi-faceted therma*Bliss* Stone is required and 2 stones make a Set.

### How do you clean the stones?

The non-porous therma*Bliss* Stones clean with soap and water and are easily disinfected with an approved disinfectant. Sterilization in an autoclave is quite easy as well, for those aspiring to the highest level of safety.

## What is the weight and size of the stones?

therma*Bliss* Stones have similar weight to traditional stones and are longer than they are wide, so they comfortably fit the vast majority of therapists hands – even therapists with small hands!

## Can you do a treatment that uses both shells and stones?

therma*Bliss* Stones & Charges work interchangeably with all other treatments, including with therma*Bliss* Shells, to enhance any spa service.

## Can you put chilled GLACIAL BLEND and mild FACIAL BLEND heat in the stones?

Every one of the four (4) of the therma **Bliss** Charges works perfectly with therma **Bliss** Stones:

Body Level 1.0 – Mild to Medium Heat

Body Level 2.0 – Medium to High Heat

Facial Blend - Mild Heat

Glacial Blend – Chill Therapy

## What temp do the hot stones get?

During the powerful initial phase of heat generation (the first hour), any therma *Bliss* Stone with an activated therma *Bliss* Charge (i.e., Facial, Body Level 1.0, Body Level 2.0) that is <u>improperly</u> left to sit idle (stationary and not in motion being used on a client) will build heat and reach temperatures around 175 degrees Fahrenheit (akin to a hot baked potato). LETTING STONES SIT IDLE IS CONTRARY TO PROTOCOL. BE SURE MASSAGE CONTINUOUSLY DURING THE FIRST 30-MINUTES AFTER ACTIVATION AND FOLLOW THE "1-MINUTE RULE": *Do not set the stone down idle for more than 1-minute during the first 30-minutes after activation*.

A properly activated therma*Bliss* Stone begins with water at the correct starting temperature and should be applied on the client as soon as it reaches the desired massage temperature (within 1-3 minutes). Done this way, therma*Bliss* Stones are self-regulating because the continuous internal heat produced by the therma*Bliss* Charge transfers with contact through the thickness of the Stone. You will effectively control the heat by infusing it into your client's tissues with massage where it will work to relax the muscles and make your job easier.

### What are the simple and correct heat-management techniques to make sure they don't get too hot?

**Rule #1**: FOLLOW THE "1-MINUTE RULE": Do not set the stone down idle for more than 1-minute during the first 30-minutes after activation. DO NOT let therma**Bliss** Stones sit idle during the most powerful heat generation phase over the first 30 minutes.

**Rule #2**: If the therma*Bliss* Stone gets too hot, simply wrap it in a cool damp cloth for 4-6 seconds to pull the heat out of the exterior surface of the stone. Repeat as necessary to cool the surface of the Stone to the desired massage temperature. (Do Not Add Water Inside the Stone.)





#### What are the benefits to me as a therapist when I choose therma Bliss Stones over traditional hot stones?

With just 2 therma*Bliss* Stones, therapists get all the ergonomic benefits of an entire set of traditional hot stones while helping avoid debilitating repetitive stress injuries and extend careers. Therapists benefit from heat doing a bit part of the work by relaxing and softening the client's muscles with additional blood flow and, because therma*Bliss* Stones use mineral energy activated by water (i.e., no bulky electrical appliances, cables or batteries) therapists will be able to give on-demand heated treatments enhanced with dramatically increased touch time. The result is happier clients, improved outcomes and much less stress with the time saved with just 2 easy to sanitize and disinfect therma*Bliss* Stones in under 60 seconds for no-hassle, quick turnaround times between clients. Finally, therma*Bliss* Stones are completely portable for therapists who do treatments in multiple rooms or provide mobile services.

### What is the benefit to the customer?

Customers receiving a therma*Bliss* Stone thermal wellness massage will benefit from knowing there are receiving a client-exclusive treatment with FULLY SANITIZED implements with advanced massage features and continuous on-demand heat that ensures constant touch time because therapists no longer waste time noisily fishing for stones in the communal water pot that inevitably collects exfoliated skin, oils, lotions, and other debris from prior customers. The clients' muscles will relax more quickly so their skilled therapist can get into the targeted areas that most need the attention earlier for better outcomes, happier return clients and positive word of mouth referral business.

Bottom line, they get peace of mind and a dramatically enhanced treatment experience.

### Have you any proven results on the heat benefits?

The therapeutic benefits of controlled heat used in thermal wellness treatments are well documented in therapeutic and medical journals. Among the benefits of HEAT are:

- Relaxation of muscles (and of your client)
- Increased local blood flow from vasodilation to help sore muscles and joints by bringing in fresh, nutrient rich oxygenated, blood to eliminate the buildup of lactic acid waste and promote health and healing from within
- Stimulation of the lymphatic system
- Stimulation of self-hydration to the upper layers of the skin, which in turn enables up to 10 times the penetration of expensive active topical in every skincare regimen
- Acceleration of the molecules in the active topicals in all skincare lines, which in turn causes them to act
  more aggressively and shortens the time to efficacy
- Thermal wellness treatments provide a sense of balance and wellbeing.





### 1) Elevate & Differentiate Your Services:

Using therma*Bliss* client-exclusive, sanitary thermal wellness treatments to elevate service levels positively accentuates the difference between you and your competitors.

### 2) Improve Treatment Outcomes

therma*Bliss* mineral heat effectively accelerates the active topical ingredients in your chosen skin care line to speed efficacy, relax client's tight muscles and stimulate blood flow, promoting healing and wellness from within, naturally.

## 3) Strengthen Client Loyalty:

Knowing customers have many choices in your market, using client-exclusive thermaBliss treatments to elevate service levels is the smart way to strengthen customer loyalty and increases return visits.

### 4) Stimulate Qualified Referrals:

Innovative therma*Bliss* treatments surprise and delight clients to inspire referrals from their friends and family in the socio-economic group that you target.

### 5) Ensure Staff Confidence & Competence:

Your staff will quickly become therma*Bliss* experts with our *Free Online Certification* and with you employing our <u>strategic best practices</u> "Pricing for Profits" to integrate therma*Bliss* treatments into your bundled service packages, staff will have the confidence and competence to perform exceptional treatments and sustain add-on/enhancement sales on a la carte services to strategically eliminate the never-ending problem of dying add-on sales. In short, once your staff expericences the benefits of therma*Bliss* it will be natural to recommend them to your customers.

#### 6) Improve Safety & Results for Your Massage Therapists:

Game-changer ergonomic and thermal wellness benefits of therma*Bliss* Stones/Shells & Charges Massage help therapists avoid injuries to extend their careers and simultaneously improve treatment outcomes. Massage therapists know heat does much of the work for them by quickly relaxing client's muscles and increasing healing blood flow to the treatment area - not to mention the "feel good effect" of soothing warmth. This saves time, reduces repetive stress injuries and quickly prepares a client's tissues for the deeper, targeted work that produces the most effective massage possible. The continuous heat delivered by therma*Bliss* Stones/Shells & Charges eliminates the need to constantly change out rapidly cooling traditional stones, so clients finally recieve the 100% touch time they so richly deserve.



