

## INTRODUCTION

**W**elcome to the **BIOTONE** family. We hope that you will find this Product Reference Guide helpful & a useful tool to support your business. You will find answers to your most frequently asked questions and information to help promote BIOTONE products.

First, it covers a variety of topics most relevant to your knowledge of BIOTONE products, their usage, and your ability to promote and sell them. It contains everything you need to improve and sustain your knowledge of the BIOTONE products and tips and techniques for selling them.

Second, it contains background information on BIOTONE the company, how we came to exist, our vision and mission, our values, product information, merchandising and display recommendations, ingredients lists, product benefits, and many other useful pieces of information.

Third, this manual will help you to free yourself from having several different booklets and pamphlets to refer to for information.

# BIOTONE Massage Therapy Product Overview



## BIOTONE

### Massage Therapy Product Overview

#### Product History

#### Massage Therapy Products

#### Product Features and Benefits



## Product History

Since BIOTONE's positive beginning, the company's creative vision has resulted in a steady stream of firsts –

- ◆ The first to combine oil and lotion into one formula to produce Dual-Purpose Massage Creme;
- ◆ The first to formulate a light massage gel, a hypoallergenic line, and a pumpable creme with the Advanced Therapy Massage Products;
- ◆ the first to combine healthy garden ingredients of Vitamin E-rich Wheat Germ, Avocado, Carrot, and Sunflower oils in a naturally healing and moisturizing blend with the Nutri-Naturals Massage line;
- ◆ the first to design a head-to-toe “spa” beauty massage line, Herbal Select Massage products, with seaweed and other botanicals.

The following section highlights and describes all of the BIOTONE Massage Therapy products available to you. It includes product features and benefits and general information to enhance your knowledge of our Massage Therapy product line and to educate you on the many qualities that set BIOTONE apart from other industry offerings.





**Advanced Therapy™ Massage Creme**

Wonderfully silky, this formula applies like a rich creme and performs like an oil to give you the performance benefits of both textures in one. This formula offers higher friction and less glide than oil yet it won't absorb as fully or as fast as lotions. Advanced Therapy Massage Creme offers therapists the unique combination of effective lubricants with nothing to irritate even the most sensitive, delicate skin. Sensitivity tested and proven safe, this formula contains no drying alcohol, mineral or nut oils or strong fragrance so you can use it as frequently as you'd like. Advanced Therapy Creme is based with skin Apricot Oil to soften skin, Grapeseed Oil for its exceptional light texture and non-greasy finish and Sesame Oil, which soothes and moisturizes all skin types, and can aid eczema and psoriasis.

| FEATURES  | BENEFITS  |
|---|---|
| Tested through Labs to be officially qualified as Hypoallergenic and safe for sensitive skin. | Ideal for clients with sensitive skin.  |
| Combines the best features of an oil & lotion in one product                                  | Provides the lasting workability of oil and the clean absorbency of lotion.<br>Very versatile. Apply a larger amount to skin and have the lasting glide of oil, or use less and create more friction for deeper work into tissues.<br>Can be used for multiple massage techniques.<br>One product can do the work of two separate products. |
| Oils are cold-pressed extracted.  | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Seed oil based.   | Ideal for clients with allergies or sensitivity to nut oils.  |
| Contains Grape Seed Oil   | Very gentle on skin. Suitable for all skin types. With high levels of linoleic acid, an essential fatty acid, reportedly, grapeseed oil is 50-times more potent an antioxidant than Vitamin C & E.  |
| Contains Sesame Oil   | Moisturizing for skin eczema and psoriasis. Excellent moisturizing, soothing and emollient qualities.   |
| Contains Apricot Oil  | Softening to the skin. Good for mature or dry skin types.   |
| Unscented   | For clients who are sensitive to fragrances, essential oils, and extracts. Can also be used as an aromatherapy base if desired.   |
| Both 6 and 16 oz sizes come with dispensing pumps   | Creme texture in the convenience of a pump.   |
| Water based emulsion  | Easy to remove from linens and clothing. Minimizes staining.  |

Selling Tips:

- Sensitivity tested, hypo-allergenic and proven safe
- No drying alcohol, mineral oils or nut oils
- Unscented and non-greasy finish



### Advanced Therapy™ Massage Gel

Spreading effortlessly over the skin, this seed-oil based gel has one of the lightest, most pleasant textures you'll find. Advanced Therapy Massage Gel offers significantly more coverage than typical oils so you use much less. It provides therapists with the unique combination of an effective lubricant with nothing to irritate even the most sensitive, delicate skin. Sensitivity tested and proven safe, this formula contains no drying alcohol, mineral or nut oils or strong fragrance so you can use it as frequently as you'd like. Advanced Therapy Gel is based with skin Apricot Oil to soften skin, Grapeseed Oil for its exceptional light texture and non-greasy finish and Sesame Oil, which soothes and moisturizes all skin types, and can aid eczema and psoriasis.

| FEATURES  | BENEFITS   |
|---|--|
| Tested through Labs to be officially qualified as Hypoallergenic and safe for sensitive skin. | Ideal for clients with sensitive skin.   |
| Provides 25% more lubrication than oils.  | More economical due to less product or reapplications being required.<br>Ideal choice for clients having abundant body hair.   |
| Light texture   | Non-greasy finish. Skin is left soft and silky.<br>Light oils are ideal for clients returning to work or other activities.   |
| Oils are cold-pressed extracted.  | Helps maintain the natural vitamins and minerals content to maximize skin benefits..   |
| Seed oil based.   | Ideal for client with allergies or sensitivity to nut oils.  |
| Contains Grape Seed Oil   | Very gentle on skin. Suitable for all skin types. With high levels of linoleic acid, an essential fatty acid, reportedly, grapeseed oil is 50-times more potent an antioxidant than Vitamin C & E. |
| Contains Sesame Oil   | Moisturizing for skin eczema and psoriasis. Excellent moisturizing, soothing and emollient qualities.  |
| Contains Apricot Oil  | Moisturizing for skin eczema and psoriasis. Excellent moisturizing, soothing and emollient qualities.  |
| Contains Vitamin E  | A natural moisture binder that helps skin to breath and function normally. Has natural anti-oxidant properties to preserve product freshness and has skin healing properties                       |
| Light, gentle, hypoallergenic scent   | Suitable and enjoyed by both men and women.  |
| Water dispersible   | Less staining of linens, reducing laundry and replacement costs.   |

#### Selling Tips:

- Sensitivity tested, hypo-allergenic and proven safe
- No drying alcohol, mineral oils or nut oils
- Unscented and non-greasy finish
- Paraben Free



### Advanced Therapy™ Massage Lotion

If you like the clean absorption of a lotion, but need more glide and workability for deep and relaxing massage, here's the solution. Advanced Therapy Massage Lotion maintains gentle drag and extended, lasting performance. It requires less reapplications – if any at all – than typical lotions so you can keep a smooth flow to your session. It offers therapists the unique combination of an effective lubricant with nothing to irritate even the most sensitive, delicate skin. Sensitivity tested and proven safe, this formula contains no drying alcohol, mineral or nut oils or strong fragrance so you can use it as frequently as you'd like. Advanced Therapy Massage Lotion is based with skin Apricot Oil to soften skin, Grapeseed Oil for its exceptional light texture and non-greasy finish and Sesame Oil, which soothes and moisturizes all skin types, and can aid eczema and psoriasis.

| FEATURES  | BENEFITS   |
|---|--|
| Tested through Labs to be officially qualified as hypoallergenic and safe for sensitive skin. | Ideal for clients with sensitive skin.   |
| Texture formulated for professional use   | Requires less reapplications, if any at all- than most lotions on the market.<br>More lasting glide than typical lotions so it is suitable for Swedish Massage.<br>More economical than using a body lotion.<br>Ideal for clients returning to work or other activities. |
| Oils are cold-pressed extracted.  | Requires less reapplication, if any at all- than most lotions on the market.<br>More lasting glide than typical lotions so it is suitable for Swedish Massage.<br>More economical than using a body lotion.<br>Ideal for clients returning to work or other activities.  |
| Seed oil based.   | Ideal for client with allergies or sensitivity to nut oils.  |
| Contains Grape Seed Oil   | Very gentle on skin. Suitable for all skin types.<br>High levels of linoleic acid, an essential fatty acid, reportedly, grapeseed oil is 50-times more potent an antioxidant than Vitamin C & E.   |
| Contains Sesame Oil   | Moisturizing for skin eczema and psoriasis. Excellent moisturizing, soothing and emollient qualities.  |
| Contains Apricot Oil  | Softening to the skin. Good for mature or dry skin types.  |
| Water based emulsion  | Easy to remove from linens and clothing. Minimizes staining.   |

Selling Tips:

- Sensitivity tested, hypo-allergenic and proven safe
- No drying alcohol, mineral oils or nut oils
- Unscented and non-greasy finish





### Clear Results™ Massage Oil®

This formula combines the best of what massage professionals demand from an oil. First, it has a light texture with lasting workability. Second, its unique composition means the oil will wash out of linens completely. The non-greasy formula contains the rich emollient Aloe to aid healing of dry and damaged skin while it soothes and moisturizes.

| FEATURES   | BENEFITS   |
|--|--|
| Easy to remove from linens and clothing. Minimizes staining. | Linens last longer. Lowers the replacement frequency and cost saving the massage therapist money.<br>Sheets look new longer, smell fresh and clean, which reflects on the professionalism of the massage therapist.<br>The massage therapists clothing and aprons are easy to clean. |
| Easy to remove from linens and clothing. Minimizes staining. | Clients will want to leave this product on the skin, not wash it off.<br>Skin feels soft and moisturized, not greasy and uncomfortable.<br>Light oils are ideal for clients returning to work or other activities.   |
| Lasting glide and workability.                               | Ideal for massage modalities when lasting glide is desirable.  |
| Contains Jojoba Oil  | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth<br>Balancing and soothing properties, excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin  |
| Contains Aloe Vera   | Very healing and soothing to the skin  |
| Unscented  | Use as is or add essential oils to create aromatherapy blends.<br>Safe for clients with sensitivities to fragrances.   |

#### Selling It:

Clear Results washed out more cleanly and completely than other oils tested. Offers effortless workability with superior glide and texture. Use hot water to wash & low heat to dry for best results.



### Cocoa-Comfort Massage Lotion

This paraben free lotion has a rich texture, smooth glide, and extended workability perfect for all massage modalities. The light Cocoa-Butter fragrance relaxes your client's mind while you relax their body.

| FEATURES                                   | BENEFITS   |
|--|--|
| Contains Cocoa-Butter                      | The ultimate moisturizer that helps to even skin tone and restore skin's healthy glow. Contains natural antioxidants.            |
| Contains Avocado Oil                       | Softening and smoothing to the skin. High fat content with Vitamin A and C components to protect and soften skin.                |
| Contains Soy Oil                           | Maintains and restores health and balance of skin. Helps to even skin tone and texture resulting in brighter, more radiant skin. |
| Contains Aloe Vera Oil                     | Promotes healing and is soothing to the skin.  |
| Longer workability with less reapplication | Suitable for all massage modalities  |
| Non-greasy, pumpable and paraben-free      |  |

#### Selling Tips:

- light Cocoa-butter fragrance relaxes your client's mind
- Natural antioxidants
- Versatile for all modalities – average viscosity
- Paraben-Free lotion



### Deep-Tissue™ Massage Lotion

This rich, nut-based lotion is your secret weapon in the battle to diminish stress in your clients. The non-greasy texture delivers minimum glide and maximum friction, so you can get the manipulation you need to treat deep, knotted muscles and trigger points. It was formulated especially for deep-tissue, stimulating and neuromuscular massage work, giving you complete control without drag or tackiness to limit workability. The special formula includes Hawaiian Kukui Nut Oil, with excellent skin absorption and penetration due to its high content of natural linoleic acids. The oil seals moisture into delicate skin. Aloe Vera heals and soothes the skin, while Cold Pressed Sweet Almond Oil softens and smoothes.

| FEATURES                                | BENEFITS   |
|---|--|
| Minimum glide, gentle friction formula. | Provides complete control for Deep Tissue, Stimulating and neuromuscular massage.<br>Apply more liberally and use for Swedish style massage.<br>Provide greater workability than typical lotions.                    |
| Clean absorption                        | Non-tacky. Non-sticky.   |
| Contains Almond Oil                     | Softens and smoothes the skin. Mid weight texture and easy absorption. It is a stable oil that will not go rancid quickly.   |
| Contains Pecan Oil                      | Softening and smoothing to skin. Even weight and absorption that is non-greasy and will not go rancid quickly.   |
| Contains Kukui Nut Oil                  | Excellent skin absorption and skin penetration due to its high content of natural linoleic acids. Protects delicate skin tissue from drying out. Good oil for use with essential oils and aromatherapy applications. |
| Contains Vitamin E                      | A natural moisture binder that helps skin to breath and function normally.<br>Has natural anti-oxidant properties to preserve product freshness and has skin healing properties                                      |
| Unscented                               | Use as is or add essential oils to create aromatherapy blends  |
| Water Based Formula                     | Washes out easily of linens and clothing.  |
| Oils are cold-pressed extracted.        | Helps maintain the natural vitamins and minerals content to maximize skin benefits.  |

Selling Tips:

- formulated especially for deep tissue work
- non-greasy texture delivers minimum glide and maximum friction
- provides the workability you need to treat deep, knotted muscles and trigger points.



### Dual-Purpose Massage Creme™

The first massage creme ever for professional use, Dual purpose massage Creme is still the number one massage creme. The revolutionary formula combines the best features of oil and a lotion in one product, giving it a luxurious, smooth consistency. Although it applies with the glide and workability of an oil, it is absorbed evenly and deeply into the skin, leaving a soft, non-greasy feeling. The thick texture of the crème means it won't spill onto floors and carpets, and rinses easily from linens.

| FEATURES  | BENEFITS   |
|---|--|
| Combines the best features of an oil & lotion in one product                  | Provides the lasting workability of oil and the clean absorbency of lotion.<br>Very versatile. Apply a larger amount for the lasting glide of oil, or use less and create more friction for deep tissue work.<br>Can be used for a variety of massage techniques.<br>One product can do the work of two separate products. |
| Contains Arnica Extract   | Rich in fatty acids, and Vitamins A B C D. Aids in improving skin circulation and helps heal bruising more quickly.  |
| Contains Ivy Extract  | Decongesting as well as skin toning properties. It helps with stimulating blood circulation and removing waste products.   |
| Thick consistency   | Will not spill on carpets and floors.  |
| Water Based emulsion  | Washes out easily of linens and clothing.  |
| Light, fresh scent  | Ideally suited for both men and women.   |
| Contains Aloe Vera<br>Oils are cold-pressed extracted.<br>Contains Almond Oil | Promotes healing and is soothing to the skin.<br>Helps maintain the natural vitamin and mineral content to maximize skin benefits.<br>Softens and smoothes the skin.<br>Mid weight texture and easy absorption.  |
| Contains Kukui Nut Oil  | A stable oil that will not go rancid quickly.<br>Excellent skin absorption and penetration due to its high content of natural linoleic acids. Protects delicate skin tissue from drying out. Good for use with essential oils and aromatherapy applications.   |
| Contains Vitamin E  | A natural moisture binder that helps skin to breath and function normally. Has natural anti-oxidant properties to preserve product freshness and has skin healing properties.  |
| Refillable tube available   | Easy to dispense container addresses the concern of cross-contamination. Can be refilled eliminating multiple small size repurchases.  |

#### Selling Tips:

- The number one massage crème nationwide
- Combines the best features of an oil and a lotion, providing the continuous glide and workability of an oil and the control of a crème, soft, non-greasy feeling



### Herbal Select™ Body Therapy Creme

BIOTONE starts with pure, natural ingredients in organic or wild-crafted form to create Herbal Select Massage and Body Creme. This unique formula offers the ultimate in skin care and smooth application. Its oils nourish the skin while restoring vitality, deep relaxation and stress-free calm. It moisturizes and soothes the skin, calms, and helps heal skin disorders such as severely dry skin. All ingredients add to the effectiveness of this unique and exclusive therapeutic crème, and clients are also soothed by its light aromatic scent.

| FEATURES   | BENEFITS  |
|--|---|
| Rich, creamy texture.  | Luxurious feel on the skin. Will not spill on carpets and floors.   |
| Combines the best features of an oil & lotion in one product | Provides the lasting workability of oil and the clean absorbency of lotion.<br>Very versatile. Apply a larger amount to skin and have the lasting glide of oil, or use less and create more friction for deeper work into tissues.<br>Can be used for multiple massage techniques.<br>One product can do the work of two separate products. |
| Light, non-greasy texture penetrates evenly                  | Client's skin is left soft and moisturized, never greasy.   |
| Contains active botanicals.                                  | Provides skin and beauty benefits.<br>Suitable for Aromatherapy massage.  |
| Contains Sea Kelp  | Very hydrating to the skin and high in minerals particularly potassium and iodine. Reported to release excess body fluids from congested cells and to normalize the thyroid.  |
| Contains Aloe Vera   | Very healing and soothing to the skin.  |
| Contains Roman Chamomile                                     | Helps to calm skin and lessen swelling  |
| Contains English Lavender                                    | Has many therapeutic applications. Common uses: Muscular pain, antidepressant, sedative, moisturizer, and toner, skin soother   |
| Contains Clover Blossom                                      | Known to soften skin and help heal skin disorders.  |
| Contains Blue Malva  | Known to soften and moisturize dry or chapped skin.   |
| Contains Vitamin E   | A natural moisture binder that helps skin to breath and function normally.<br>Natural anti-oxidant properties to preserve product freshness and has skin healing??properties??  |
| Oils are Cold Pressed  | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil  | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.   |
| Contains Grapeseed Oil                                       | Very gentle on skin. Suitable for all skin types.<br>High levels of linoleic acid, an essential fatty acid, reportedly, grapeseed oil is 50-times more potent an antioxidant than Vitamin C & E.  |
| Contains Sesame Oil  | Moisturizing for skin eczema and psoriasis. Excellent moisturizing, soothing and emollient qualities.   |
| Contains Apricot Oil   | Softening to the skin. Good for mature or dry skin types.   |
| Light aromatic scent   | Clients can enjoy an aromatherapy experience while receiving their massage.   |
| Pumpable formula   | Convenience of a pumpable formula and addresses the concern of cross-contamination.   |
| Water based emulsion   | Easy to remove from linens and clothing. Minimizes staining.  |



### Herbal Select™ Foot Therapy Lotion

BIOTONE starts with pure, natural ingredients in organic or wild-crafted form to create Herbal Select Foot Therapy Lotion. This all-in-one therapy lotion soothes even the most over-worked feet.

Satiny texture is non-greasy and fast absorbing, letting you massage deeply from heel to toe. It eases burning and has antiseptic properties, it makes soreness and aches disappear more quickly while stimulating the circulation. Herbal Select Foot Therapy also contains softening agents to moisturize rough, callused skin.

| FEATURES                                  | BENEFITS  |
|---|---|
| Non-greasy and clean absorbing            | Deep massage from heel to toe.  |
| Powerful formula                          | Cools, energizes and softens feet.  |
| Contains Sea Kelp                         | Very hydrating to the skin and high in minerals particularly potassium and iodine. Reported to release excess body fluids from congested cells and to normalize the thyroid.  |
| Contains Peppermint                       | Stimulates the skin, aiding circulation.<br>Impart a cooling sensation leaving feet refreshed.  |
| Contains Rosemary                         | Stimulates tired feet, helps achiness and alleviates fatigue.   |
| Contains Bay Laurel                       | Stimulates tired feet, helps achiness and alleviates fatigue.   |
| Contains Lemon Peel                       | Helps repair and rejuvenate the skin. Stimulates and provides anti-septic and astringent activity.  |
| Contains Aloe Vera                        | Very healing and soothing to the skin.  |
| Contains Vitamin E                        | A natural moisture binder that helps skin to breath and function normally. Natural anti-oxidant properties to preserve product freshness and has skin healing properties.   |
| Oils are Cold Pressed                     | Natural anti-oxidant properties to preserve product freshness and has skin healing properties.  |
| Contains Jojoba Oil                       | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Grapeseed Oil                    | Very gentle on skin. Suitable for all skin types. With high levels of linoleic acid, an essential fatty acid, reportedly, grapeseed oil is 50-times more potent an antioxidant than Vitamin C & E.  |
| Contains Sesame Oil                       | Moisturizing for skin eczema and psoriasis. Excellent moisturizing, soothing and emollient qualities.   |
| Contains Apricot Oil                      | Softening to the skin. Good for mature or dry skin types.   |
| Contains Behenic Acid (naturally derived) | Smoothes and softens rough, callused skin.  |
| Light, aromatic scent                     | Clients can enjoy an aromatherapy experience while receiving their massage.   |

#### Selling Tips:

- Speeds recovery from soreness while stimulating circulation and softening rough callused skin. Leaves a powdery after feel for the skin

### Herbal Select™ Face Therapy Lotion



BIOTONE starts with pure, natural ingredients in organic or wild crafter form to create Herbal Select Face Therapy Lotion. This special formula delivers soft, gentle touch and skin beautifying benefits especially for the delicate face, eye and neck areas. The soothing face lotion contains the finest ingredients you'll find in facial massage lotions. Use it with confidence on all skin types- its unique combination of light emollients and natural botanicals assures comfort and glide throughout the session without clogging pores.

| FEATURES  | BENEFITS  |
|---|---|
| Non-comedogenic. Contains no base oils. Utilizes Coconut Oil Ester        | Will not clog pores. Safe for skin with oily skin   |
| Alcohol- Free   | Will not dry skin   |
| Formulated for the special needs of the delicate face, eye and neck areas | Targets the special beauty and skin needs for the face  |
| Formulate specially for the massage therapist                             | Provides the workability needed to perform a facial massage   |
| Contains Sea Kelp   | Very hydrating to the skin and high in minerals particularly potassium and iodine. Reported to release excess body fluids from congested cells to normalize the thyroid.                            |
| Contains active botanicals  | Provides skin and beauty benefits specific to facial care   |
| Contains White Lily   | Smoothing and healing to the skin. Used to treat various skin disorders including inflammation and ulcers. Also a good skin smoother and astringent.  |
| Contains Rosehips   | Rich in Vitamin C. Moisturizes, tones and is anti-bacterial. Used to prevent adhesions.<br>Very calming and softening to the skin.  |
| Contains Papaya   | A natural moisture binder that helps skin to breath and function normally.  |
| Contains Vitamin E  | Has natural anti-oxidant properties to preserve product freshness and has skin healing properties.<br>A natural anti-oxidant and softening emollient that also benefits eczema, acne and psoriasis. |
| Contains Lecithin   | Softening to the skin   |
| Contains Aloe Vera  | Very healing and soothing to the skin   |
| Light, aromatic scent   | Clients can enjoy an aromatherapy experience while receiving their massage  |
| Contains Cucumber   | Soothing to the skin  |

#### Selling Tips:

- specially formulated for the face with light emollients and natural botanicals to ensure even glide without clogging pores
- helps moisturize and tone skin





### Herbal Select™ Body Therapy Oil

BIOTONE starts with pure, natural ingredients in organic or wild-crafted form to create Herbal Select Massage and Body Oil. Active botanical extracts stimulate circulation, relieve soreness, tone and cleanse, and soothe and calm. Its blended formula nourishes the skin while restoring vitality, deep relaxation and stress-free calm. This unique oil formula offers the ultimate in skin care and smooth application.

| FEATURES                       | BENEFITS  |
|--------------------------------|---|
| Light, silky texture           | Suitable as a massage or body oil.<br>Non-greasy finish.<br>Light oils are ideal for clients returning to work or other activities.   |
| Contains active botanicals     | Suitable for Aromatherapy massage.<br>Provides skin and beauty benefits.  |
| Contains Arnica                | Arnica is rich in fatty acids, and Vitamins A B C D. It aids in improving skin circulation and helps heal bruising more quickly.  |
| Contains Hawaiian White Ginger | Works to stimulate circulation and relieve soreness and stiffness, muscular aches, and sprains.   |
| Contains Bayberry              | Used as a stimulant, astringent, and expectorant. Also tones and cleanses skin.   |
| Contains Violet Leaf           | Skin calming and healing properties to combat inflammation and infection.   |
| Contains Aloe Vera             | Very healing and soothing to the skin.  |
| Oils are Cold Pressed          | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil            | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Grapeseed Oil         | Very gentle on skin. Suitable for all skin types. With high levels of linoleic acid, an essential fatty acid, reportedly, grapeseed oil is 50-times more potent an antioxidant than Vitamin C & E.  |
| Contains Sesame Oil            | Moisturizing for skin eczema and psoriasis. Excellent moisturizing, soothing and emollient qualities.   |
| Contains Apricot Oil           | Softening to the skin. Good for mature or dry skin types.   |
| Light, aromatic scent          | Softening to the skin. Good for mature or dry skin types.   |
| Water dispersible              | Less staining of linens, reducing laundry and replacement costs.  |

#### Selling Tips:

- remarkable satiny glide without an unpleasant oily residue
- Great for glide over dense body hair





### Muscle & Joint Therapeutic Massage Creme

BIOTONE's Muscle & Joint Relief Therapeutic Massage Creme provides gentle drag and smooth glide with a moisturized, non-greasy finish. Use for all-over body massage on clients with sore joints and aching muscles. Contains the ground-breaking ingredient Glucosamine which has been associated with the relief of joint pain and the support of healthy tissue and joints. Natural botanicals of Boswellia, Devil's Claw and Lemon Bioflavonoids help reduce inflammation and increase mobility. Contains Arnica, which aids in skin circulation and bruising. Lightly scented.

| FEATURES                                       | BENEFITS  |
|--|---|
| Contains Glucosamine Sulfate (postassium form) | A natural, ground-breaking anti-inflammatory agent that works to aid damaged cartilage, cells and tissue.   |
| Contains Arnica                                | Rich in fatty acids, Vitamins A,B, C and D. Aids in improving skin circulation and helps heal bruising more quickly.  |
| Contains Boswellia                             | An Ayurvedic herb that has been studied for assisting in reducing inflammation and relieving stiffness, aches and pains.  |
| Contains Devil's Claw                          | Used to help relieve inflammation and pain related to muscles tendons, joints and ligaments. Topically helps to soothe and calm the skin.   |
| Contains Balsam Peru Oil                       | A soothing essential oil with a naturally warm and rich vanilla-cinnamon aroma. Acts as a stimulant and antiseptic.   |
| Contains Lemon Bioflavonoids                   | Recommended for reducing external inflammation, building stronger capillaries and aiding vitamin C in rebuilding collagen. Antiviral properties help to soothe and calm the skin.   |
| Contains Jojoba Oil                            | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Grapeseed Oil                         | Very gentle on skin. Suitable for all skin types. With high levels of linoleic acid, an essential fatty acid, reportedly, grapeseed oil is 50-times more potent an antioxidant than Vitamin C & E.  |

Caution: Glucosamine is derived from shellfish. Do not use this product if allergic to shellfish, pregnant, lactating or under age of 12. Always check with clients for allergies.

#### Selling Tips:

- provides a smooth glide
- moisturized, non-greasy, silky finish
- Paraben-Free



### Nutri-Naturals® Massage Creme

BIOTONE's newest massage therapy line delivers the natural, skin-soothing ingredients your clients want, as nature intended. Nutri-Naturals Massage Creme has a rich texture with lots of generous glide and a light, clean finish. This new creme with a very light, garden-fresh scent renews and revitalizes clients' skin with a carefully blended selection of top quality ingredients. The crème nourishes and softens the skin, promotes healthy new skin cell growth, and gently seals in moisture.

| FEATURES   | BENEFITS  |
|--|---|
| Rich, lush texture   | Luxurious feel on the skin.<br>Will not spill on carpets and floors.  |
| Combines the best features of an oil and lotion in one product.          | Provides the lasting workability of oil and the clean absorbency of lotion.<br>Very versatile. Apply a larger amount to skin and have the lasting glide of oil, or use less and create more friction for deeper work into tissues.<br>Can be used for multiple massage techniques.<br>One product can do the work of two separate products. |
| Non-greasy after feel.   | Client's skin feels deeply moisturized.   |
| Nutrient rich formula  | Feeds the skin as it soothes and heals. Provides more benefits to skin than basic moisturizing.   |
| Oils are Cold Pressed  | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Avocado Oil   | Softening and smoothing to skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Sunflower Oil   | Is lightweight and helps provide a protective layer to skin after application.  |
| Contains Wheat Germ Oil  | High in Vitamin E, which counteracts dry skin and supports healthy tissue.  |
| Contains Jojoba Oil  | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.   |
| Contains Carrot Oil  | Rich in Beta-Carotene, which the body converts to Vitamin A to promote healthy new skin tissue growth.  |
| A pumpable creme. Both 8 oz. and 32 oz. sizes come with dispensing pumps | Provides the therapist the quick convenience of a pumpable formula.   |
| Light, garden-fresh aroma  | Clients can smell the ingredients as the product is applied adding a "healthy" aromatherapy dimension to the massage.   |

#### Selling Tips:

- natural ingredients soften skin and seal in moisture
- generous glide with non-greasy finish
- rich texture in a pumpable formula
- provides lasting workability of an oil and clean absorbency of a lotion



### Nutri-Naturals® Massage Lotion

BIOTONE's newest massage therapy line delivers the natural, skin-soothing ingredients your clients want, as nature intended. Nutri-Naturals Massage Lotion has a lush, rich texture, and is BIOTONE's longest-lasting lotion. This velvety new lotion with a very light, garden-fresh scent renews and revitalizes clients' skin with a carefully blended selection of pure ingredients. It nourishes and softens skin, promotes healthy new skin cell growth, matches the body's own natural oils, and gently seals in moisture.

| FEATURES   | BENEFITS   |
|--|--|
| Higher oil content in the formula providing increased glide and workability. | Allows therapist to use the lotion for Swedish Style massage without frequent product reapplications. The lotion also works well for low glide therapy techniques.   |
| A generous and sumptuous texture that is also nutrient rich.                 | Feeds the skin as it soothes and heals. Provides more benefits to skin than basic moisturizing.  |
| Oils are Cold Pressed  | Helps maintain the natural vitamins and minerals content to maximize skin benefits.  |
| Contains Avocado Oil   | Softening and smoothing to skin. High fat content with Vitamin A and C components will protect and soften skin.  |
| Contains Sunflower Oil   | Is lightweight and helps provide a protective layer to skin after application.   |
| Contains Wheat Germ Oil  | It's very high in Vitamin E, which counteracts dry skin and support healthy tissue.  |
| Contains Jojoba Oil  | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. Balancing and soothing properties, excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Carrot Oil  | Rich in Beta-Carotene, which the body converts to Vitamin A to promote healthy new skin tissue growth.   |
| Light, garden-fresh aroma  | Clients can smell the ingredients as the product is applied adding a "healthy" aromatherapy dimension to the massage.  |
| Water based emulsion   | Easy to remove from linens and clothing. Minimizes staining.   |

Selling Tips:

- natural ingredients soften skin and seal in moisture
- generous glide with non-greasy finish
- features the highest oil content available in a lotion, making it the longest lasting lotion
- may be used daily as a skin care moisture lotion



### Nutri-Naturals® Light Massage Oil

BIOTONE's newest massage therapy line delivers the natural, skin-soothing ingredients your clients want, as nature intended. Nutri-Naturals Light Massage Oil is silky and lightweight, making it appropriate for all skin types. It delivers lasting glide without leaving any greasy residue, so client's skin ends up soft and moisturized. This new oil with a very light scent renews and revitalizes client's skin with a carefully blended selection of top quality ingredients. It nourishes and softens the skin, promotes healthy new skin cell growth, and gently seals in moisture.

| FEATURES  | BENEFITS  |
|---|---|
| Clients can smell the ingredients as the product is applied adding a "healthy" aromatherapy dimension to the massage. | Client will want to leave this product on the skin, not wash it off. Skin feels soft and moisturized, not greasy and uncomfortable. Light oils are ideal for clients returning to work or other activities.                                 |
| Provides lasting workability.   | Though light, this oil is ideal for Swedish massage and other high glide techniques.  |
| Oils are Cold Pressed   | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Avocado Oil  | Softening and smoothing to skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Sunflower Oil  | Lightweight and helps provide a protective layer to skin after application.   |
| Contains Wheat Germ Oil   | High in Vitamin E, which counteracts dry skin and support healthy tissue.   |
| Contains Jojoba Oil   | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Carrot Oil   | Rich in Beta-Carotene, which the body converts to Vitamin A to promote healthy new skin tissue growth.  |
| Light, garden-fresh aroma   | Clients can smell the ingredients as the product is applied adding a "healthy" aromatherapy dimension to the massage.   |
| Water dispersible   | Clients can smell the ingredients as the product is applied adding a "healthy" aromatherapy dimension to the massage.   |

#### Selling Tips:

- natural ingredients soften the skin and seal in moisture
- generous glide with non-greasy finish
- silky & lightweight make it appropriate for all skin types
- delivers lasting glide without leaving any greasy residue, so skin ends up soft and moisturized



### **Polar Lotion®**

Natural extracts Menthol and Wintergreen combine their soothing, cooling properties in this healing lotion that brings quick relief and flexibility to sore and overstressed muscles. Fast penetrating Polar Lotion quiets burning, inflamed or swollen tissues for long-lasting comfort. It's the top choice for sports training and physical therapy, and also delivers temporary relief of arthritis pain. Its ingredients heal and moisturize damaged skin, serve as an analgesic for sore muscles, sprains, arthritis and fatigue, and serve as a natural detoxifier, antiseptic and stimulant.

| <b>FEATURES</b>  | <b>BENEFITS</b>  |
|--|--|
| Formulated with massage therapists in mind. The lotion does not absorb too quickly as most pain relief products will.  | Allows the therapist more time to manipulate and treat a specific area.<br>Product will not "ball-up", dry out, or flake during the treatment.<br>Reapplication is not required.                     |
| Fast penetrating, long lasting   | Clients feel immediate relief from the product.<br>Clients will continue to benefit from the product after the treatments has been completed.<br>Cooling action last over an hour after application. |
| Formulated for professional use. Ideal for a variety of therapeutic modalities and applications commonly the used by Massage Therapists, Physical Therapists, Chiropractors and Sports Therapists. | Client receives the therapeutic benefit of a professional application.<br>Ideal for the business practice where a variety of modalities are used or various personnel are treating clients.          |
| Only a small amount is needed to treat a sore or painful area.   | Low cost, lasting performance.   |
| Contains Menthol. Amount of menthol is higher than in most pain relief formulas.   | Cools and soothes perceived pain. Aids inflammation problems.<br>More menthol content results in fewer reapplications, and longer lasting relief.  |
| Contains Wintergreen   | Stimulates skin circulation.   |
| Contains Rosemary  | Helps treat sore muscles, sprains, arthritis   |
| Contains Lavender  | Used to ease muscular pain and sooth skin.   |
| Contains Eucalyptus  | Provides cooling, anti-inflammatory, and analgesic properties.   |
| Contains Juniper   | Known as a natural detoxifier, antiseptic, and stimulant.  |
| Contains Aloe Vera   | Very healing and soothing to the skin  |
| Non-lingering aroma  | Clients will feel the penetrating effects of the product without smelling medicinal.   |
| Water based emulsion   | Will wash easily from sheets or clothing.  |

#### Selling Tips:

- cooling relief for overstressed muscles
- brings fast penetrating, deep cooling relief to sore joints and aching muscles
- eases pain and helps muscles relax – meant to be used for spot treatments



### Pure Touch Organics Massage Creme

Provides rich thickness hypo-allergenic qualities, in an unscented creme. Can be used for all modalities from high glide circulatory to slow deep tissue. Organic, paraben-free and gently pH balanced, assures the therapist of the highest quality and purity. Organic Jojoba Oil and Organic Shea Butter rich in Vitamins A, E, & F, combined with Organic Chamomile Botanicals, provide skin nourishment along with soothing and healing properties. Organic Sunflower and Sesame Oils give added skincare benefits and deep hydration. Non-greasy finish.

| FEATURES                         | BENEFITS  |
|----------------------------------|---|
| Contains Organic Jojoba Oil      | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Organic Sesame Oil      | Moisturizing for skin eczema and psoriasis. Excellent moisturizing, soothing and emollient qualities.   |
| Contains Organic Sunflower Oil   | Is lightweight and helps provide a protective layer to skin after application.  |
| Contains Organic Roman Chamomile | Helps to calm skin and lessen swelling  |
| Organic Shea Butter              | Naturally rich in vitamins A, E & F, which are essential vitamins needed for good skin balance. Increases hydration and protection of superficial layers of epidermis. Excellent for soothing irritated skin and healing chapped skin.      |
| Contains Organic Safflower       | Boost skin health and makes it look firmer and more hydrated.   |

Selling Tips:

- organic ingredients and paraben-free
- gently pH balanced, environmentally friendly
- rich, thick and hypo-allergenic
- great glide and average viscosity



### Relaxing Therapeutic Massage Creme

Relaxing Therapeutic Massage Creme provides gentle drag and smooth glide with a moisturized, non-greasy finish. Use for all-over body massage. This natural blend is healing and soothing to the skin. Contains Certified Organic Botanicals of Lavender, Passion Flower, Melissa, Chamomile, and Sage to reduce tension, ease stress and promote complete relaxation. Pure essential oil of Lavender provides a light scent that calms the body and mind.

| FEATURES  | BENEFITS  |
|---|---|
| Contains Certified Organic Lavender             | Naturally can help slow the nervous system, ease stress and promote relaxation. Used topically as an antiseptic, anti-inflammatory and skin soother.  |
| Contains Certified Organic Passion Flower       | A tropical herb containing flavoids that has been known to have a tranquilizing effect used to help reduce tension, anxiety, and insomnia.  |
| Contains Certified Organic Chamomile            | Helps promote relaxation and alleviate stress and tension. Externally has been used to reduce inflammation and mildly soothe the skin.  |
| Contains Certified Organic Melissa (Lemon Balm) | An anti-viral herb, often used to help induce a mild sedative effect on the nervous system, calming nerves and reducing tension. Used topically to aid in reducing inflammation and improve healing of sores.                               |
| Contains Certified Organic Clary Sage           | A therapeutic and soothing herb primarily used as an antibacterial, antioxidant, antifungal and antiviral.  |
| Contains Lavender Essential Oil                 | Added for a light Lavender fragrance. Lavender has been clinically evaluated for its relaxing effects. It is calming and balancing – physically and emotionally.  |
| Contains Jojoba Oil                             | Dissolves sebum, which causes acne, and makes skin look and feel satiny-smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Grapeseed Oil                          | Very gentle on skin. Suitable for all skin types. With high levels of linoleic acid, an essential fatty acid, reportedly, grapeseed oil is 50-times more potent an antioxidant than Vitamin C & E.  |

#### Selling Tips:

- provides a smooth glide
- moisturized, non-greasy finish
- paraben-free
- pure essential oil of Lavender gives a light scent that calms the body and mind





### Revitalizing Massage Oil

This mid-weight, smooth massage oil was the first lubricant developed by BIOTONE, and remains an all-purpose favorite after 15 years. A secret blend of cold-pressed nut oils (Sweet Almond, Hawaiian Kukui and Coconut) combine for superior texture and even penetration and help facilitate the versatile consistency and even penetration that's kept Revitalizing Massage Oil a staple for beginning and advanced massage therapists. It's an especially good lubricant for male clients since it facilitates smoother glide over lots of hair.

| FEATURES                         | BENEFITS  |
|----------------------------------|---|
| Versatile, mid-weight oil        | Provides lasting glide and even penetration.<br>Mid-weight weight and texture suitable for a wide range of massage techniques.<br>Does not leave skin greasy.   |
| Contains Almond Oil              | Softens and smoothes the skin.<br>Mid weight texture and easy absorption.<br>A stable oil that will not go rancid quickly.  |
| Contains Kukui Oil               | Excellent skin absorption and skin penetration due to its high content of natural linoleic acids. Protects delicate skin tissue from drying out.<br>Good for use with essential oils and aromatherapy applications. |
| Contains Olive Oil               | Very emollient, penetrating and lubricating to the skin   |
| Contains Pecan Oil               | Softening and smoothing to skin. Even weight and absorption that is non-greasy.<br>High anti-oxidant value  |
| Contains Vitamin E               | A natural moisture binder that helps skin to breath and function normally.<br>Has natural anti-oxidant properties to preserve product freshness and has skin healing properties.                                    |
| Water dispersible                | Minimizes staining of linens, reducing laundry costs  |
| Unscented                        | Use as is or add essential oils to create aromatherapy blends.  |
| Oils are cold-pressed extracted. | Helps maintain the natural vitamin and mineral content to maximize skin benefits.   |

#### Selling Tips:

- mid-weight smooth massage oil was the first lubricant developed by BIOTONE and remains and all-purpose favorite.
- Especially good lubricant for male clients as it facilitates smoother glide over dense hair
- Paraben Free





## Professional Massage Accessories

BIOTONE puts the same quality and care into its professional therapy room accessories that it puts into the massage lubricant products you've trusted for 15 years.

| FEATURES                             | BENEFITS  |
|--------------------------------------|---|
| <b>Clean Again Laundry Detergent</b> | <p>Removes tough oils and odors from sheets and towels, reducing replacement costs.</p> <p>Contains brighteners and fresheners, keeping linens looking and smelling clean wash after wash.</p>  |
| <b>Cloud Comfort Cradle Covers</b>   | <p>Biodegradable and ultra-soft with an exclusive Cut for Comfort Design. These soft, disposable covers offer the comfort of fabric with sanitary throw-away ease.</p> <p>Provides a comfortable, sanitary covering during massage.</p> <p>Protects face cradles from makeup and facial oils, minimizing replacement costs.</p> <p>Fits all cradles and comes in large economy packs, increasing usability and cost-effectiveness.</p> <p>Recyclable. Made from Rayon</p> |
| <b>Bottle or Jar Holsters</b>        | <p>Puts massage lubricants at your fingertips, saving time and eliminates loss of contact with clients.</p> <p>Made with durable nylon and an easy lock belt, securing the fit and allowing a quick release.</p> <p>Holster Dimensions- 9x3 inches and will fit a tube</p>  |
| <b>Hot Stones</b>                    | Hand-selected, high quality basalt stones for maximum heat retention.   |
| <b>Gift Certificates</b>             | Each pack comes with twelve - 3" x 7" fold over gift certificates that open to reveal gift giving information and a handy location for your business card. Includes 12 coordinating envelopes.  |
| <b>Pumps</b>                         | Available for bottles and pumps. Not for Dual Purpose or Pure Touch or large sizes of Herbal Select   |
| <b>Bottles and Jars</b>              | Replace old containers, do your own blending, or give clients a sample of your favorite product.  |
| <b>CDs</b>                           | <p>Music to enhance a clients massage / treatment.</p> <p>Dreamscapes is 56 minutes of continuous music, perfect for 1 hour treatments.</p>   |



### BIOTONE AROMATHERAPY-Essential Oils

BIOTONE blends the finest, natural, undiluted essential oils from around the world to bring you the pleasures of aromatherapy in your massage sessions. Use BIOTONE AROMATHERAPY therapeutic and aromatic benefits to help relieve tension, energize tired minds, reduce stress open breathing, induce a lasting state of calm, plus hundreds of other therapeutic possibilities. Add the oils to your favorite cremes, oils and lotions, or use them to scent the air in your therapy room. Choose from 29 single and 16 blended 100% pure & natural essential oils for specific therapeutic results.

| FEATURES   | BENEFITS  |
|--|---|
| Carry the TPAT Guarantee with 5 point quality check process <ul style="list-style-type: none"> <li>• Gas Chromatography</li> <li>• Refractive Index</li> <li>• Optical Rotation</li> <li>• Specific Gravity</li> <li>• Batch Coding</li> </ul> | Strict requirements for oil quality means BIOTONE approves only the highest quality   |
| UV Blocking Amber Glass  | Assure high quality and protects essential oils   |
| Professional grade stoppers  | Ensure precise drop measurement   |
| Label carries key information such as common name, botanical species, extraction method, origin and batch number   | Easy access to highly pertinent data that aromatherapists use to buy essential oils   |
| Attractive, professional labels  | Lend a balance of therapy and beauty that adds a professional look to the spa or massage setting.   |
| Contains no synthetic chemicals or cutting agents  | Oils are in their purest form for maximum benefits. Scents are not altered or diluted by cutting agents.  |
| 16 blends available  | Professionally formulated synergistic blends promote a desired mood.<br><br>Offer a variety of aromatherapy treatments which generate higher revenue<br><br>Prevents the need for purchasing multiple oils to blend on their own. |
| 29 single note oils available<br>The top 29 selling oils based on extensive surveying and sales figures  | Insure the most commonly used single note oils are available<br><br>Ideal for therapists who like to make their own blends  |
| Coordinating BIOTONE AROMATHERAPY Candles and Room Sprays available<br>Contain 100% Essential Oil  | Elevates the aromatherapy experience when used in conjunction with an aromatherapy treatment<br><br>Experience aromatherapy anytime   |
| MSDS and Certificate of Analysis Available upon request  | Safety and quality information readily available for product evaluation   |
| Full color support brochures available   | Educate clients about BIOTONE AROMATHERAPY's legacy of quality, , , general description for blends, common usage, and variety of products offered   |



### BIOTONE BALANCING BLENDS

Promote optimum well-being for your clients with balancing blends. Enhance the therapeutic value of your massage with these five exciting blends.

| FEATURES   | BENEFITS  |
|--|---|
| <p><u>5 Exciting Blends</u><br/>           Elation<br/>           Focus<br/>           Hope<br/>           Peace<br/>           Revive</p> | <p><b>Elation-</b> blend of Lemongrass, Orange, Basil, Rosemary- helps to inspire, uplift and create a feeling of happiness<br/> <b>Focus-</b> blend of Orange, Cedarwood, Cinnamon, Patchouli- helps center and concentrate thoughts and feelings<br/> <b>Hope-</b> blend of Litsea, Lavender, Peppermint- surround yourself with confidence and optimism<br/> <b>Peace-</b> blend of Lavender, Lime, Clary Sage, Patchouli- bring yourself to a state of restful relaxation.<br/> <b>Revive-</b> blend of Bergamont, Clary Sage, Ylang-Ylang, Basil- reawakens and rejuvenates your body and spirit</p> |
| UV Blocking Amber Glass  | Assure high quality and protects essential oils   |
| Professional grade stoppers  | Ensure precise drop measurement   |
| Label carries key information such as common name, botanical species, extraction method, origin and batch number                           | Easy access to highly pertinent data that aroma therapists use to buy essential oils  |
| Attractive, professional labels  | Lend a balance of therapy and beauty that adds a professional look to the spa or massage setting.   |
| Contains no synthetic chemicals or cutting agents  | Oils are in their purest form for maximum benefits. Scents are not altered or diluted by cutting agents.  |
| 16 blends available  | <p>Professionally formulated synergistic blends promote a desired mood.</p> <p>Offer a variety of aromatherapy treatments which generate higher revenue</p> <p>Prevents the need for purchasing multiple oils to blend on their own.</p>  |
| MSDS and Certificate of Analysis Available upon request  | Safety and quality information readily available for product evaluation   |

Selling Tips –

- If you like the scent of Marine Therapy – try Hope



### BIOTONE AROMATHERAPY -Candles

Our long-burning candles contain 100% pure essential oils. Each is made from quality-blended wax with all natural cotton wicks and features an attractive mottled finish. Handcrafted for even burning, long lasting use. Available in 3" x 3" pillars (50 hours of burn) or votives (15 hours of burn).

| FEATURES  | BENEFITS   |
|---|--|
| Contains 100% Pure Essential Oils   | Provides pure aromatherapy benefits.   |
| Match Biotone Aromatherapy blends   | Create a synergistic compliment to any Biotone Aromatherapy treatment.   |
| Long Lasting  | 3" Pillars have 50 hours of burn time; each votive has 15 hours of burn time.  |
| Even Burn   | Candle burns fully, does not create a tunnel down the center. No waste.  |
| Natural Cotton Wick   | Alleviates concern of harmful, metal core wick.  |
| Attractive Jewel Tone Colors and Mottled Finish   | Lend a balance of therapy and beauty that adds a professional look to the spa or massage setting. Attractive for home use as well.   |
| Slow burn activates fragrance and allows it to slowly penetrate the room. While the warmth of the candle glow lends a relaxing glow to any space. | Create a warm, therapeutic atmosphere  |
| Four unique aroma blends to choose from   | Meets the needs of a variety of tastes. Bliss-Sweet Floral/Spicy<br>Renewal-Fresh, Herbal<br>Inspiration-Citrus<br>Serenity-Lavender |
| Votive Set variety pack available   | Clients can try one of each candle blend with minimal investment.  |



### BIOTONE AROMATHERAPY-Room Mists

Made with 100% pure essential oils. Long lasting formulas keep spaces smelling fragrant. Up to 750 mists per bottle. Ideal in spaces as large as 15' x 17'. Fine mist, non-aerosol pump for even dispersal.

| <b>FEATURES</b>                         | <b>BENEFITS</b>  |
|---|--|
| Contains 100% Pure Essential Oils       | Provides pure aromatherapy benefits.   |
| Match BIOTONE AROMATHERAPY blends       | Create a synergistic compliment to any BIOTONE AROMATHERAPY treatment.   |
| Ultra fine misting pump, non-aerosol    | <p>Disperses fragrance evenly and allows it to remain in the air longer.</p> <p>No aerosol propellants, so it's safer for the environment.</p>   |
| Up to 750 mists per bottle              | Fragrances a therapy room up to 15' x 17' 250 times with a 4 oz bottle. That's only \$.05 per use.   |
| Attractive, professional labels         | Lend a balance of therapy and beauty that adds a professional look to the spa or massage setting.  |
| Convenient 4 oz size with plastic cap   | <p>Great for traveling or in the purse. Covers musty odors and creates an aromatherapy experience in a professional setting, home or car.</p> <p>Freshens and adds a burst or aromatherapeutic ambiance in an easy use format.</p> |
| Four unique aroma blends to choose from | Meets the needs of a variety of tastes. Bliss-Sweet Floral/Spicy<br>Renewal-Fresh, Herbal<br>Inspiration-Citrus<br>Serenity-Lavender   |
| Amber bottle                            | Assure high quality and protects essential oils.   |

SECTION 3:  
BIOTONE SPA Line  
Product Overview



# BIOTONE

## Spa Line Product Overview

Product History and Philosophy  
Spa Line Products  
Product Features and Benefits  
Contraindications and Cautions



## BIOTONE SPA Line History

Because BIOTONE is recognized as the leader in high quality massage products, we continue to dedicate our efforts to fulfilling this need and have continued to surpass all expectations. Through the years we have remained committed to providing massage therapist and spa professionals with exceptional body treatment products trusted for superior texture and ingredients, and our oils, gels, cremes and lotions are the most requested by therapy professionals throughout the country.

Because we manufacture our own products, we utilized focus groups to determine the best features of industry professional needs and combine them into a product line.

With years of experience creating products known for exceptional workability and effectiveness, we proudly bring our expertise to the spa room with BIOTONE SPA – an exceptional full line of professional body muds, exfoliants, customizing complex, massage, finishing treatments and home care products.

Suitable for wet or dry rooms, each exclusive formula utilizes specialized ingredients from around the world to deliver a complete therapeutic and beautifying experience for each and every client. Each BIOTONE SPA treatment was designed to provide immediate results, utmost ease of use and complete versatility to fit seamlessly into any spa setting. Each mud, exfoliant, or massage formula will provide an abundance of skin and beauty benefits, and may be further enhanced with our customizing Complexes so that you may offer an impressive and extensive spa menu without time-intensive training or inventory requirements.

From the traditional to the most elaborate spa setting, we invite you to experience the versatility and benefits of BIOTONE SPA. We pledge to always provide you with superior products prepared in the most discriminating, natural way and promise to support you, our respected customer, as together we will make a difference in the health and well-being of those we touch.





**BIOTONE Ambiance Aroma -Room Mists**

Use Ambiance Aroma Room Mists in your practice as well as for retail sales to your clients. Available in three fragrances, the new room mists enhance the ambiance of the treatment room, office and linens. Choose from Tropical Coconut for a tantalizing fragrance that charges the senses, Milk & Honey to achieve a sense of sweet bliss or Pomegranate & Cranberry to help recharge the mind, body and spirit.

| FEATURES                                 | BENEFITS  |
|--|---|
| Ultra fine misting pump, non-aerosol     | <p>Disperses fragrance evenly and allows it to remain in the air longer.</p> <p>No aerosol propellants, so it's safer for the environment.</p> <p>For the room – spray high so it disperses into the air.</p>           |
| Attractive, professional labels          | Lend a balance of therapy and beauty that adds a professional look to the spa or massage setting.   |
| Convenient 4 oz size with plastic cap    | <p>Great for traveling or in the purse. Covers musty odors and creates an aromatherapy experience in a professional setting, home or car.</p> <p>Freshens and adds a burst of aroma ambiance in an easy use format.</p> |
| Three unique aroma blends to choose from | <p>Meets the needs of a variety of tastes.</p> <p>Tropical Coconut</p> <p>Milk &amp; Honey</p> <p>Pomegranate &amp; Cranberry</p>   |
| Amber bottle                             | Assure high quality   |

Selling Tips:

- use Ambiance Aroma Room Mists in your practice as well as for retail sales to your clients in 3 tantalizing fragrances
- Use Tropical Coconut for a tantalizing fragrance that charges the senses
- Milk & Honey to achieve a sense of sweet bliss
- Pomegranate & Cranberry to help recharge the mind, body and spirit



### Black Baltic® Body Mud

Free skin of environmental stress and toxins with a centuries-old curative. Our unique black mud utilizes colloidal Black European Fresh Water Silts to improve skin texture and extract pore-clogging impurities that damage and weaken skin. Formed 30,000 years ago by the slow decomposition of organic and plant substances, these rare Black Silts contain 40% Humic Acid and an abundance of fatty acids, lipids, and vitamins and minerals to enhance cell turnover while deeply hydrating skin. With an organic content exceeding that of Austrian Moor, Fango, or Dead Sea mud, our Black Baltic silts promote cell oxygenation, assist in removing debris and impurities, and replenish moisture while imparting freshness, firmness and uniformity to the skin.

| FEATURES   | BENEFITS  |
|--|---|
| Contains Black European Fresh Water Silts. Hydrated organic multi-component polyfractional colloidal silt. 90% organic and includes humic acid (40%), amorphous silica, and high molecular weight fatty acids, Vitamins A, B1, B2, B12, minerals and trace elements and plant-derived hormone like substances. Classified as curative. Humic hydroxyl acid incorporates 24 amino acids, carbohydrates, phenylcarboxylic acids, polyhydroquinones, polyphenols. | Promotes cell oxygenation and improves skin texture. Assists in removing debris and impurities. Promotes removal of environmental stress and toxins. Enhances cell turnover while deeply hydrating the skin. Replenishes moisture while imparting freshness, firmness and uniformity to the skin. |
| Contains Kaolin and Bentonite Clays  | Works to extract pore-clogging impurities that damage and weaken skin.  |
| Mild, natural aroma  | Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essentials Oils or Blends.   |
| Oils are Cold-Pressed extracted  | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil  | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.   |
| Contains Peach Oil   | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Avocado Oil   | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Sunflower Oil   | Is lightweight and helps provide a protective layer to skin after application.  |
| Suitable for wet or dry room   | This body treatment service can be administered in any room creating more revenue generating space. Massage therapists can also use their existing room to provide more services even if a shower is not available.   |
| Easy rinse or wipe off formula   | Skin is left non-greasy and residue free. This allows subsequent treatment products to work more effectively. Product is ideal for business or service locations where a shower is not available.   |
| Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essential Oils or Blends.   | An unlimited amount of "signature" exfoliations treatments can be created to enhance the spa service menu. The exfoliation can easily become an Aromatherapy service. The use of botanical extracts and essential oils provides additional therapeutic and beauty benefits for clients.           |

Selling Tips:

- Assist in attracting and absorbing impurities
- Enhance cell renewal – Helps improve skin tone
- Can be used in a wet or dry room



### Body Lush Hydrating Wrap

Body Lush is the perfect solution for clients in need of deep and lasting moisture. This ultra hydrating wrap can be used in place of a body mud in any spa treatment. The rich, soft, warming balm uniquely melts on contact, leaving the skin so perfectly hydrated that it eliminates the need for an additional finishing product, thereby saving spas both time and money.

| FEATURES                 | BENEFITS   |
|--------------------------|--|
| Wheat Germ               | Highly moisturizing, nourishing and soothing   |
| Shea Butter              | Offers deep hydration and provides healing benefits to the skin. Naturally rich in vitamins A, E & F, which are essential vitamins needed for good skin balance.<br>Increases hydration and protection of superficial layers of epidermis.<br>Excellent for soothing irritated skin and healing chapped skin.                      |
| Soy & Avocado Oil        | Hydrates, Soothes and softens skin   |
| Burdock                  | Helps improve skin health<br>Used both internally and externally for eczema and psoriasis as well as to treat painful joints and as a diuretic.<br>Well known for its blood cleansing properties.  |
| Echinacea                | Aids in skin regeneration.<br>Used to support the immune system.<br>May help increase the production and activity of white blood cells, lymphocytes, and macrophages.<br>Can assist in the body's response to viral infections such as cold and flu.   |
| Fig Wort                 | Promotes Detoxification<br>Useful in the treatment of skin problems.<br>Helps the body function well, bringing about a state of inner cleanliness.<br>May be helpful for eczema, psoriasis and any skin condition where there is itching and irritation.<br>Part of the cleansing occurs due to the purgative and diuretic actions |
| Watercress               | Clears and improves skin<br>Rich in iron and other valuable mineral elements to provide blood purifying and system cleansing properties.   |
| Rich, salve-like texture | Leaves skin so hydrated- no need for any additional finishing product<br>Saves spas time and money   |

#### Selling Tips:

- Has an appealing fig and vanilla scent
- Slight warming effect on the skin
- Eco-friendly easy to use
- Leave on or towel off- no need to rinse and can be used in wet or dry room



### European Rose® Body Mud

Breathe in the aromatic fragrance of the French countryside as you surround the skin in a richly hydrating cocoon. This remarkable mud contains soothing Rose Clay extracted from the Provence region of France. Carefully sun-dried to retain its purity, the clay is infused with powerful source derivatives of deeply hydrating Apricot and Wheat Amino Acids, Beta Glucan, Rosa Centifolia, and Alpha Hydroxy Lactic Acid to provide a multifunctional skin renewing treatment that accelerates epidermal cell renewal, ensures renewed hydration and stimulates the skin's self-protecting mechanism against UVA-induced oxidative stress. European Rose Body Mud is the ultimate for refining and extreme hydration, perfectly suited for dry, delicate, weathered or aged skin.

| FEATURES  | BENEFITS  |
|---|---|
| Contains French Rose Clay from the Provence Region                    | Gently soothing to skin.  |
| Rose Clay is car sun-dried to retain its purity.                      | Provides a natural, untainted base for the other ingredients to work from.  |
| Contains Wheat and Apricot Amino Acid                                 | Able to penetrate the epidermis where these powerful moisture-binding properties allow them to retain up to four times their weight of moisture. Accelerates epidermal cell renewal and gives skin a soft, smooth and supple feel.  |
| contains Milk derived Lactic Acid (Alpha Hydroxy Acid)                | Helps to eliminate toxins and dead skin cells. Helps maintain the skins Ph factor and it assists in reducing signs of aging and sun damage.   |
| Contains Swiss formulated Beta-Glucan                                 | Has the highest concentration and potency when compared to the common solutions available. Yeast derived. Stimulates the skin's self-protecting mechanism to help protect itself against UVA induced oxidative stress. Promotes cell turnover. Healing, protecting, moisturizing. |
| Oils are Cold-Pressed extracted                                       | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil   | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.                                       |
| Contains Peach Oil  | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Avocado Oil  | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Sunflower Oil  | Is lightweight and helps provide a protective layer to skin after application.  |
| Suitable for wet or dry room  | This body treatment service can be administered in any room creating more revenue generating space. Massage therapists can also use their existing room to provide more services even if a shower is not available.   |
| Easy rinse or wipe off formula  | Skin is left non-greasy and residue free. This allows subsequent treatment products to work more effectively. Product is ideal for business or service locations where a shower is not available.   |
| Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE | An unlimited amount of "signature" exfoliations treatments can be created to enhance the spa service menu. The exfoliation can easily   |

AROMATHERAPY Essential Oils or Blends. become an Aromatherapy service. The use of botanical extracts and essential oils provides additional therapeutic and beauty benefits for clients.

---

Selling Tips:

- Deeply hydrating with natural sun-dried rose clay
- Refine and soften skin
- Enhance cell renewal
- Extreme hydration



### Exfoli-Sea® Salt Glow

Skin feels restored to radiance after a treatment with Exfoli-Sea Salt Glow. Our triple-layer exfoliating formula contains therapeutic Dead Sea salts in three crystal sizes to gently and effectively awaken circulation while removing accumulated residues and impurities. Skin tingles with the stimulating sensation of exfoliation as dry, dull skin is massaged away to reveal a fresh glow and a satin smooth texture. Replenishing oils of Jojoba, Avocado and Peach moisturize and soften.

| FEATURES   | BENEFITS  |
|--|---|
| Triple Layer formula – utilizes 3 sizes of salt grains   | More effective than a single grain formula, the three size grains offer both gentle sloughing and more aggressive removal of accumulated residues and impurities. Small grains polish and refine, while larger grains whisk away skin debris. Dry, dull skin is massaged away to reveal a fresh glow. Skin is effectively stimulated and surface circulation is increased. Boosts subsequent absorption of skin treatment products. |
| Contains Dead Sea Salts  | Salts reach up to 27% compared to 3% in ordinary sea water and contain therapeutic magnesium, potassium and calcium chlorides and a comparatively high concentration of bromides.   |
| Contains Lufa  | A natural mild abrasive and exfoliator that works in unison with the salts to soften and refine skin texture.   |
| Oils are Cold-Pressed extracted  | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil  | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.   |
| Contains Peach Oil   | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Avocado Oil   | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains sunflower Oil   | Is lightweight and helps provide a protective layer to skin after application.  |
| Suitable for wet or dry room   | This body treatment service can be administered in any room creating more revenue generating space. Massage therapists can also use their existing room to provide more services even if a shower is not available.   |
| Easy rinse or wipe off formula   | Skin is left non-greasy and residue free. This allows subsequent treatment products to work more effectively. Product is ideal for business or service locations where a shower is not available.   |
| Neutral Aroma  | Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essential Oils or Blends   |
| Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essential Oils or Blends. | An unlimited amount of "signature" exfoliations treatments can be created to enhance the spa service menu. The exfoliation can easily become an Aromatherapy service. The use of botanical extracts and essential oils provides additional therapeutic and beauty benefits for clients.   |

Selling Tips:

- Stimulates circulation
- Lifts away dead skin
- Boost absorption of treatment products
- Re-mineralizes the skin



### Facial Therapy Massage Creme with Bio-Firming Complex



BIOTONE's Facial Therapy Massage Crème with Bio-Firming Complex is a blend of firming actives, skin smoothing botanicals silky emollients. Formulated specifically for the areas of the face, neck and décolleté. Ph Balanced, non-comedogenic, and non-greasy, this sensitive skin formula contains anti-aging and firming actives of CoQ10 (firming and toning), Vitamin K (helps reduce the appearance of tiny veins) and Vitamin C (collagen building). Natural botanicals of White Peach, Pineapple Enzyme, Quince and Mango Mandarin help to soften and smooth the skin. Essential oils of Tangerine, Rosewood and Lemongrass provide a fresh light aroma.

| FEATURES    | BENEFITS  |
|-------------|---|
| Vitamin K   | Successful for the treatment for dark circles under the eyes and bruising on the face.  |
| Vitamin C   | Improves skin appearance by reducing fine lines and wrinkles.<br><br>Wound healing as it aids in stabilizing collagen.<br><br>Protects against or lessens the severity of sunburns.             |
| CoQ10       | Increases collagen and elastin in the skin.<br><br>Help repair damaged skin cells.  |
| Mango       | An excellent source of anti-oxidants of vitamin A and C as well as beta-carotene.   |
| Mandarin    | For toning and relieving congestion in skin, and stretch marks.<br>Good for insomnia and nervous tension.   |
| Pineapple   | Contains the enzyme bromelain that can break down the connecting layers between skin cells to exfoliate skin.<br>Helps break down protein and digest the dead cells on the surface of the skin. |
| Quince      | Provides soothing and softening properties.   |
| White Peach | Relaxing and calming. Soothing and softening to skin.   |

Selling Tips:

- blend of firming actives, skin smoothing botanicals and skin emollients
- pH balanced
- can be used as a leave on moisturizer – If you use more frequently use w/an exfoliant

### Facial Therapy MicroRefiner w/ BioFirming Complex



BIOTONE's Facial Therapy MicroRefiner with Bio-Firming Complex gives noticeable results. Reduces the appearance of pores and fine lines to give smooth, younger looking skin. Contains gentle pumice crystals and micronized buffing beads to remove damaged surface cells and reveal more radiant, smooth even-toned skin. Formulated for the face, neck and décolleté. pH balanced, non-comedogenic and non-greasy. Contains firming and anti-aging actives of CoQ10 (firming and toning), Vitamin K (helps reduce the appearance of tiny veins) and Vitamin C (collagen building). Essential Oils of Tangerine, Rosewood and Lemongrass soothe and comfort your complexion

| FEATURES                 | BENEFITS  |
|--------------------------|---|
| Vitamin K                | Successful for the treatment for dark circles under the eyes and bruising on the face.  |
| Vitamin C                | Improves skin appearance by reducing fine lines and wrinkles.<br><br>Wound healing as it aids in stabilizing collagen.<br><br>Protects against or lessens the severity of sunburns. |
| CoQ10                    | Increases collagen and elastin in the skin.<br><br>Help repair damaged skin cells.  |
| Tangerine                | Helps tone and relieve congestion of the skin.  |
| Rosewood                 | Soothing and nourishing to the skin.<br>Stimulates the immune system.   |
| Lemongrass               | Used for purification and digestion. Also used to treat rheumatic pains and headaches.  |
| Micronized Buffing Beads | These perfectly round buffing beads are softly smoothing.   |
| Pumice                   | Removes damaged surface cells.  |

Selling Tips:

- reduces the appearance of pores and fine lines to give smooth, younger looking skin
- removes damaged surface cells and reveals a more radiant, even-toned skin
- Great for a pre-treatment for Facial Therapy Massage Crème/moisturizer



### Firmi-Sea™ Body Mud

Our most effective treatment for smoothing, stimulating, and detoxifying skin and body, Firmi-Sea Body Mud contains rich concentrations of minerals and vitamins from the ocean's depths. It contains five different varieties of algae harvested off the Brittany Coast. This potent mix submerges the body in pure marine actives to stimulate, firm and moisturize. While helping achieve a state of deep relaxation, this intricate complex of ingredients works to promote decongestion and waste elimination for better skin appearance and smoothness, protect and regulate cellular moisture exchanges, rebalance and restore proper hydration, and prevent future skin damage by fighting free radicals.

| FEATURES  | BENEFITS  |
|---|---|
| Contains seaweeds sourced from the Brittany Coast   | One of the cleanest ocean sources in the world insures maximum therapeutic action of the plant material.  |
| Contains five seaweed varieties   | Typical formulas use only one seaweed. This five seaweed mix insures the benefits of multiple types of algae.   |
| Contains Ulva-Lactuca (having a good proportion of amino acids, high iron, very rich in vitamins A, B2, B3, and PP, and particularly C).  | Regenerating, hydrating. Recommended for sustaining normal skin. Content of vitamins and minerals helps speed up collagen production having a definite effect on skin tone, play a role in tissue formation (healing), tissue regeneration, and have vasodilatory action.   |
| Contains Laminaria Digitata (Extremely rich in iodine, mucilages (alginate), laminaranes (lipid-lowering glucosan) and mannitol. Presence of minerals of sodium, potassium, calcium, magnesium, chlorine, phosphorous, copper, manganese. Contains vitamins A, E, B3, B5, B6, C. Contains some 18 amino acids). | Has a protective action on cutaneous tissue. Mineral restorative and reconstructive properties. Moisturizing properties due to mucilages. The system is detoxified with increased osmotic exchanges due to the presence of minerals and the elimination of waste. Slimming properties by virtue of very high iodine content.                  |
| Contains Fucus Vesticulosus   | Stimulates blood circulation, with vasodilatation leading to better waste elimination. Gently stimulates the thyroid, beneficial to the slimming process. Moisturizes. Rebalancing amino acids with significant repairing properties. Properties that restore mineral levels, rebalance and restore the system, helping the slimming process. |
| Contains Spirulina (Contains 63% protein, 17% carbohydrates, 2% fatty acids, 8% minerals, as well as vitamins, essential amino acids, and enzymes).   | Works to protect and support healthy skin.  |
| Contains Sea Rocket (Plant source of minerals and trace elements. Rich in phenolic derivatives (flavonoids or phenolic acids), which are "P vitamin factors". A source of sulfur derivatives).  | Provides stimulation, remineralizing, and is a decongestive. Capable of increasing resistance and reducing permeability of blood capillaries, improving cutaneous microcirculation.   |
| Contains Sea Fennel (Rich in vitamin C and mineral salts)   | Offers beneficial properties for calming, regenerating and fighting free radicals.  |
| Mild, natural aroma   | Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essentials Oils or Blends.   |

|  |   |
|--|---|
| Oils are Cold-Pressed extracted  | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil  | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.   |
| Contains Peach Oil   | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Avocado Oil   | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Sunflower Oil   | Is lightweight and helps provide a protective layer to skin after application.  |
| Suitable for wet or dry room   | This body treatment service can be administered in any room creating more revenue generating space. Massage therapists can also use their existing room to provide more services even if a shower is not available.   |
| Easy rinse or wipe off formula   | Skin is left non-greasy and residue free. This allows subsequent treatment products to work more effectively.<br>Product is ideal for business or service locations where a shower is not available.  |
| Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essential Oils or Blends. | An unlimited amount of "signature" exfoliations treatments can be created to enhance the spa service menu. The exfoliation can easily become an Aromatherapy service. The use of botanical extracts and essential oils provides additional therapeutic and beauty benefits for clients. |

Selling Tips:

- Firm and Smooth skin
- Assist in detoxification
- Re-mineralize skin
- Great for cellulite/firming treatments especially when combined with the Firming Customizing Complex



### Hydrating Massage Lotion

The perfect finishing lotion after BIOTONE SPA exfoliation and mud treatments, Hydrating Body Lotion leaves the skin silky, fragrant and refreshed. More than just a lotion, it contains aromatic botanical extracts that enliven the senses and promote healthier skin, including Wheat and Apricot Amino Acids, Beta Glucan, Shea Butter, natural oils of Jojoba, Avocado, Peach and Sunflower. Ideal for daily skin care.

| FEATURES                                      | BENEFITS  |
|---|---|
| Formulated for massage or finishing hydration | One lotion eliminates the need for two separate products. Inventory cost is lower. Easily customizable to give a variety of options with one base product.  |
| More glide than typical lotions               | Extended workability makes this lotion ideal for deep-tissue work when less is applied, or for Swedish massage when used more liberally.  |
| Contains African Shea Butter                  | Naturally rich in vitamins A, E & F, which are essential vitamins needed for good skin balance. It increases the hydration and protection of superficial layers of epidermis. Excellent for soothing irritated skin and healing chapped skin.                                     |
| Contains Apricot and Wheat Amino Acids        | Able to penetrate the epidermis where these powerful moisture-binding properties allow them to retain up to four times their weight of moisture. Accelerates epidermal cell renewal and gives skin a soft, smooth and supple feel.  |
| Contains Swiss formulated Beta-Glucan         | Has the highest concentration and potency when compared to the common solutions available. Yeast derived. Stimulates the skin's self-protecting mechanism to help protect itself against UVA induced oxidative stress. Promotes cell turnover. Healing, protecting, moisturizing. |
| Unscented                                     | Ideal for clients with allergies to fragrance.<br>Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essentials Oils or Blends.   |
| Oils are Cold-Pressed extracted               | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil                           | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.                                       |
| Contains Peach Oil                            | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Sunflower Oil                        | Is lightweight and helps provide a protective layer to skin after application.  |
| Complementary retail line available           | Clients can enjoy the hydrating effects of this product everyday.<br>Allows for added revenue when home care products are sold to clients.<br>Clients will return for follow-up purchases.<br>Provides various options to enhance the spa service menu.                           |

Available in Unscented, Lavender & Calendula, Pomegranate & Cranberry.

Selling Tips:

- Quench, protect and smooth skin with Shea Butter
- Lightweight and absorbs quickly
- Complementing retail line available
- Invest in one base product and offer customizing complexes to give a variety of treatments in both signature and therapeutic lines.



**Marine Therapy Pedi-Balm w/ Rejuvenating Complex**

Marine Therapy Pedi-Balm offers deep hydration and excellent workability. Adds a powdery non-slip finish for the ultimate foot massage. Healing African Shea Butter, Aloe Vera, Sea Kelp and Algae Extracts help stimulate circulation, soften and soothe. Rejuvenating complex of Lavender, Litsea and Peppermint revitalize and cool the feet for a refreshing finish. Paraben free.

| FEATURES  | BENEFITS  |
|---|---|
| African Shea Butter   | Naturally rich in vitamins A, E & F, which are essential vitamins needed for good skin balance.<br>Increases hydration and protection of superficial layers of epidermis.<br>Excellent for soothing irritated skin and healing chapped skin.  |
| Aloe Vera Oil   | Excellent for soothing irritated skin and healing chapped skin, encourages skin rejuvenation.<br>Improves blood circulation, reduces scarring, and has anti-inflammatory properties. Switch these two lines so it doesn't seem so repetitive  |
| Laminaria Digitata (Seaweed)<br>(Extremely rich in iodine, minerals, mucilages (alginate), laminaranes (lipid-lowering glucosan) and mannitol.) Contains vitamins A, E, B3, B5, B6, C. Contains some 18 amino acids). | Slimming and regenerative properties by virtue of the highest content of iodine in seaweeds.<br>Mineral restorative and reconstructive properties.<br>Moisturizing properties due to mucilages. The system is detoxified with increased osmotic exchanges due to the presence of minerals and the elimination of waste. |
| Spirulina (algae)   | Works to protect and support healthy skin.  |
| Sea Fennel (Sea Plant)<br>(Rich in vitamin C and mineral salts)   | Offers beneficial properties for calming, regenerating and fighting free radicals.  |
| Contains Sea Rocket (Sea Plant)<br>(Source of minerals and trace elements. Rich in phenolic derivatives (flavonoids or phenolic acids), which are "P vitamin factors". A source of sulfur derivatives                 | Provides stimulation, remineralizing, and is a decongestive. Helps to increase resistance and reducing permeability of blood capillaries, improving cutaneous microcirculation.   |
| Fucus Vesticulosus (Seaweed)  | Stimulates blood circulation, with vasodilatation leading to better waste elimination.<br>Gently stimulates the thyroid, beneficial to the slimming process.  |
| Lavender  | The most versatile of all essential oils.<br>Lavender has been clinically evaluated for its relaxing effects. It is calming and balancing – physically and emotionally.   |
| Litsea  | Undeniable calming, sedative, and anti-inflammatory properties.   |
| Peppermint  | Stimulates the skin, aiding circulation.<br>Impart a cooling sensation leaving skin refreshed.  |

**Selling Tips:**

- Leaves a powdery finish
- Paraben Free



### Marine Therapy Pedi-Scrub w/ Rejuvenating Complex

Marine Therapy Pedi-Scrub blends mineral rich Marine and Dead Sea Salts, African Shea Butter, Sea Kelp and Algae to smooth and soften rough, dry and overworked feet. Rejuvenating complex of Lavender, Litsea and Peppermint stimulate and cool the feet, for a refreshing finish.

| FEATURES  | BENEFITS  |
|---|---|
| African Shea Butter   | Naturally rich in vitamins A, E & F, which are essential vitamins needed for good skin balance.<br>Increases hydration and protection of superficial layers of epidermis.<br>Excellent for soothing irritated skin and healing chapped skin.  |
| Aloe Vera Oil   | Excellent for soothing irritated skin and healing chapped skin, encourages skin rejuvenation.<br>Improves blood circulation, reduces scarring, and has anti-inflammatory properties.  |
| Laminaria Digitata (Seaweed)<br>(Extremely rich in iodine, minerals, mucilages (alginate), laminaranes (lipid-lowering glucosan) and mannitol.) Contains vitamins A, E, B3, B5, B6, C. Contains some 18 amino acids). | Slimming and regenerative properties by virtue of the highest content of iodine in seaweeds.<br>Mineral restorative and reconstructive properties.<br>Moisturizing properties due to mucilages. The system is detoxified with increased osmotic exchanges due to the presence of minerals and the elimination of waste. |
| Spirulina (algae)   | Works to protect and support healthy skin.  |
| Sea Fennel (Sea Plant)<br>(Rich in vitamin C and mineral salts)   | Offers beneficial properties for calming, regenerating and fighting free radicals.  |
| Contains Sea Rocket (Sea Plant)<br>(Source of minerals and trace elements. Rich in phenolic derivatives (flavonoids or phenolic acids), which are "P vitamin factors". A source of sulfur derivatives                 | Provides stimulation, remineralizing, and is a decongestive.<br>Helps to increase resistance and reducing permeability of blood capillaries, improving cutaneous microcirculation.  |
| Fucus Vesticulosus (Seaweed)  | Stimulates blood circulation, with vasodilatation leading to better waste elimination.<br>Gently stimulates the thyroid, beneficial to the slimming process.  |
| Lavender  | The most versatile of all essential oils.<br>Lavender has been clinically evaluated for its relaxing effects. It is calming and balancing – physically and emotionally.   |
| Litsea  | Undeniable calming, sedative, and anti-inflammatory properties.   |
| Peppermint  | Stimulates the skin, aiding circulation.<br>Impart a cooling sensation leaving skin refreshed.  |

Selling it:

- smooth and soften rough, dry and overworked feet



### Micro-Buff® Body Polish

Unveil a silken complexion with this uniquely effective and gentle body polish. Micro-Buff Body Polish is a creamy blend of micronized Buffing Beads, Loofa and Apricot Powder for refining the roughest and flakiest areas without irritation. It leaves skin with a remarkably radiant sheen and an even tone, assuring heightened absorption of moisturizers and nutrients for deep-down benefits. The infusion of Wheat, Apricot and Alpha Hydroxy Lactic Acids accelerates epidermal cell renewal, lifting away surface dryness to leave petal-soft skin. Replenishing oils of Jojoba, Avocado and Peach penetrate and condition.

| FEATURES   | BENEFITS   |
|--|--|
| Creamy Texture   | Provides a silky application to the skin. Product stays on skin throughout the treatment, resulting in more even application and exfoliation because it does not fall off onto towel or floor.                                     |
| Gentle Exfoliation Action                              | Ideal for clients with sensitive skin. Appropriate for more mature clients or for "thinning" skin. Boosts subsequent absorption of skin treatment products.  |
| No-Salt Formula  | Ideal for clients who have just shaved. Will not overly irritate the skin.   |
| Contains Wheat and Apricot Amino Acid                  | Able to penetrate the epidermis where these powerful moisture-binding properties allow them to retain up to four times their weight of moisture. Accelerates epidermal cell renewal and gives skin a soft, smooth and supple feel. |
| Contains Milk derived Lactic Acid (Alpha Hydroxy Acid) | Helps to eliminate toxins and dead skin cells. Helps maintain the skins Ph factor and it assists in reducing signs of aging and sun damage.  |
| Contains Lufa  | This natural mild abrasive and exfoliator works in unison with the acids to soften and refine skin texture.  |
| Contains Micronized Apricot Powder                     | This natural exfoliator obtained from the seed of the Apricot is pulverized into fine powder to help lift away surface dryness leaving petal-soft skin.  |
| Contains Micro-Buffing Beads                           | These perfectly round plastic beads are softly smoothing. They slightly cushion when used on the skin, preventing micro tears.   |
| Unscented  | Great for clients with allergies to fragrances. Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essential Oils or Blends.   |
| Oils are Cold-Pressed extracted                        | Helps maintain the natural vitamins and minerals content to maximize skin benefits.  |
| Contains Peach Oil                                     | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.  |
| Contains Avocado Oil                                   | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.  |
| Contains sunflower Oil                                 | Is lightweight and helps provide a protective layer to skin after application.   |
| Suitable for wet or dry room                           | This body treatment service can be administered in any room creating more revenue generating space. Massage therapists can also use their existing room to provide more services even if a shower is not available.                |



|  |   |
|--|---|
| Easy rinse or wipe off formula   | Skin is left non-greasy and residue free. This allows subsequent treatment products to work more effectively. Product is ideal for business or service locations where a shower is not available.   |
| Neutral Aroma  | Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essential Oils or Blends.  |
| Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essential Oils or Blends. | An unlimited amount of "signature" exfoliations treatments can be created to enhance the spa service menu. The exfoliation can easily become an Aromatherapy service. The use of botanical extracts and essential oils provides additional therapeutic and beauty benefits for clients. |

Selling tips:

- Ideal for sensitive or older skin
- Lift away dead skin
- Refine and soften skin
- Easily customizable with essential oils, Signature or Therapeutic customizing complexes



### Replenishing Light Massage Oil

The exceptionally light texture of this versatile oil makes it a popular choice for any spa with a diverse menu of body therapies. With enduring workability, effortless glide and skin-enhancing nutrients, Replenishing Light Massage Oil is ideal for full body massage, finishing treatments, aromatherapy sessions, stone massage and a variety of other hands-on techniques. Contains replenishing oils of Jojoba, Peach, Avocado and Sunflower to deeply nourish, protect and condition the skin.

| FEATURES  | BENEFITS  |
|---|---|
| Light, non-greasy finish  | Client skin feels silky and moisturized.<br>No need for a shower after treatment.<br>Ideal for clients returning to work.<br>Skin is left non-greasy and residue free. This allows subsequent treatment products to work more effectively.  |
| Lasting workability   | Effortless, lasting glide for uninterrupted workability.<br>Treatment continues without product reapplication.  |
| Water-Dispersible   | Less staining of linens, reducing laundry and replacement costs.  |
| Ideal for full body massage, aromatherapy, stone massage, finishing, or a variety of other therapy techniques | Ideal choice for any spa or massage practice with a diverse menu of modalities and treatments.<br>Eliminates the need for multiple products, which in turn lowers inventory costs.  |
| Unscented   | Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essentials Oils or Blends.   |
| Oils are Cold-Pressed extracted   | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil   | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Peach Oil  | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Avocado Oil  | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Sunflower Oil  | Is lightweight and helps provide a protective layer to skin after application.  |

Selling Tips:

- exceptionally light texture
- effortless glide & skin-enhancing nutrients
- nourish and protects skin
- Paraben Free



### Smoothing Massage Butter

Melt tension away with our velvety rich massage butter that is the ultimate in versatility. A preferred formula for full body massage, this all-purpose formulation combines the workability of oil with the clean absorbency of a lotion, offering smooth glide without greasy after-feel. The ultra-hydrating benefits of specialized Wheat and Apricot Amino Acids, protecting and repairing Beta Glucan and replenishing Shea Butter, Jojoba, Avocado and Sunflower oils soothe, tone and soften the skin.

| FEATURES                                    | BENEFITS  |
|---|---|
| Workability of Oil and absorbency of Lotion | All-purpose formulation. Can be used for numerous therapy modalities.<br>Provides smooth glide without greasy after-feel.<br>Very versatile. Apply a larger amount to skin and have the lasting glide of oil, or use less and create more friction for deeper work into tissues.  |
| Rich, luxurious texture                     | Clients will enjoy the pampering feeling of the crème on their skin. Skin will feel silky and deeply hydrated.<br>Will not spill on carpets and floors.   |
| Contains African Shea Butter                | Naturally rich in vitamins A, E & F, which are essential vitamins needed for good skin balance. It increases the hydration and protection of superficial layers of epidermis. Excellent for soothing irritated skin and healing chapped skin.                                     |
| Contains Apricot and Wheat Amino Acids      | Able to penetrate the epidermis where these powerful moisture-binding properties allow them to retain up to four times their weight of moisture. Accelerates epidermal cell renewal and gives skin a soft, smooth and supple feel.  |
| Contains Swiss formulated Beta-Glucan       | Has the highest concentration and potency when compared to the common solutions available. Yeast derived. Stimulates the skin's self-protecting mechanism to help protect itself against UVA induced oxidative stress. Promotes cell turnover. Healing, protecting, moisturizing. |
| Unscented                                   | Ideal for clients with allergies to fragrance.<br>Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essentials Oils or Blends.   |
| Oils are Cold-Pressed extracted             | Helps maintain the natural vitamins and minerals content to maximize skin benefits.   |
| Contains Jojoba Oil                         | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.                                       |
| Contains Peach Oil                          | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Avocado Oil                        | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |

|  |   |
|--|---|
| Contains Sunflower Oil   | Is lightweight and helps provide a protective layer to skin after application.  |
| Can be customized with any BIOTONE SPA Customizing Complex or BIOTONE AROMATHERAPY Essentials Oils or Aromatherapy Blends. | An unlimited amount of "signature" exfoliations treatments can be created to enhance the spa service menu.<br>The exfoliation can easily become an Aromatherapy service.<br>The use of botanical extracts and essential oils provides additional therapeutic and beauty benefits for the client.                          |
| Water Based formula  | Washes out easily from linens or clothing.  |
| Complementary retail line available  | Clients can enjoy the hydrating effects of this product everyday.<br>Allows for added revenue when home care products are sold to clients.<br>Clients will return for follow-up purchases.<br>Available in a variety of botanical extract and aroma choices.<br>Provides various options to enhance the spa service menu. |

Selling Tips:

- Intensive moisture with Shea Butter
- Workability of oil with absorbency of a lotion
- Soothe, tone and soften skin
- Complementing retail line available
- Customizable – can be used with any essential oil or customizing complexes. Offer a variety of treatments but invest in only one base product.

**BIOTONE  
RETAIL COLLECTION**

**BIOTONE  
RETAIL COLLECTION**

Take the Spa Experience Home

- Body Butter
- Hydrating Lotion
- Micro-Buff Crème Body Polish
- Salt Glow/ Sugar Body Polish



### Body Butter

This sumptuous butter is the perfect indulgence to nurture the skin and the senses.

Use after bath, shower, or as a full body night creme. Includes hydrating Wheat and Apricot Amino Acid, Shea Butter, healing and protecting Beta-Glucan, and the replenishing softening oils of Jojoba, Avocado, Peach and Sunflower.

Formatted Table

| FEATURES                              | BENEFITS  |
|---------------------------------------|---|
| Contains Wheat and Apricot Amino Acid | Able to penetrate the epidermis where these powerful moisture-binding properties allow them to retain up to four times their weight of moisture. Accelerates epidermal cell renewal and gives skin a soft, smooth and supple feel.  |
| Contains African Shea Butter          | Naturally rich in vitamins A, E & F, which are essential vitamins needed for good skin balance. It increases the hydration and protection of superficial layers of epidermis. Excellent for soothing irritated skin and healing chapped skin.                                     |
| Contains Swiss formulated Beta-Glucan | Has the highest concentration and potency when compared to the common solutions available. Yeast derived. Stimulates the skin's self-protecting mechanism to help protect itself against UVA induced oxidative stress. Promotes cell turnover. Healing, protecting, moisturizing. |
| Contains Jojoba Oil                   | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.                                       |
| Contains Peach Oil                    | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Avocado Oil                  | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
|                                       |   |

### FRAGRANCES:

#### Pomegranate & Cranberry

| FEATURES    | BENEFITS   |
|-------------|--|
| Pomegranate | Contains ellagic acid and is considered to be effective as an anti-carcinogen. Topically it is an antioxidant. |
| Cranberry   | Has been used to remove toxins from the blood. Stimulating.  |

|                |   |
|----------------|---|
| Almond Extract | Valued for its moisturizing and cleansing abilities.                              |
| Wild Cherry    | Astringent and tonic with relaxing properties. A healing agent to cuts and sores. |
| Loquat         | Stimulating to the system.  |

#### Mango & Mandarin

| FEATURES    | BENEFITS   |
|-------------|--|
| Mango       | An excellent source of anti-oxidants of vitamin A and C as well as beta-carotene.  |
| Mandarin    | For toning and relieving congestion in skin and stretch marks. Good for insomnia and nervous tension.  |
| Pineapple   | Contains the enzyme bromelain that can break down the connecting layers between skin cells to exfoliate skin. Helps break down protein and digest the dead cells on the surface of the skin. |
| Quince      | Provides soothing and softening properties.  |
| White Peach | Relaxing and calming. Soothing and softening to the skin.  |

#### Green Tea & Lime Leaf

| FEATURES           | BENEFITS   |
|--------------------|--|
| Japanese Green Tea | The antioxidant content of green tea is found to be even more effective than Vitamin C and Vitamin E in protecting cells from damage. This is a potent antioxidant.  |
| Bamboo             | Excellent for colds, coughs, fevers, and asthma. Nurtures the heart and soothes the nervous system. Relieves anxiety. Rejuvenating and strengthening.  |
| Fo-Ti Root         | Used to tranquilize the spirit, nourish the blood and invigorate the meridians. In oriental philosophy it is said to increase the Yin, thereby improving physical and mental health. Has anti-toxic, anti-swelling and tranquilizing properties as well as being a useful sedative for insomnia. Used to restore depleted energy and maintain strength and vitality. |
| Ginger             | Anti-oxidant. May be helpful as a stimulant of the peripheral circulation. Warming to the body and slightly antiseptic and promotes internal secretions.   |
| Lemongrass         | Used for purification and digestion. Also used to treat rheumatic pains and headaches.   |
| Lime Leaf          | A relaxing remedy for nervous tension or hysteria.   |

### Lavender & Calendula

| FEATURES         | BENEFITS  |
|------------------|---|
| Calendula        | Flavonoids, found in high amounts in calendula, account for much of its anti-inflammatory activity. There is evidence suggesting use of calendula for some viral infections. Calendula gently promotes perspiration. Its action is stimulant and diaphoretic. Calendula flowers are believed to be useful in reducing inflammation, wound healing and as an antiseptic.<br>Calendula has been used to treat various skin disorders. |
| Hops             | Used for a calming effect on the nervous system and has been shown to have mild sedative properties. Recommended for anxiety and insomnia.  |
| Blue Malva       | Used for its soothing effect on skin and for its emollient properties to treat dry or chapped skin.   |
| Evening Primrose | Contains gamma linolenic acid (GLA), a fatty acid that the body converts to a hormone-like substance called prostaglandin. Has anti-inflammatory properties and may also act as a blood thinner and blood vessel dilator. It can also be made into an ointment useful for rashes and other skin irritations.  |

### Milk & Honey

| FEATURES       | BENEFITS  |
|----------------|---|
| Honey          | Naturally hydrating and protective to the skin.   |
| Clover Blossom | Used as a remedy for chronic skin problems.   |
| Royal Jelly    | Contains many of the most essential nutrients, including all the B vitamins, vitamins A, C, D, E and K, more than 12 important minerals, 18 amino acids and other important constituents including collagen and lecithin. |

#### Selling Tips:

- Great to add on as a take with to any treatment – give customers the experience of the spa at home in between treatments.



### Hydrating Lotion

Light and easily absorbed. Ideal after sun, swim, or anytime of the day. Includes deeply hydrating Wheat and Apricot Amino Acids, Shea Butter, healing and protecting Beta-Glucan, and the replenishing softening oils of Jojoba, Avocado, Peach and Sunflower.



Available in five tantalizing fragrances: Green Tea & Lime Leaf, Mango & Madarin, Lavender & Calendula, Pomegranate & Cranberry, and Milk & Honey

| FEATURES                               | BENEFITS  |
|--|---|
| Contains African Shea Butter           | Naturally rich in vitamins A, E & F, which are essential vitamins needed for good skin balance. It increases the hydration and protection of superficial layers of epidermis. Excellent for soothing irritated skin and healing chapped skin.                                     |
| Contains Apricot and Wheat Amino Acids | Able to penetrate the epidermis where these powerful moisture-binding properties allow them to retain up to four times their weight of moisture. Accelerates epidermal cell renewal and gives skin a soft, smooth and supple feel.  |
| Contains Swiss formulated Beta-Glucan  | Has the highest concentration and potency when compared to the common solutions available. Yeast derived. Stimulates the skin's self-protecting mechanism to help protect itself against UVA induced oxidative stress. Promotes cell turnover. Healing, protecting, moisturizing. |
| Contains Jojoba Oil                    | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin.                                       |
| Contains Peach Oil                     | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains Avocado Oil                   | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Sunflower Oil                 | Is lightweight and helps provide a protective layer to skin after application.  |

### FRAGRANCES:

#### Pomegranate & Cranberry

| FEATURES | BENEFITS |
|----------|----------|
|----------|----------|

|                |  |
|----------------|--|
| Pomegranate    | Contains ellagic acid and is considered to be effective as an anti-carcinogen. Topically it is an antioxidant. |
| Cranberry      | Has been used to remove toxins from the blood. Stimulating.  |
| Almond Extract | Valued for its moisturizing and cleansing abilities.   |
| Wild Cherry    | Astringent and tonic with relaxing properties. A healing agent to cuts and sores.                              |
| Loquat         | Stimulating to the system.   |

#### Mango & Mandarin

| FEATURES    | BENEFITS   |
|-------------|--|
| Mango       | An excellent source of anti-oxidants of vitamin A and C as well as beta-carotene.  |
| Mandarin    | For toning and relieving congestion in skin and stretch marks. Good for insomnia and nervous tension.  |
| Pineapple   | Contains the enzyme bromelain that can break down the connecting layers between skin cells to exfoliate skin. Helps break down protein and digest the dead cells on the surface of the skin. |
| Quince      | Provides soothing and softening properties.  |
| White Peach | Relaxing and calming. Soothing and softening to the skin.  |

#### Green Tea & Lime Leaf

| FEATURES           | BENEFITS   |
|--------------------|--|
| Japanese Green Tea | The antioxidant content of green tea is found to be even more effective than Vitamin C and Vitamin E in protecting cells from damage. This is a potent antioxidant.  |
| Bamboo             | Excellent for colds, coughs, fevers, and asthma. Nurtures the heart and soothes the nervous system. Relieves anxiety. Rejuvenating and strengthening.  |
| Fo-Ti Root         | Used to tranquilize the spirit, nourish the blood and invigorate the meridians. In oriental philosophy it is said to increase the Yin, thereby improving physical and mental health. Has anti-toxic, anti-swelling and tranquilizing properties as well as being a useful sedative for insomnia. Used to restore depleted energy and maintain strength and vitality. |
| Ginger             | Anti-oxidant. May be helpful as a stimulant of the peripheral circulation. Warming to the body and slightly antiseptic and promotes internal secretions.   |
| Lemongrass         | Used for purification and digestion. Also used to treat rheumatic pains and headaches.   |

|           |  |
|-----------|--|
| Lime Leaf | A relaxing remedy for nervous tension or hysteria. |
|-----------|--|

**Lavender & Calendula**

| <b>FEATURES</b>  | <b>BENEFITS</b>  |
|------------------|--|
| Calendula        | Flavonoids, found in high amounts in calendula, account for much of its anti-inflammatory activity. There is evidence suggesting use of calendula for some viral infections. Calendula gently promotes perspiration. Its action is stimulant and diaphoretic. Calendula flowers are believed to be useful in reducing inflammation, wound healing and as an antiseptic. Calendula has been used to treat various skin disorders. |
| Hops             | Used for a calming effect on the nervous system and has been shown to have mild sedative properties. Recommended for anxiety and insomnia.   |
| Blue Malva       | Used for its soothing effect on skin and for its emollient properties to treat dry or chapped skin.  |
| Evening Primrose | Contains gamma linolenic acid (GLA), a fatty acid that the body converts to a hormone-like substance called prostaglandin. Has anti-inflammatory properties and may also act as a blood thinner and blood vessel dilator. It can also be made into an ointment useful for rashes and other skin irritations.   |

Selling Tips:

- Great to add on as a take with to any treatment – give customers the experience of the spa at home in between treatments.

### Salt Glow



This anti-oxidant based blend assists with soothing anxiety, improving circulation and invigorating the meridians to restore depleted energy and maintain vitality. Improve circulation and get skin glowing. Our special blending of invigorating mineral salt and replenishing, vitamin rich Jojoba, Avocado, Peach and Sunflower Oils will refine and nourish skin leaving it wonderfully shiny and smooth.

| FEATURES               | BENEFITS  |
|------------------------|---|
| Contains Jojoba Oil    | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Avocado Oil   | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Peach Oil     | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains sunflower Oil | Is lightweight and helps provide a protective layer to skin after application.  |

### FRAGRANCES:

#### Pomegranate & Cranberry

| FEATURES       | BENEFITS   |
|----------------|--|
| Pomegranate    | Contains ellagic acid and is considered to be effective as an anti-carcinogen. Topically it is an antioxidant. |
| Cranberry      | Has been used to remove toxins from the blood. Stimulating.  |
| Almond Extract | Valued for its moisturizing and cleansing abilities.   |
| Wild Cherry    | Astringent and tonic with relaxing properties. A healing agent to cuts and sores.                              |
| Loquat         | Stimulating to the system.   |

### Mango & Mandarin

| FEATURES    | BENEFITS   |
|-------------|--|
| Mango       | An excellent source of anti-oxidants of vitamin A and C as well as beta-carotene.  |
| Mandarin    | For toning and relieving congestion in skin and stretch marks. Good for insomnia and nervous tension.  |
| Pineapple   | Contains the enzyme bromelain that can break down the connecting layers between skin cells to exfoliate skin. Helps break down protein and digest the dead cells on the surface of the skin. |
| Quince      | Provides soothing and softening properties.  |
| White Peach | Relaxing and calming. Soothing and softening to the skin.  |

### Green Tea & Lime Leaf

| FEATURES           | BENEFITS   |
|--------------------|--|
| Japanese Green Tea | The antioxidant content of green tea is found to be even more effective than Vitamin C and Vitamin E in protecting cells from damage. This is a potent antioxidant.  |
| Bamboo             | Excellent for colds, coughs, fevers, and asthma. Nurtures the heart and soothes the nervous system. Relieves anxiety. Rejuvenating and strengthening.  |
| Fo-Ti Root         | Used to tranquilize the spirit, nourish the blood and invigorate the meridians. In oriental philosophy it is said to increase the Yin, thereby improving physical and mental health. Has anti-toxic, anti-swelling and tranquilizing properties as well as being a useful sedative for insomnia. Used to restore depleted energy and maintain strength and vitality. |
| Ginger             | Anti-oxidant. May be helpful as a stimulant of the peripheral circulation. Warming to the body and slightly antiseptic and promotes internal secretions.   |
| Lemongrass         | Used for purification and digestion. Also used to treat rheumatic pains and headaches.   |
| Lime Leaf          | A relaxing remedy for nervous tension or hysteria.   |

### Lavender & Calendula

| FEATURES   | BENEFITS   |
|------------|--|
| Calendula  | Flavonoids, found in high amounts in calendula, account for much of its anti-inflammatory activity. There is evidence suggesting use of calendula for some viral infections. Calendula gently promotes perspiration. Its action is stimulant and diaphoretic. Calendula flowers are believed to be useful in reducing inflammation, wound healing and as an antiseptic. Calendula has been used to treat various skin disorders. |
| Hops       | Used for a calming effect on the nervous system and has been shown to have mild sedative properties. Recommended for anxiety and insomnia.   |
| Blue Malva | Used for its soothing effect on skin and for its emollient properties to treat dry or chapped skin.  |

|                  |  |
|------------------|--|
| Evening Primrose | Contains gamma linolenic acid (GLA), a fatty acid that the body converts to a hormone-like substance called prostaglandin. Has anti-inflammatory properties and may also act as a blood thinner and blood vessel dilator. It can also be made into an ointment useful for rashes and other skin irritations. |
|------------------|--|

Selling Tips:

- Great to add on as a take with to any treatment – give customers the experience of the spa at home in between treatments.
- Remineralizes the skin

### Sugar Body Polish



Both white and brown sugar provide naturally exfoliating  
AHA's and work to whisk away dull skin is further  
replenished and protected with hydrating oils of Jojoba,  
Avocado, Peach and Sunflower.

| FEATURES               | BENEFITS  |
|------------------------|---|
| Contains Jojoba Oil    | Dissolves sebum, which causes acne, and makes skin look and feel satiny smooth. With balancing and soothing properties it is an excellent source for deep, nourishing skin care. Jojoba is the oil closest to the natural oils in the skin. |
| Contains Avocado Oil   | Softening and smoothing to the skin. High fat content with Vitamin A and C components will protect and soften skin.   |
| Contains Peach Oil     | Ideal for dehydrated and delicate skin, it is absorbed slowly and helps relieve itching, making it ideal for treating eczema and other skin conditions involving dry, scaly skin.   |
| Contains sunflower Oil | Is lightweight and helps provide a protective layer to skin after application.  |

Selling Tips:

- Great to add on as a take with to any treatment- give customers the experience of the spa at home in between treatments.



**Pomegranate & Cranberry  
Micro-Buff Creme Body Polish**

Gently buff away dry, surface skin cells to reveal a youthful glow with this fragrant body exfoliant. Micro-Buffing Beads, Natural Luffa, Apricot Seed Powder and Alpha Hydroxy Lactic Acids combine to stimulate microcirculation and gently polish, leaving skin soft and radiant. Antioxidant rich blend of Pomegranate, Cranberry, Wild Cherry and Loquat relaxes the body while gently stimulating circulation to remove toxins, cleanse, tone and also help moisturize and heal chapped skin.

| <b>FEATURES</b>                         | <b>BENEFITS</b>   |
|---|---|
| Contains Micro-Buffing Beads            | These perfectly round plastic beads are softly smoothing. They slightly cushion when used on the skin, preventing micro tears.                          |
| Contains Natural Luffa                  | A natural mild abrasive and exfoliator that works in unison with the acids to soften and refine skin texture  |
| Contains Micronized Apricot Seed Powder | This natural exfoliator obtained from the seed of the Apricot is pulverized into fine powder to help lift away surface dryness leaving petal-soft skin. |
| Contains Alpha Hydroxy Lactic Acids     | Helps to eliminate toxins and dead skin cells. Helps maintain the skins' Ph factor and it assists in reducing signs of aging and sun damage.            |
| No salt formula                         | Ideal for clients who have just shaved. Will not overly irritate the skin.  |
| Pomegranate                             | Contains ellagic acid and is considered to be effective as an anti-carcinogen. Topically it is an antioxidant.  |
| Cranberry                               | Has been used to remove toxins from the blood. Stimulating.   |
| Almond Extract                          | Valued for its moisturizing and cleansing abilities.  |
| Wild Cherry                             | Astringent and tonic with relaxing properties. A healing agent to cuts and sores.   |
| Loquat                                  | Stimulating to the system.  |





**Mango & Mandarin  
Micro-Buff Creme Body Polish**

Gently buff away dry, surface skin cells to reveal a youthful glow with this fragrant body exfoliant. Micro-Buffing Beads, Natural Luffa, Apricot Seed Powder and Alpha Hydroxy Lactic Acids combine to stimulate microcirculation and gently polish, leaving skin soft and radiant. Anti-oxidant rich botanicals of Mango, Mandarin, Pineapple, Quince and White Peach aids exfoliation by eliminating dead cells on the skin's surface and has softening and emollient qualities.

| <b>FEATURES</b>                         | <b>BENEFITS</b>  |
|---|--|
| Contains Micro-Buffing Beads            | These perfectly round plastic beads are softly smoothing. They slightly cushion when used on the skin, preventing micro tears.   |
| Contains Natural Luffa                  | A natural mild abrasive and exfoliator that works in unison with the acids to soften and refine skin texture   |
| Contains Micronized Apricot Seed Powder | This natural exfoliator obtained from the seed of the Apricot is pulverized into fine powder to help lift away surface dryness leaving petal-soft skin.                                      |
| Contains Alpha Hydroxy Lactic Acids     | Helps to eliminate toxins and dead skin cells. Helps maintain the skins' Ph factor and it assists in reducing signs of aging and sun damage.   |
| No salt formula                         | Ideal for clients who have just shaved. Will not overly irritate the skin.   |
| Mango                                   | An excellent source of anti-oxidants of vitamin A and C as well as beta-carotene.  |
| Mandarin                                | For toning and relieving congestion in skin and stretch marks. Good for insomnia and nervous tension.  |
| Pineapple                               | Contains the enzyme bromelain that can break down the connecting layers between skin cells to exfoliate skin. Helps break down protein and digest the dead cells on the surface of the skin. |
| Quince                                  | Provides soothing and softening properties.  |
| White Peach                             | Relaxing and calming. Soothing and softening to the skin.  |

Selling Tips:

- Great to add on as a take with to any treatment – give customers the experience of the spa at home in between treatments.
- Great for sensitive or older skin



**Green Tea & Lime Leaf  
Micro-Buff Creme Body Polish**

Gently buff away dry, surface skin cells to reveal a youthful glow with this fragrant body exfoliant. Micro-Buffing Beads, Natural Luffa, Apricot Seed Powder and Alpha Hydroxy Lactic Acids combine to stimulate microcirculation and gently polish, leaving skin soft and radiant. Anti-oxidant rich botanicals of Green Tea, Lime Leaf, Bamboo, Fo-Ti-Root and Lemongrass help soothe anxiety and improve circulation.

| FEATURES                                | BENEFITS   |
|---|--|
| Contains Micro-Buffing Beads            | These perfectly round plastic beads are softly smoothing. They slightly cushion when used on the skin, preventing micro tears.   |
| Contains Natural Luffa                  | A natural mild abrasive and exfoliator that works in unison with the acids to soften and refine skin texture   |
| Contains Micronized Apricot Seed Powder | This natural exfoliator obtained from the seed of the Apricot is pulverized into fine powder to help lift away surface dryness leaving petal-soft skin.  |
| Contains Alpha Hydroxy Lactic Acids     | Helps to eliminate toxins and dead skin cells. Helps maintain the skins' Ph factor and it assists in reducing signs of aging and sun damage.   |
| No salt formula                         | Ideal for clients who have just shaved. Will not overly irritate the skin.   |
| Japanese Green Tea                      | The antioxidant content of green tea is found to be even more effective than Vitamin C and Vitamin E in protecting cells from damage. This is a potent antioxidant.  |
| Bamboo                                  | Excellent for colds, coughs, fevers, and asthma. Nurtures the heart and soothes the nervous system. Relieves anxiety. Rejuvenating and strengthening.  |
| Fo-Ti Root                              | Used to tranquilize the spirit, nourish the blood and invigorate the meridians. In oriental philosophy it is said to increase the Yin, thereby improving physical and mental health. Has anti-toxic, anti-swelling and tranquilizing properties as well as being a useful sedative for insomnia. Used to restore depleted energy and maintain strength and vitality. |
| Ginger                                  | Anti-oxidant. May be helpful as a stimulant of the peripheral circulation. Warming to the body and slightly antiseptic and promotes internal secretions.   |
| Lemongrass                              | Used for purification and digestion. Also used to treat rheumatic pains and headaches.   |
| Lime Leaf                               | A relaxing remedy for nervous tension or hysteria.   |

Selling Tips:

- Great to add on as a take with to any treatment – give customers the experience of the spa at home in between treatments.
- Great for sensitive or older skin



**Lavender & Calendula  
Micro-Buff Creme Body Polish**

Gently buff away dry, surface skin cells to reveal a youthful glow with this fragrant body exfoliant. Micro-Buffing Beads, Natural Luffa, Apricot Seed Powder and Alpha Hydroxy Lactic Acids combine to stimulate microcirculation and gently polish, leaving skin soft and radiant. A balancing blend of skin soothing botanicals of Lavender, Calendula, Hops, Blue Malva and Evening Primrose helps relax both mind and body.

| <b>FEATURES</b>                         | <b>BENEFITS</b>  |
|---|--|
| Contains Micro-Buffing Beads            | These perfectly round plastic beads are softly smoothing. They slightly cushion when used on the skin, preventing micro tears.   |
| Contains Natural Luffa                  | A natural mild abrasive and exfoliator that works in unison with the acids to soften and refine skin texture   |
| Contains Micronized Apricot Seed Powder | This natural exfoliator obtained from the seed of the Apricot is pulverized into fine powder to help lift away surface dryness leaving petal-soft skin.  |
| Contains Alpha Hydroxy Lactic Acids     | Helps to eliminate toxins and dead skin cells. Helps maintain the skins' Ph factor and it assists in reducing signs of aging and sun damage.   |
| No salt formula                         | Ideal for clients who have just shaved. Will not overly irritate the skin.   |
| Lavender                                | One of the most versatile of all essential oils. Lavender has been clinically evaluated for its relaxing effects. It is calming and balancing – physically and emotionally.  |
| Calendula                               | Flavonoids, found in high amounts in calendula, account for much of its anti-inflammatory activity. There is evidence suggesting use of calendula for some viral infections. Calendula gently promotes perspiration. Its action is stimulant and diaphoretic. Calendula flowers are believed to be useful in reducing inflammation, wound healing and as an antiseptic. Calendula has been used to treat various skin disorders. |
| Hops                                    | Used for a calming effect on the nervous system and has been shown to have mild sedative properties. Recommended for anxiety and insomnia.   |
| Blue Malva                              | Used for its soothing effect on skin and for its emollient properties to treat dry or chapped skin.  |
| Evening Primrose                        | Contains gamma linolenic acid (GLA), a fatty acid that the body converts to a hormone-like substance called prostaglandin. Has anti-inflammatory properties and may also act as a blood thinner and blood vessel dilator. It can also be made into an ointment useful for rashes and other skin irritations.   |

Selling Tips:

- Great to add on as a take with to any treatment – give customers the experience of the spa at home in between treatments.
- Great for sensitive or older skin



**Milk & Honey  
Micro-Buff Creme Body Polish**

Gently buff away dry, surface skin cells to reveal a youthful glow with this fragrant body exfoliant. Micro-Buffing Beads, Natural Luffa, Apricot Seed Powder and Alpha Hydroxy Lactic Acids combine to stimulate microcirculation and gently polish, leaving skin soft and radiant. This vitamin rich blend of Honey, Clover Blossom and Royal Jelly contains many essential nutrients that assist with hydration, protection, cleansing, softening and soothing of the skin.

| <b>FEATURES</b>                         | <b>BENEFITS</b>   |
|---|---|
| Contains Micro-Buffing Beads            | These perfectly round plastic beads are softly smoothing. They slightly cushion when used on the skin, preventing micro tears.  |
| Contains Natural Luffa                  | A natural mild abrasive and exfoliator that works in unison with the acids to soften and refine skin texture  |
| Contains Micronized Apricot Seed Powder | This natural exfoliator obtained from the seed of the Apricot is pulverized into fine powder to help lift away surface dryness leaving petal-soft skin.   |
| Contains Alpha Hydroxy Lactic Acids     | Helps to eliminate toxins and dead skin cells. Helps maintain the skins' Ph factor and it assists in reducing signs of aging and sun damage.  |
| No salt formula                         | Ideal for clients who have just shaved. Will not overly irritate the skin.  |
| Honey                                   | Naturally hydrating and protective to the skin.   |
| Clover Blossom                          | Used as a remedy for chronic skin problems.   |
| Royal Jelly                             | Contains many of the most essential nutrients, including all the B vitamins, vitamins A, C, D, E and K, more than 12 important minerals, 18 amino acids and other important constituents including collagen and lecithin. |

Selling Tips:

- Great to add on as a take with to any treatment – give customers the experience of the spa at home in between treatments.
- Great for sensitive or older skin



### BIOTONE SPA Customizing Complexes

Now offer an extensive, almost limitless spa treatment menu without maintaining a large inventory. The eight BIOTONE SPA Customizing Complexes allow you to develop both personalized and signature treatments with any massage, mud, salt glow or body polish service.

| FEATURES   | BENEFITS   |
|--|--|
| Eight BIOTONE SPA Customizing Complexes                            | Develop personalized or signature treatments with any massage, mud, salt glow or body polish service |
| Blend readily with any BIOTONE SPA or unscented Massage product    | Expand services to reach a more diverse clientele  |
| Made from 100% pure essential oils and wild crafted plant extracts | Assures freshness and potency.   |
| Create personalized spa and massage treatments                     | Target specific client needs without maintaining a large inventory                                   |
| Each blend has a complementary retail line                         | Increased revenues and drives repeat business  |

### Signature Customizing Complexes:

#### Green Tea & Lime Leaf Customizing Complex



Herbal with a twist, the antioxidant content of green tea is found to be even more effective than Vitamin C and Vitamin E in protecting cells from damage. This blend assists with soothing anxiety, improving circulation and invigorating the meridians.

| FEATURES  | BENEFITS  |
|---|---|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | Assists with soothing anxiety, improving circulation and invigorating the meridians.<br>Lets you create personalized spa and massage treatments that target the specific needs of clients.<br>Provides convenience and ease as products are made to enhance each other.<br>Provide the skin and beauty benefits favored by product-savvy clients. |
| Contains wild crafted and organic plant extracts                  | Assures maximum potency of the plant material.  |
| Contains Green Tea  | The antioxidant content of green tea is found to be even more effective than Vitamin C and Vitamin E in protecting cells from damage. This is a potent antioxidant.   |

|                     |   |
|---------------------|---|
| Contains Bamboo     | Excellent for colds, coughs, fevers, and asthma. Nurtures the heart and soothes the nervous system. Relieves anxiety. Rejuvenating and strengthening.   |
| Contains Fo-Ti-Root | Used to tranquilize the spirit, nourish the blood and invigorate the meridians. In oriental philosophy it is said to increase the Yin, thereby improving physical and mental health.<br>Has anti-toxic, anti-swelling and tranquilizing properties as well as being a useful sedative for insomnia. Used to restore depleted energy and maintain strength and vitality. |
| Contains Ginger     | Anti-oxidant. May be helpful as a stimulant of the peripheral circulation. Warming to the body and slightly antiseptic and promotes internal secretions.  |
| Contains Lemongrass | Used for purification and digestion. Also used to treat rheumatic pains and headaches.  |
| Contains Lime Leaf  | A relaxing remedy for nervous tension or hysteria.  |



### Mango & Mandarin Customizing Complex

This tantalizing citrus complex nourishes skin with extracts and oils rich in antioxidant vitamins, minerals, potassium and Beta Carotene. This blend aids exfoliation by eliminating dead cells on the skin's surface and has softening and emollient qualities.

| FEATURES  | BENEFITS  |
|---|---|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | Blend aids exfoliation by eliminating dead cells on the skin's surface and has softening and emollient<br>Lets you create personalized spa and massage treatments that target the specific needs of clients.<br>Provides convenience and ease as products are made to enhance each other.<br>Provide the skin and beauty benefits favored by product-savvy clients. |
| Contains Mango  | An excellent source of anti-oxidants of vitamin A and C as well as beta-carotene.   |
| Contains Manadarin  | For toning and relieving congestion in skin, and stretch marks. Good for insomnia and nervous tension.  |
| Contains Pineapple  | Contains the enzyme bromelain that can break down the connecting layers between skin cells to exfoliate skin. Helps break down protein and digest the dead cells on the surface of the skin.  |
| Contains Quince   | Provides soothing and softening properties.   |
| Contains White Peach  | Relaxing and calming. Soothing and softening to skin.   |



### Milk & Honey Customizing Complex

Warm and inviting, this special complex makes use of natural hydrators, protectors and cleansers to soften skin and promote cell regeneration.

| FEATURES  | BENEFITS  |
|---|---|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | This special complex makes use of natural hydrators, protectors and cleansers to soften skin and promote cell regeneration. Lets you create personalized spa and massage treatments that target the specific needs of clients. Provides convenience and ease as products are made to enhance each other. Provide the skin and beauty benefits favored by product-savvy clients. |
| Contains Honey  | Naturally hydrating and protective to skin.   |
| Contains Clover Blossom   | Used as a remedy for chronic skin problems.   |
| Contains Milk Glycerides  | Excellent miniaturization with barrier properties.  |
| Contains Royal Jelly  | Contains many of the most essential nutrients, including: all the B vitamins, vitamins A,C, D, E and K, more than 12 important minerals, 18 amino acids, and other important constituents, including collagen and lecithin.   |



### Pomegranate & Cranberry Customizing Complex

This tart, fruity blend mildly relaxes and works gently to stimulate circulation remove toxins and help moisturize and heal chapped or dry skin.

| FEATURES  | BENEFITS  |
|---|---|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | Mildly relaxes and works gently to stimulate circulation, remove toxins and help moisturize and heal chapped or dry skin. Lets you create personalized spa and massage treatments that target the specific needs of clients. Provides convenience and ease as products are made to enhance each other. Provide the skin and beauty benefits favored by product-savvy clients. |
| Contains Pomegranate  | Contains ellagic acid and is considered to be effective as an anti-carcinogen. Topically it is an antioxidant.  |
| Contains Cranberry  | Has been used to remove toxins from the blood. Stimulating.   |
| Contains Almond Extract   | Valued for its moisturizing and cleansing abilities.  |

|                      |   |
|----------------------|---|
| Contains Wild Cherry | Astringent and tonic with relaxing properties. A healing agent to cuts and sores. |
| Loquat               | Stimulating to the system   |

### Lavender & Calendula Customizing Complex



This balancing blend helps relax both mind and body while providing calming and soothing benefits for the skin.

| FEATURES  | BENEFITS  |
|---|---|
| Can be added to any BIOTONE Spa Body Treatment or BIOTONE Massage Formula | <ul style="list-style-type: none"> <li>▪ Lets you create personalized spa and massage treatments that target the specific needs of clients.</li> <li>▪ Provides convenience and ease as products are made to enhance each other.</li> <li>▪ Provides the skin and beauty benefits favored by product-savvy clients.</li> </ul>  |
| Lavender  | <ul style="list-style-type: none"> <li>▪ The most versatile of all essential oils.</li> <li>▪ Lavender has been clinically evaluated for its relaxing effects. It is calming and balancing – physically and emotionally.</li> </ul>   |
| Calendula   | <ul style="list-style-type: none"> <li>▪ Flavonoids, found in high amounts in calendula, account for much of its anti-inflammatory activity. There is evidence suggesting use of calendula for some viral infections.</li> <li>▪ Calendula gently promotes perspiration. Its action is stimulant and diaphoretic. Calendula flowers are believed to be useful in reducing inflammation, wound healing, and as an antiseptic.</li> <li>▪ Calendula has been used to treat various skin disorders ranging from</li> </ul> |
| Hops  | <ul style="list-style-type: none"> <li>▪ Used for a calming effect on the nervous system and has been shown to have mild sedative properties.</li> <li>▪ Recommended for anxiety and insomnia.</li> </ul>   |
| Blue Malva  | <ul style="list-style-type: none"> <li>▪ Used for its soothing effect on skin and for its emollient properties to treat dry or chapped skin.</li> </ul>   |
| Evening Primrose  | <ul style="list-style-type: none"> <li>▪ Contains gamma linolenic acid (GLA), a fatty acid that the body converts to a hormone-like substance called prostaglandin.</li> <li>▪ Has anti-inflammatory properties and may also act as a blood thinner and blood vessel dilator. It can also be made into an ointment useful for rashes and other skin irritations.</li> </ul>   |



## Therapeutic Customizing Complexes:

### Relaxing Customizing Complex



Melt stress away with this soothing blend that calms the mind and lets the body unwind.

| FEATURES  | BENEFITS  |
|---|---|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | Lets you create personalized spa and massage treatments that target the specific needs of clients.<br>Provides convenience and ease as products are made to enhance each other.<br>Provide the skin and beauty benefits favored by product-savvy clients.   |
| Contains Lavender   | The most versatile of all essential oils. Lavender has been clinically evaluated for its relaxing effects. It is calming and balancing – physically and emotionally.  |
| Contains Calendula  | Flavonoids, found in high amounts in calendula, account for much of its anti-inflammatory activity. There is evidence suggesting use of calendula for some viral infections. Calendula gently promotes perspiration. Its action is stimulant and diaphoretic. Calendula flowers are believed to be useful in reducing inflammation, wound healing, and as an antiseptic. Calendula has been used to treat various skin disorders ranging from |
| Contains Rosewood   | Soothes and nourishes the skin.   |
| Contains Orange   | Anti-inflammatory and sedative.   |
| Contains Hops   | Used for a calming effect on the nervous system and has been shown to have mild sedative properties. Recommended for anxiety and insomnia.  |
| Contains Cinnamon   | Used for a calming effect on the nervous system and has been shown to have mild sedative properties. Recommended for anxiety and insomnia.  |
| Contains Blue Malva   | Used for its soothing effect on skin and for its emollient properties to treat dry or chapped skin.   |
| Contains Evening Primrose   | Contains gamma linolenic acid (GLA), a fatty acid that the body converts to a hormone-like substance called prostaglandin E1 (PGE1). PGE1 Has anti-inflammatory properties and may also act as a blood thinner and blood vessel dilator. It can also be made into an ointment useful for rashes and other skin irritations.   |



### Firming Customizing Complex

Target cellulite and tired, slackened skin while toning and firming to give skin a smoother, sleeker appearance.

| FEATURES  | BENEFITS   |
|---|--|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | Targets cellulite and tired, slackened skin for toning and firming to give skin a smoother, sleeker appearance.<br>Lets you create personalized spa and massage treatments that target the specific needs of clients.<br>Provides convenience and ease as products are made to enhance each other.<br>Provide the skin and beauty benefits favored by product-savvy clients.   |
| Jaborandi   | The principal use is as a powerful and rapid diaphoretic   |
| Horeschesnut  | Extracts of the seeds are the source of a saponin known as aescin, which has been shown to promote circulation through the veins. Aescin promotes normal tone in the walls of the veins, thereby promoting return of blood to the heart. This has made both topical and internal horse chestnut extracts popular in the treatment of chronic venous insufficiency and varicose veins. Aescin also possesses anti-inflammatory properties and has been shown to reduce edema (swelling with fluid). |
| Paraguay Tea  | Astringent, mildly analgesic, stimulant and increases sweating. Paraguay Tea naturally contains a high concentration of theophylline and other xanthines making it ideal for use as a skin smoother. It is a stimulant, tonic and vasodilatory.  |
| Contains Ginseng  | Ginseng's actions in the body are due to a complex interplay of constituents. The primary group is the ginsenosides, which are believed to increase energy and counter the effects of stress.  |
| Contains Ivy  | Has been used for its diuretic properties. Also used in linaments to relieve and treat sore muscles and sunburn, to calm the nerves and to firm and tone the skin.   |
| Contains Tangerine  | For toning and relieving congestion of the skin.   |
| Contains Black Walnut   | Provides oxygenating abilities, which may help burn up excess toxins and fatty materials and cleanse the blood.  |
| Contains Rosewood   | Soothing and nourishing to the skin and also stimulates the immune system.   |
| Contains Clary Sage   | Food for circulatory problems, varicose veins and cellular aging.  |



### Sore Muscle Relieving Customizing Complex

Relieve sore muscles with this analgesic blend that helps improve circulation, fight inflammation and replenishes energy.

| FEATURES  | BENEFITS   |
|---|--|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | <p>Blended to release impurities to cleanse skin and body and help restore balance.</p> <p>Lets you create personalized spa and massage treatments that target the specific needs of clients.</p> <p>Provides convenience and ease as products are made to enhance each other.</p> <p>Provide the skin and beauty benefits favored by product-savvy clients.</p> <p>Able to use with a carrier oil to blend &amp; soak in baths to relieve muscle pain or tension.</p> |
| Rosemary  | <p>A circulatory nerve stimulant, which in addition to the toning and calming effect on the digestion, is used where psychological tension is present.</p> <p>Useful for headache or depression.</p> <p>Useful to ease muscular pain.</p>  |
| Juniper   | Known as a natural detoxifier, antiseptic and stimulant.   |
| Lavender  | <p>The most versatile of all essential oils.</p> <p>Lavender has been clinically evaluated for its relaxing effects. It is calming and balancing – physically and emotionally.</p>   |
| Peppermint  | Stimulates the skin, aiding circulation.   |
| Eucalyptus  | Impart a cooling sensation leaving skin refreshed.   |
| Rosewood  | Combats colds, fevers, infection, and has bacteriostatic activity.   |
| Orange  | Soothing and nourishing to the skin.   |
| Ginger  | Stimulates the immune system.  |
| Black Pepper  | <p>Mild nervous stimulant.</p> <p>Anti-oxidant.</p> <p>May be helpful as a stimulant of the peripheral circulation.</p> <p>Warming to the body and slightly antiseptic and promotes internal secretions.</p>   |
| Black Pepper  | Commonly used as an analgesic.   |



### Uplifting Customizing Complex

Stir up a sluggish system. The invigorating blend revitalizes and energizes the body

| FEATURES  | BENEFITS  |
|---|---|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | The invigorating blend revitalizes and energizes the body and mind. Lets you create personalized spa and massage treatments that target the specific needs of clients. Provides convenience and ease as products are made to enhance each other. Provide the skin and beauty benefits favored by product-savvy clients. |
| Contains Grapefruit   | Stimulates the body. Also includes high amounts of vitamin C and potassium, and contains bioflavoids and other plant chemicals that protect against disease.  |
| Contains Lemongrass   | Used for purification and digestion. Used for nervous and digestive problems, rheumatic pains and headache.   |
| Contains Rosewood   | Soothing and nourishing to the skin and also stimulates the immune system.  |
| Contains Verbena  | Stimulating to the skin.  |
| Contains Orange   | Lymphatic stimulant and anti-depressant.  |
| Contains Bergamot   | Mood elevating and also has anti-bacterial properties.  |



### Detoxifying Customizing Complex

Release impurities to cleanse skin and body with a healing blend that helps restore balance.

| FEATURES  | BENEFITS   |
|---|--|
| Can be added to any BIOTONE SPA Body Treatment or Massage Formula | Blended to release impurities to cleanse skin and body and help restore balance. Lets you create personalized spa and massage treatments that target the specific needs of clients. Provides convenience and ease as products are made to enhance each other. Provide the skin and beauty benefits favored by product-savvy clients. |
| Contains Rosemary   | A circulatory nerve stimulant, which in addition to the toning and calming effect on the digestion, is used where psychological tension is present. Useful for headache or depression.   |

|                     | Useful to ease muscular pain.  |
|---------------------|--|
| Contains Burdock    | Used both internally and externally for eczema and psoriasis as well as to treat painful joints and as a diuretic. This root is well known for its blood cleansing properties.   |
| Echinacea           | Used to support the immune system. Several constituents in Echinacea team together to help increase the production and activity of white blood cells, lymphocytes, and macrophages<br>Echinacea can be an important part for the body's response to viral infections such as cold and flu.         |
| Contains Lemon      | Very stimulating, anti-microbial, and anti-spasmodic.  |
| Contains Figwort    | Useful in the treatment of skin problems. It helps the body function well, bringing about a state of inner cleanliness. It may be used for eczema, psoriasis and any skin condition where there is itching and irritation. Part of the cleansing occurs due to the purgative and diuretic actions. |
| Contains Eucalyptus | Combats colds, fevers, infection, and has bacteriostatic activity.   |
| Contains Orange     | Mild nervous stimulant.  |
| Contains Coriander  | Analgesic, anti-rheumatic, anti-spasmodic, bactericidal, circulatory and nervous system stimulant. Also an anti-oxidant.   |
| Contains Watercress | Rich in iron and other valuable mineral elements to provide blood purifying and system cleansing properties.   |
| Contains Geranium   | Anti-inflammatory, fungicidal, stimulant astringent, and anti-depressant.  |

## BIOTONE SPA Preview Collection

This introductory spa kit allows you to try all seven of BIOTONE's professional exfoliants, muds, hydrating wrap, massage and finishing products. You will also receive a welcome brochure that shows how to customize treatment with the signature customizing complex samples included and cost per treatment analysis.

1 Smoothing Massage Body butter – 4 oz  
1 European Rose Body Mud – 4 oz  
1 Black Baltic Body Mud – 4 oz  
1 Firmi-Sea Body Mud – 4 oz  
1 BIOTONE Spa Brochure

1 Micro-Buff Body Polish – 4 oz  
1 Exfoli-Sea Salt Glow – 4 oz  
1 Body Lush Hydrating Wrap – 4oz  
4 Signature Customizing Complex Samples



## BIOTONE SPA Best Sellers Selection

This collection includes our best selling BIOTONE Spa professional products you need to create a therapeutic treatment. Enhance your customers' spa experience with a facial, body and pedi-treatment. Includes starter sizes of a professional exfoliant, mud, and massage & finishing product.

1 Smoothing Massage Body butter – 4 oz  
1 European Rose Body Mud – 4 oz  
1 Exfoli-Sea Salt Glow – 4 oz  
1 Micro-Biff Body Polish – 4 oz

1 Marine Therapy Pedi-Scrib – 22 oz  
1 Marine Therapy Pedi-Balm – 6 oz  
1 Facial Therapy Massage Creme – 6 oz  
1 Uplifting Customizing Complex – ½ oz





## SPA ACCESSORIES

| FEATURES                | BENEFITS  |
|-------------------------|---|
| <b>Spa Logo Apron</b>   | Durable spa apron with BIOTONE logo on front. Adjustable snap neck closure and two front pockets  |
| <b>Poly Sheet Wrap</b>  | Sheets for spa wraps and other services. Size 71" x 79". Comes in 50 pack and 250" roll.  |
| <b>Spa Panty</b>        | Disposable panties for women. One size fits most. Available in black.   |
| <b>Thermal Blanket</b>  | Foil on one side, olive on the other. For spa wraps and other services. Size 60" x 84".   |
| <b>Rubber Spa Bowls</b> | Great for blending and warming cremes, muds, oils and lotions with essential oils or customizing complexes. Snuggle within heated towels or float in hot water. Large and medium sizes. |
| <b>Creme Spatula</b>    | White plastic spatulas for mixing. Small and large sizes.   |

## SALES TOOLS

| FEATURES                                       | BENEFITS   |
|--|--|
| <b>Spa Bath and Counter Cards</b>              | Easel-back. Choose from Green Tea & Lime Leaf, Lavender & Calendula, Mango & Mandarin, Milk & Honey or Pomegranate & Cranberry. Size 6" x 5" |
| <b>BIOTONE Spa Menu Book</b>                   | Includes spa menu recipes and instructions for customizing your own menus and treatments. 5.5" x 8.5". 42 pages.                             |
| <b>Spa Service Postcard</b>                    | Sold in packs of 20. 4.25" x 6"  |
| <b>BIOTONE Spa Recommendation Pad</b>          | 50 sheets per pad. Ideal tool for selling treatment to retail.   |
| <b>BIOTONE Spa Foot Treatment Counter Card</b> | Easel-back. A point-of-purchase counter sign to designed to help promote the European Rose Spa Foot Treatment. 5" x 6".                      |



BIOTONE SPA Line  
Products Overview

BIOTONE

Menu Selections



## Chocolate Crème Bliss

*All of the pleasure, none of the guilt.*

**For this menu recipe idea you will need:**

- ¼ cup (2oz) of Micro-Buff Body Polish
- ½ cup (4oz) of Black Baltic Body Mud
- ½ teaspoon of 100% pure Cocoa
- 1oz of Milk & Honey Hydrating Lotion
- Milk & Honey Signature Customizing Complex

**Directions**

Preheat towel roaster to 250 degrees Fahrenheit. In a separate bowl combine ¼ cup (2 oz) Micro-Buff Body Polish, ½ teaspoon 100% pure Cocoa and 10 drops Milk & Honey Signature Customizing Complex. Mix well. Apply over full body. Remove with warm, damp towels. Takes approximately 25 minutes.

In separate bowl, combine ½ cup (4 oz) Black Baltic Body Mud, ½ tsp 100% pure Cocoa, and 30-40 drops (1/2 teaspoon) Milk & Honey Signature Customizing Complex. Mix well. Warm mixture in towel roaster prior to application. Apply to full body and wrap client with plastic sheet and thermal blanket. Allow client to rest wrapped for 20-30 minutes. You may want to turn off the table warmer, so the client does not overheat. Remove mud with warm, damp towels.

Warm 1 oz Milk & Honey Hydrating Lotion in towel roaster while removing mud from client's body. Apply to customer as a finishing treatment or for a massage.

**PREPARATION TIME 10 MINUTES  
APPROXIMATE SESSION TIME 90 MINUTES**

| Benefits   | Retail Sell Through   |
|--|---|
| <ul style="list-style-type: none"> <li>• Detoxifying</li> <li>• Hydration</li> <li>• Firming</li> <li>• Enhance Cell Function and Turnover</li> <li>• Aphrodisiac</li> </ul> | <p><b>BIOTONE SPA Milk &amp; Honey<br/>Personal Care Products</b></p> <p>Body Butter<br/><i>After bath or as night crème</i></p> <p>Sugar Scrub<br/><i>Twice weekly exfoliation between spa visits</i></p> <p>Hydrating Lotion<br/><i>Daily Moisturizer</i></p> |



## De-Stress Express

*Escape from the stresses of tax time. Asian essences transport you to a Zen-balanced, stress free zone.*

**For this menu recipe idea you will need:**

- ¼ cup (2oz) Micro-Buff Body Polish
- ½ cup (4oz) Firmi-Sea Body Mud
- 1oz of Green Tea & Lime Leaf Hydrating Lotion
- Green Tea & Lime Leaf Therapeutic Customizing Complex
- BIOTONE AROMATHERAPY Lime Essential Oil
- Fresh Grated Lime Peel (1 Lime) [optional]

**Directions**

Prior to treatment, offer client a cup of Green Herbal Tea to balance, tune and energize the body.

Preheat towel roaster to 250 degrees Fahrenheit. In a separate bowl combine ¼ cup (2 oz) Micro-Buff Body Polish, ¼ teaspoon (15-20 drops) Green Tea & Lime Leaf Therapeutic Customizing Complex, ¼ teaspoon (15-20 drops) Lime Essential Oil and ¼ teaspoon of grated Lime Peel Mix well. In separate bowl, combine ½ cup (4 oz) Firmi-Sea Body Mud, ½ teaspoon (30-40 drops) Green Tea & Lime Leaf Therapeutic Customizing Complex, and ½ teaspoon (30-40 drops) Lime Essential Oil. Mix well.

Place bowl with mud mixture in towel roaster to warm while applying Micro-Buff Body Polish mixture over full body. Remove polish mixture with warm, damp towels. Takes approximately 25 minutes.

Apply warm mud mixture to full body and wrap client with plastic sheet and thermal blanket. Allow client to rest wrapped for 20-30 minutes. You may want to turn off the table warmer, so the client does not overheat. While clients rests, warm 1/8 cup (1 oz) Green Tea & Lime Leaf Hydrating Lotion in towel roaster. Apply to customer as a finishing treatment or for a massage.

**PREPARATION TIME 10 MINUTES**

**APPROXIMATE SESSION TIME 90 MINUTES**

| Benefits  | Retail Sell Through   |
|---|---|
| <ul style="list-style-type: none"> <li>• Soothe Anxiety</li> <li>• Improve Circulation</li> <li>• Invigorate</li> <li>• Restore Energy</li> <li>• Maintain Vitality</li> <li>• Refresh</li> </ul> | <p><b>BIOTONE SPA Green Tea &amp; Lime Leaf Personal Care Products</b></p> <p>Hydrating Lotion</p> <p><i>Daily Body Moisturizer</i></p> <p>Salt Scrub</p> <p><i>Twice weekly exfoliation between spa visits</i></p> |



## Apple Chamomile Comfort

*Unlock the gateway to personal peace with this relaxation and comforting treatment that will melt all worries away.*

**For this menu recipe idea you will need:**

- ¼ cup (2oz) Micro-Buff Body Polish
- ½ cup (4oz) European Rose Body Mud
- 1 Tablespoon Smoothing Massage Body Butter
- Relaxing Therapeutic Customizing Complex
- BIOTONE AROMATHERAPY Chamomile Essential Oil
- Finely chopped or crushed apple (you can leave skin on) [optional]

**Directions**

Preheat towel roaster to 250 degrees Fahrenheit. In a separate bowl combine ¼ cup (2 oz) Micro-Buff Body Polish, 1/8 teaspoon (10 drops) Relaxing Therapeutic Customizing Complex, 2 drops Chamomile Essential Oil and 1 Tablespoon finely chopped or crushed apple. Mix well. In separate bowl, combine ½ cup (4 oz) European Rose Body Mud and 5 drops Chamomile Essential Oil. Mix well.

Place bowl with mud mixture in towel roaster to warm while applying Micro-Buff Body Polish mixture over full body. Remove polish mixture with warm, damp towels. Takes approximately 25 minutes.

Apply warm mud mixture to full body and wrap client with plastic sheet and thermal blanket. Allow client to rest wrapped for 20-30 minutes. You may want to turn off the table warmer, so the client does not overheat.

While the clients rests, prepare the finishing treatment in a small bowl. Combine one tablespoon Smoothing Massage Body Butter with 1/4 teaspoon (10-15 drops) Relaxing Therapeutic Customizing Complex. Place mixture in towel roaster to warm. Remove mud with warm, damp towels.

Whip butter before applying to customer as a finishing treatment or for a massage.

**PREPARATION TIME 10 MINUTES  
APPROXIMATE SESSION TIME 90 MINUTES**

| Benefits   | Retail Sell Through  |
|--|--|
| <ul style="list-style-type: none"> <li>• Relax</li> <li>• Nourish &amp; Soothe Skin</li> <li>• Relieve Anxiety</li> <li>• Protect Skin</li> <li>• Insomnia</li> <li>• Muscle Pain</li> <li>• Inflammation</li> </ul> | <p>BIOTONE SPA Lavender &amp; Calendula Personal Care Products</p> <ul style="list-style-type: none"> <li>• Body Butter<br/>Deep moisturizing after bath/shower</li> <li>• Salt Scrub<br/>Twice weekly exfoliation between spa visits</li> <li>• Hydrating Lotion<br/>Daily Moisturizer</li> </ul> |



## Here Comes The Bride

*A luxurious hydrating treatment that will soothe the bride's anxiety and relax her into a state of bridal bliss.*

**For this menu recipe idea you will need:**

- ¼ cup (2oz) Micro-Buff Body Polish
- ½ cup (4oz) European Rose Body Mud
- 1 Tablespoon Smoothing Massage Body Butter
- Bergamot Essential Oil
- Mango & Mandarin Signature Customizing Complex

**Directions**

Preheat towel roaster to 250 degrees Fahrenheit. In a separate bowl combine ¼ cup (2 oz) Micro-Buff Body Polish, 10 drops Pomegranate & Cranberry Customizing Complex, 5 drops of Bergamot Essential Oil. Mix well. In separate bowl, combine ½ cup (4 oz) European Rose Body Mud and 20 drops Bergamot Essential Oil. Mix well.

Place bowl with mud mixture in towel roaster to warm while applying Micro-Buff Body Polish mixture over full body. Remove polish mixture with warm, damp towels. Takes approximately 25 minutes.

Apply warm mud mixture to full body and wrap client with plastic sheet and thermal blanket. Allow client to rest wrapped for 20-30 minutes. You may want to turn off the table warmer, so the client does not overheat.

While the clients rests, prepare the finishing treatment in a small bowl. Combine one tablespoon Smoothing Massage Body Butter with 1/4 teaspoon (10-15 drops) Mango & Mandarin Customizing Complex. Place mixture in towel roaster to warm. Remove mud with warm, damp towels.

**PREPARATION TIME 10 MINUTES  
APPROXIMATE SESSION TIME 90 MINUTES**

| Benefits   | Retail Sell Through   |
|--|---|
| <ul style="list-style-type: none"> <li>• Soothe Anxiety</li> <li>• Mood Elevating</li> <li>• Enhanced Cell Renewal</li> <li>• Protect &amp; Heal Skin</li> <li>• Intensive Moisture</li> </ul> | <p style="text-align: center;">BIOTONE SPA<br/>Mango &amp; Mandarin<br/>Personal Care Products</p> <ul style="list-style-type: none"> <li>• Body Butter<br/>Deep moisturizing after bath/shower</li> <li>• Salt Scrub<br/>Twice weekly exfoliation between spa visits</li> <li>• Hydrating Lotion<br/>Daily Moisturizer</li> </ul> <p style="text-align: right;">56</p> |



## Pumpkin Spice Treatment

*Welcome in the fall with this delightful Holiday inspired recipe! Renew your clients' senses with this rich aroma of the season!*

### **For this menu recipe idea you will need:**

- Micro-Buff Body Polish ½ cup (2 oz)
- Smoothing Massage Butter 2 tbsp (1 oz)
- Milk & Honey Customizing Complex ½ tsp (30-40 drops)
- Cinnamon Leaf Essential Oil 1/8 tsp (6-10 drops)
- Clove Essential Oil 1/16 tsp (2-4drops)
- 2 rubber spa bowls
- 4 hot, moist hand towels

### Preparation:

1. Mix 1 cup Micro-Buff Body Polish with ¼ tsp Milk & Honey Customizing Complex and 1/8 tsp of Cinnamon Leaf and 1/16 tsp Clove Essential Oil in a rubber spa bowl.
2. Mix 1/2 cup tbsp Smoothing Massage Butter with ¼ tsp Milk & Honey Customizing Complex and 1/8 tsp of Cinnamon Leaf and 1/16 tsp Clove Essential Oil in a rubber spa bowl.
3. Warm products prior to application.

### Directions:

1. Using the flat side of your hand and apply the Micro-Buff Body Polish in large brisk, circular strokes while moving in an upward direction. Repeat 2 – 3 times on each body part before moving on.
2. Remove product with hot, moist towels.
3. Apply Smoothing Massage Butter as a finishing treatment or full body massage.

Suggested Treatment Cost \$40 - \$60

BIOTONE<sup>®</sup>



**Brainstorming Page**

**More Menu Ideas can be found in BIOTONE's Spa Menu Book – found under spa accessories**

**Create Custom Menu Item Suggestions Using the BIOTONE SPA Line.**

**Example: Exfoli-Sea Salt Glow with Mango & Mandarin Complex  
Tropical Getaway Body Exfoliation**

# BIOTONE

Contraindications of Treatment



BIOTONE



## **Contraindications of Treatments**

### **General Usage**

Always review ingredients and known allergies with clients before applying any product. Whenever in doubt, or the client indicates any questionable condition or is under medical treatment, avoid treatment until checking with the patients physician.

After treatment always offer clients water and a little time to rebalance and be totally alert before leaving the treatment room. The client should avoid any situation where their body temperature would go up significantly (sauna, steam room, hot tub etc) for at least 5 hours. For massage and wraps, the client should also avoid alcohol for 24 hours to assist the body with detoxification.

### **Specific Treatments**

#### **Body Wraps-**

Edema, infection, inflammation or swelling, broken bones, pregnancy, heart disease, open wounds, lesions, phlebitis. If the patient has high blood pressure, or any systemic disease including immune disorders, diabetes, cancer, epilepsy hemophilia, the clients' medical doctor should be consulted. Avoid using BIOTONE SPA Firmi-Sea Body Mud™ on clients with known allergies to iodine or seaweed.

#### **Body Exfoliation-**

In general avoid exfoliation on those with edema, infection, inflammation or swelling, broken bones, open wounds, lesions, varicose veins, phlebitis, telangiectasia.

For *salt-based exfoliants*, do not use on open wounds, freshly shaved skin or after waxing. Wait 24 hours. For *creme based polishes*, do not use on open wounds.

#### **Massage-**

Avoid on clients with a rash, inflammation or infection, unhealed wounds, following surgery, for those prone to blood clots and circulatory ailments, following cancer treatments, during first trimester of pregnancy. Avoid areas of bruising, inflammation or infection, sites of recent sprains or fractures, and known tumors.

### **BIOTONE SPA™ Customizing Complexes**

Always review ingredients and known allergies with clients before applying any product. Whenever in doubt, or the client indicates any questionable condition, has had a serious medical condition or disorder, or is under medical treatment, avoid spa services and use of herbal extracts and aromatherapy until checking with the patients physician. Avoid use on pregnant and breast-feeding clients.

*Milk & Honey-* Avoid for clients with known allergies to bee pollen.

# BIOTONE

Spa Treatment Protocols

### **BIOTONE SPA Micro-Buff Body Polish**

This treatment will leave the skin looking and feeling fresh, smooth, clean, and "polished." In fact, "body polish" is another term for exfoliation. Traditionally, in the body polish a number of different products are used to obtain the desired results. These include crushed apricot seed kernels, crushed nut shells and specially formulated scrubbing agents. The Biotone Spa body polish incorporates the latest industry-standard exfoliating agent – micronized buffing beads. To this has been added luffa particles and apricot powder for a truly gentle exfoliating experience.

The procedure described below is for a body polish in a dry room. In order to perform an exfoliation in a wet room with a wet table, use the Exfoli-Sea Salt Glow.

Draping is sometimes more of an issue on a wet table with shower because of the large amount of water applied. The best advice is simply to drape as normal and accept that all towels and sheets are going to get soaked. Diaper draping can be effective in this situation.

#### **TREATMENT TIME**

- 30 MINUTES TOTAL (25 TREATMENT, 5 PREPARATION & CLEANUP)

#### **TREATMENT PRICE**

- \$40-\$60

#### **SPECIALIZED INGREDIENTS (see appendix for details)**

- WHEAT AND APRICOT AMINO ACID
- LACTIC ACID
- LUFFA
- MICRONIZED BUFFING BEADS
- MICRONIZED APRICOT POWDER
- JOJOBA, AVOCADO, PEACH AND SUNFLOWER OILS

#### **BENEFITS**

- IDEAL FOR SENSITIVE SKIN
- STIMULATE CIRCULATION
- LIFT AWAY DEAD SKIN
- ACCELERATE EPIDERMAL CELL RENEWAL
- REPLENISH, MOISTURIZE AND SOFTEN SKIN
- BOOSTS SUBSEQUENT ABSORPTION OF SKIN TREATMENT PRODUCTS

#### **CONTRAINDICATIONS**

- OPEN SORES, CUTS, ABRASIONS, COMMUNICABLE SKIN CONDITIONS, PSORIASIS, AGGRAVATED ACUTE ACNE (CHECK CLIENT INTAKE FORM TO SEE IF ANY OF THESE CONDITIONS ARE PRESENT)

#### **TABLE SETUP**

- FITTED SHEET, TWO BATH SHEETS (ONE BENEATH THE BODY, ONE FOR DRAPING)

#### **YOU WILL NEED**

- ¼ CUP MICRO-BUFF BODY POLISH
- 1 TBSP BODY BUTTER OR HYDRATING LOTION
- RUBBER SPA BOWL
- 4 HOT MOIST HAND TOWELS
- 20 – 30 DROPS BIOTONE SPA CUSTOMIZING COMPLEX

- HOT TOWEL CABINET OR HEATING UNIT

#### BIOTONE-SPA MICRO-BUFF BODY POLISH PROCEDURE

*Prior to beginning you can discuss intended outcomes of the treatment and also provide the client an opportunity to select a Customizing Complex.*

1. While client is undressing for treatment, leave to prepare your body treatments. Dispense ¼ cup Polish (Exfoliator) into a mixing bowl. Add 10-15 drops (or 1/8 teaspoon) Customizing Complex. Mix well.  
**Important:** You can choose to use Body Butter, Hydrating Lotion, or Replenishing Light Oil, depending on your preference. If you choose butter for your finishing moisturizer, dispense 1 tablespoon butter into mixing bowl with 10-15 drops Customizing Complex. **Heat slightly before mixing thoroughly with fingers. Spatula will not mix this product.** If you choose Replenishing Light Oil, add 10-15 drops Customizing Complex per ounce in a bottle. Hydrating Lotions are pre-mixed with customizing complex and can be warmed as well prior to application.
2. Return to the room. Nestle the exfoliator in your towel cabinet, hydrocollator, or roaster for maximum heating, or place in hot water bath to heat.
3. As you begin this step of the treatment, let your client know the special benefits of the product you are applying. **Note:** Apply Micro-Buff Body Polish to dry skin only. Undrape and recover the client as appropriate during the product application to prevent chilling and respect modesty. During exfoliation keep your hands flat and use the fingers as well as the palms. This is not a massage movement.
4. Start with a quarter-size dab of Polish. Add more as needed. Begin on the lower body by spreading the exfoliator in an upward direction along the full length of the client's left leg. Then returning to the ankles, vigorously scrub the skin using small circular movements on each side and back of leg, slowly moving in an upward direction until you have also scrubbed the buttocks. Avoid strong pressure on the back of the knee. Repeat 2-3 times, for a total time of one minute, ending with one long stroke to the foot. Then scrub the foot liberally.
5. Re-drape left leg. Move to the right leg and repeat. Cover client's lower body with bath sheet when finished.
6. Dispense a quarter-size dab of Polish. Move to the upper right side of the table and apply the exfoliator first on back, then arms, and the hands. Starting on the lower back, vigorously scrub skin using large circular strokes, moving then to mid-back, upper-back and then shoulders.
7. Stabilize the client's right arm on the table by holding the forearm against the table with your left hand. Then exfoliate the entire arm. You can lift the arm and let it hang from the table, supporting at the elbow, to exfoliate the elbow. Repeat on the left arm. Repeat on elbows and rough patches. Total time for the back/shoulder/arm/hand exfoliation is 3-5 minutes. Re-drape the client's upper body.
8. Remove exfoliator with warm moist towels. Test towel heat before application to the client.
9. Starting with the client's left leg, lay the hand towel over the full length of the leg. Press the towel against the leg to moisten the exfoliator. Fold the towel in half lengthwise and then remove the exfoliator working from the top of the leg down to the foot. Reverse the fold of towel and repeat. Lay a fresh warm towel on the client's back lengthwise. Press the towel against the back to moisten the exfoliator. Fold the towel in half lengthwise and remove the exfoliator working from the lower back to the upper back and then arm. Repeat. Reverse fold of towel and repeat removal on other arm.
10. When product removal is complete, lean against the lower bath sheet to secure it, and

then hold up the upper bath sheet between you and the client and instruct the client to turn over. Re-cover them with the bath sheet.

11. Dispense a quarter-size amount of exfoliator. Standing next to the table, and starting with the client's right leg, apply the exfoliator to complete length of the leg. Then returning to the ankles, vigorously scrub the skin using small circular movements on each side and front of leg, slowly moving in upward direction until you have reached the top of the leg. When exfoliating the knee, stabilize the kneecap with one hand while exfoliating with the other. Use the flat of your fingers and exfoliate both sides of the knee at the same time.  
  
When finished exfoliating the leg and the knee, move to the foot. Cup the heel in your right hand, and with left hand, use small circular motions to exfoliate the top of the foot. Recover the client's right leg. Repeat on the client's left leg. Total time for both legs 2-3 minutes.
12. Move to the top of the table. As you fold the bath sheet down and away from the client's chest area, insert a breast towel as appropriate. Dispense a quart-size amount of exfoliator. Standing on the client's left side, apply the exfoliator to the client's stomach with small circular movements. Move to the head of the table and apply exfoliator to the décolletage . Stabilize the client's shoulders with one of your hands, one at a time, and you exfoliate the décolletage with the other. Avoid the breasts.
13. Step to the client's left side of the table. Stabilize the client's arm with one of your hands while you exfoliate with the other. Use small circular movements to exfoliate. Step to other side of table and repeat. Total time 3-5 minutes.
14. Remove exfoliator as before. Use one hand towel for upper body and one for lower body. Avoid direct pressure on the kneecap during exfoliator removal. Cover client with the bath sheet as each section is cleansed to avoid chilling.
15. At this point in the treatment, you can finish with a 5 minute application of a hydrating lotion, smoothing butter, or proceed with a massage therapy service. If applying a butter, mix in the Customizing Complex thoroughly with fingers prior to application. As you begin this step of the treatment, let your client know the special benefits of the product you are applying and also inform them about retail products available to prolong the benefits and results of the treatments they received. **Note:** If client receives a wrap directly after exfoliation, skip steps 15 – 17 and proceed to the wrap application. Alternatively, the application of body butter or lotion can be extended to a full hour or ½ hour massage, making the total treatment time an hour or 1½ hours. See "Menu Development" in Spa Business Success.
16. Undrape and re-cover the client as appropriate while you apply the finishing lotion or butter. Start with the right leg first, then left leg, stomach, décolletage, left arm, then right arm. When applying finishing product to the stomach, use a breast towel to cover the client.
17. When finished with application to the front, remove the lower bath sheet by having the client roll first to her left side, then her right, sliding it from beneath her, while holding up the upper bath sheet for modesty. Have the client turn over onto her stomach. Apply lubricant starting with the left leg, then right, and finish with upper back. When treatment is complete, leave the room and let the client rest until they are ready to get dressed.

### **BIOTONE SPA Exfoli-Sea Salt Glow**

The Salt Glow, also called the Spa Glow or Sea Salt Scrub, is similar to the body polish in that it too is an exfoliation treatment. But there are many differences between the two as well. In the salt glow, dead sea salt is used exclusively for the entire half hour, rather than a combination of exfoliating ingredients. This makes the treatment both more intense because of the granularity of the salt. Male visitors to spas are often fans of this treatment because it is so highly stimulating to rough, neglected skin.

Most salts, including the Biotone Spa Exfoli-Sea Salt Glow ingredients, used in exfoliation treatments come from the Dead Sea in Israel. With ten times the salt of sea water, The Dead Sea offers high concentrations of the following minerals: Magnesium Chloride for fluid retention & stress; Potassium Chloride for sore muscles; Calcium for pain relief. They also help relieve minor aches and pains, nervous stress, and psoriatic skin. The Dead Sea crystals are the perfect size for a stimulating yet not-too-abrasive scrub. They are more powerful than other exfoliating agents, though, and people with sensitive skin should approach them with caution. Female clients should be warned not to shave their legs 12 hours prior to a salt glow (use Biotone Spa Micro-Buff Body Polish in this case). The Biotone Spa Exfoli-Sea Salt Glow uses a unique triple-layer salt formula that achieves a more thorough exfoliation than normal salts with a single grain size. After this treatment, the client will enjoy the benefits of highly-mineralized salts soaking through the pores, and skin be perfectly prepared for a subsequent application of spa products.

#### TREATMENT TIME

- 30 MINUTES TOTAL (25 TREATMENT, 5 CLEANUP, PREPARATION)

#### TREATMENT PRICE

- \$40-\$60

#### SPECIALIZED INGREDIENTS

- DEAD SEA SALT
- LUFFA
- JOJOBA, AVOCADO, PEACH AND SUNFLOWER OILS

#### BENEFITS

- STIMULATE CIRCULATION
- LIFT AWAY DEAD SKIN
- REFINE, REPLENISH AND SOFTEN SKIN
- BOOST SUBSEQUENT ABSORPTION OF SKIN TREATMENT PRODUCTS

#### CONTRAINDICATIONS

- OPEN SORES, CUTS, ABRASIONS, COMMUNICABLE SKIN CONDITIONS, AGGRAVATED ACUTE ACNE, RECENTLY SHAVED LEGS (CHECK CLIENT INTAKE FORM TO SEE IF ANY OF THESE CONDITIONS ARE PRESENT)

#### TABLE SETUP

- SAME AS POLISH

#### YOU WILL NEED

- ¼ CUP EXFOLI-SEA SALT GLOW

- 1 TBSP BODY BUTTER OR HYDRATING LOTION
- RUBBER SPA BOWL
- 4 HOT MOIST HAND TOWELS
- 20 – 20 DROPS BIOTONE SPA CUSTOMIZING COMPLEX
- HOT TOWEL CABINET OR HEATING UNIT

#### BIOTONE SPA EXFOLI-SEA SALT GLOW PROCEDURE

*Prior to beginning you can discuss intended outcomes of the treatment and also provide the client an opportunity to select a Customizing Complex.*

1. While client is undressing for treatment, leave to prepare your body treatments. Dispense ¼ cup salt (Exfoliator) into a mixing bowl. Add 10-15 drops (or 1/8 teaspoon) Customizing Complex. Mix well.  
**Important:** You can choose to use Body Butter, Hydrating Lotion, or Replenishing Light Oil, depending on your preference. If you choose butter for your finishing moisturizer, dispense 1 tablespoon butter into mixing bowl with 10-15 drops Customizing Complex. **Heat slightly before mixing thoroughly with fingers. Spatula will not mix this product.** If you choose Replenishing Light Oil, add 10-15 drops Customizing Complex per ounce in a bottle. Hydrating Lotions are pre-mixed with customizing complex and can be warmed as well prior to application.
2. Return to room. Nestle the exfoliator in your towel cabinet, hydrocollator, or roaster for maximum heating, or place in hot water bath to heat.
3. As you begin this step of the treatment, let your client know the special benefits of the product you are applying. **Note:** Undrape and recover the client as appropriate during the product application to prevent chilling and respect modesty. During exfoliation keep your hands flat and use the fingers as well as the palms. This is not a massage movement.
4. Start with a quarter-size dab of salt. Add more as needed. Begin on the lower body by spreading the exfoliator in an upward direction along the full length of the client's left leg. Then returning to the ankles, vigorously scrub the skin using small circular movements on each side and back of leg, slowly moving in an upward direction until you have also scrubbed the buttocks. Avoid strong pressure on the back of the knee. Repeat 2-3 times, for a total time of one minute, ending with one long stroke to the foot. Then scrub the foot liberally.
5. Re-drape left leg. Move to the right leg and repeat. Cover client's lower body with bath sheet when finished.
6. Dispense a quarter-size dab of salt. Move to the upper right side of the table and apply the exfoliator first on back, then arms, and the hands. Starting on the lower back, vigorously scrub skin using large circular strokes, moving then to mid-back, upper-back and then shoulders.
7. Stabilize the client's right arm on the table by holding the forearm against the table with your left hand. Then exfoliate the entire arm. You can lift the arm and let it hang from the table, supporting at the elbow, to exfoliate the elbow. Repeat on the left arm. Repeat on elbows and rough patches. Total time for the back/shoulder/arm/hand exfoliation is 3-5 minutes. Re-drape the client's upper body.
8. Remove exfoliator with warm moist towels. Test towel heat before application to the client.
9. Starting with the client's left leg, lay the hand towel over the full length of the leg. Press the towel against the leg to moisten the exfoliator. Fold the towel in half lengthwise and then remove the exfoliator working from the top of the leg down to the foot. Reverse the fold of towel and repeat. Lay a fresh warm towel on the client's back lengthwise. Press the towel against the back to moisten the exfoliator. Fold the towel in half lengthwise and remove the exfoliator

working from the lower back to the upper back and then arm. Repeat. Reverse fold of towel and repeat removal on other arm.

10. When product removal is complete, lean against the lower bath sheet to secure it, and then hold up the upper bath sheet between you and the client and instruct the client to turn over. Re-cover them with the bath sheet.
11. Dispense a quarter-size amount of exfoliator. Standing next to the table, and starting with the client's right leg, apply the exfoliator to complete length of the leg. Then returning to the ankles, vigorously scrub the skin using small circular movements on each side and front of leg, slowly moving in upward direction until you have reached the top of the leg. When exfoliating the knee, stabilize the kneecap with one hand while exfoliating with the other. Use the flat of your fingers and exfoliate both sides of the knee at the same time.  
  
When finished exfoliating the leg and the knee, move to the foot. Cup the heel in your right hand, and with left hand, use small circular motions to exfoliate the top of the foot. Recover the client's right leg. Repeat on the client's left leg. Total time for both legs 2-3 minutes.
12. Move to the top of the table. As you fold the bath sheet down and away from the client's chest area, insert a breast towel as appropriate. Dispense a quart-size amount of exfoliator. Standing on the client's left side, apply the exfoliator to the client's stomach with small circular movements. Move to the head of the table and apply exfoliator to the décolletage. Stabilize the client's shoulders with one of your hands, one at a time, and you exfoliate the décolletage with the other. Avoid the breasts.
13. Step to the client's left side of the table. Stabilize the client's arm with one of your hands while you exfoliate with the other. Use small circular movements to exfoliate. Step to other side of table and repeat. Total time 3-5 minutes.
14. Remove exfoliator as before. Use one hand towel for upper body and one for lower body. Avoid direct pressure on the kneecap during exfoliator removal. Cover client with the bath sheet as each section is cleansed to avoid chilling.
15. At this point in the treatment, you can finish with a 5 minute application of a hydrating lotion, smoothing butter, or proceed with a massage therapy service. If applying a butter, mix in the Customizing Complex thoroughly with fingers prior to application. As you begin this step of the treatment, let your client know the special benefits of the product you are applying and also inform them about retail products available to prolong the benefits and results of the treatments they received. **Note:** If client receives a wrap directly after exfoliation, skip steps 15 – 17 and proceed to the wrap application. Alternatively, the application of body butter or lotion can be extended to a full hour or ½ hour massage, making the total treatment time an hour or 1½ hours. See "Menu Development" in Spa Business Success.
16. Undrape and re-cover the client as appropriate while you apply the finishing lotion or butter. Start with the right leg first, then left leg, stomach, décolletage, left arm, then right arm. When applying finishing product to the stomach, use a breast towel to cover the client.
17. When finished with application to the front, remove the lower bath sheet by having the client roll first to her left side, then her right, sliding it from beneath her, while holding up the upper bath sheet for modesty. Have the client turn over onto her stomach. Apply lubricant starting with the left leg, then right, and finish with upper back. When treatment is complete, leave the room and let the client rest until they are ready to get dressed.





figure 8,  
exfoli-sea salt glow removal procedure

**BIOTONE SPA Body Wraps**

Body wraps, also known as body masks and body packs, are used in top spas to aid in detoxification, remineralization, and rejuvenation of the skin and entire body. They are especially effective when combined with massage and hydrotherapy. The basic table setup and step-by-step procedure for each of the Biotone Spa Body Wraps is the same, as listed below, but the effects of the ingredients are different:

**BIOTONE SPA FIRMI-SEA BODY MUD:** With five unique seaweeds, Biotone Spa's unique blend provides powerful benefits for those clients seeking to enjoy the therapeutic and rejuvenating effects of the sea. Once applied to the skin, the pores soak in many sustaining minerals which promote our organism's function, such as balancing sodium and potassium so that edemas are prevented, and providing magnesium to calm our nervous system. This **remineralization** process is a key therapeutic benefit. Biotone Spa sea mud also has cosmetic benefits as the skin is replenished by natural elements such as sea plant mucilage.

**BIOTONE SPA BLACK BALTIC BODY MUD:** This black Baltic mud penetrates pores to unleash the effects of its core therapeutic agent—**humic acid**—to purify the skin and aid in detoxification. Fatty & amino acids, in addition to a plentiful supply of lipids and key vitamins, impart natural hydrating and rejuvenating effects to the skin as well.

**BIOTONE SPA EUROPEAN ROSE MUD:** This rose clay from France blended with emollient ingredients offers both **extreme moisturizing** and therapeutic drawing-cleansing properties. Rich in beta glucan, rosa centifolia, and alpha hydroxy lactic acid, it is like a facial for your entire body.

In addition to their core therapeutic effects, each product is magnified by the addition of Customizing Complexes (one in the product itself and one in the massage application afterwards). The suggestions in the table below compliment the intended purpose of each treatment, but you can customize for each client's needs.

Exfoliation is always performed prior to application of a body mask, to aid the body's absorption process. A massage is excellent afterwards, and can be administered during the

| TREATMENT                    | CORE THERAPEUTIC PURPOSE | CUSTOMIZING COMPLEX         | CUSTOMIZING COMPLEX IN BODY BUTTER  |
|------------------------------|--------------------------|-----------------------------|-------------------------------------|
| FIRMI-SEA BODY MUD WRAP      | REMINERALIZATION         | SELECT BASED ON USAGE CHART | SELECT COMPLIMENTARY TO THE COMPLEX |
| BLACK BALTIC BODY MUD WRAP   | PURIFICATION             | SELECT BASED ON USAGE CHART | GREEN TEA & LIME LEAF               |
| EUROPEAN ROSE CLAY BODY WRAP | MOISTURIZING/REFINING    | SELECT BASED ON USAGE CHART | MILK & HONEY                        |

application of the hydrating lotion. Extend this massage/application to 45 minutes for the 90 minute treatment.

#### TREATMENT TIME

- 60 MINUTES
- 90 MINUTES (W/ LONGER MASSAGE)

#### TREATMENT PRICE

- \$80- \$100 1 HOUR
- \$100-\$130 1½ HOURS

#### SPECIALIZED INGREDIENTS

- BLACK BALTIC MUD – humic, fatty & amino acids, lipids, vitamins
- FIRMI-SEA BODY MUD – five seaweeds, fatty acids, vitamins
- EUROPEAN ROSE MUD – beta glucan, rosa centifolia, alpha hydroxy Lactic Acid
- CUSTOMIZING COMPLEXES – ingredients augment effects of core products
- HYDRATING LOTION/BODY BUTTER – apricot & wheat amino acids, beta glucan, vitamin E

#### BENEFITS

- SEAWEED - REMINERALIZE, SMOOTH, STIMULATE, AND DETOXYFY SKIN & BODY
- BLACK MUD – ATTRACT AND ABSORB TOXINS, ENHANCE NORMAL CELL FUNCTION AND TURNOVER, DEEPLY HYDRATE, IMPART FRESHNESS, FIRMNESS, AND UNIFORMITY TO SKIN
- ROSE CLAY – NOURISH, REFINE & SOFTEN SKIN, ENHANCE CELL RENEWAL, STIMULATE PROTECTION AGAINST UVA OXIDATIVE STRESS, PROTECTS DRY, DELICATE, WEATHERED OR AGED SKIN

#### CONTRAINDICATIONS

- SENSITIVITIES TO ESSENTIAL OILS OR FRAGRANCES, ALLERGY/SENSITIVITY TO IODINE (FIRMI-SEA ONLY), CLAUSTROPHOBIA (CHECK CLIENT INTAKE FORM TO SEE IF ANY OF THESE CONDITIONS ARE PRESENT)

#### TABLE SETUP

FITTED SHEET, FLAT SHEET, BLANKET, FLAT SHEET, THERMAL BLANKET, PLASTIC WRAP, BATH SHEET

#### YOU WILL NEED

- ½ CUP SEA MUD, ROSE MUD, OR BLACK BALTIC MUD
- RUBBER SPA BOWL
- PLASTIC WRAP
- 1 TBSP. HYDRATING LOTION OR BODY BUTTER
- CUSTOMIZING COMPLEX (40 DROPS FOR MUD, 5-10 FOR BUTTER, 10 FOR MICRO BUFF BODY POLISH, 30-40 FOR SALT – REFER TO USAGE CHART!)
- NATURAL BRISTLE PAINT BRUSH (OPTIONAL)
- SIX HOT MOIST HAND TOWELS (DRY ROOM)
- OPTIONAL SHOWER (WET ROOM)
- BOLSTER
- HOT TOWEL CABINET OR HEATING UNIT

#### BODY WRAP PROCEDURE

1. Start with an EXFOLIATION of the skin (this can be a brief body-brushing or dry-loofah brushing, or a complete Exfoli-Sea Salt Scrub or Micro Buff Body Polish. As you begin

this treatment, let your client know the special benefits of the product you are applying. Remove your warm mud from heating area.

2. While client is preparing to receive the treatment, select Customizing Complex for mud, body butter and retail according to usage chart.
3. Fold the upper bath towel down and away from the client's upper body. Insert a breast and pelvic towel as appropriate. Recover the client with the bath towel.
4. Assist the client into a sitting position. They should remain covered by their bath sheet, breast and pelvic towels. Moving quickly to avoid mud cooling, apply mud in an even layer completely covering the client's back. Use one hand for the mud application. Assist the client to lie back down.
5. Move to the lower part of the table. Instruct client to bend her right knee, with foot resting on table, and then lean her knee slightly to the inside to allow proper coverage with the mud to hip/buttock area. Apply the mud beginning at the hip and back of thigh to back of ankle. Assist the client to rest her leg on the table again. Apply the mud to top of the leg in the same manner. Avoid applying mud to the feet.
6. When leg is completely covered with mud, cover with plastic. Wrap the foot also. Repeat application on the other leg. When finished cover the lower body with a bath sheet to keep the client warm.
7. Move to the left upper side of the table. Standing on the client's left side, fold the upper bath towel down and away from the client's chest and stomach area. Apply mud to the stomach, then left arm and décolletage. Cover the left arm with the plastic. Finish with mud application to the right arm and also wrap with plastic. Have the client place her arms in a comfortable resting position for the duration of the wrap.
8. While standing at the head of the table, pull up all layers simultaneously and wrap client with underlying thermal wrap, flat sheet, blanket and flat sheet together. Place a bath sheet over this cocoon to seal in heat. You may wish to place an eye-pillow over the client's eyes while she rests. Insert bolster. Leave the room, allowing her rest for 15-20 minutes. (IF USING TABLE WARMER, TURN OFF AT THIS TIME).
9. Return and provide the client with a 5-10 minute scalp massage or foot treatment.
10. Having a folded warm moist towel ready, peel away the plastic from the upper body while rolling the soiled plastic down towards the table. Remove mud from the stomach. Fold towel again and remove any excess off the stomach. Reverse fold the towel and fold once more. Remove mud from the décolletage and arms.
11. Assist the client to sit up. With a fresh warm moist hand towel, press the towel lengthwise along the back to moisten the mud. Then remove the remaining mud from the back.
12. Prior to the client lying back down, roll the plastic and thermal blanket towards her buttocks. Have the client lie down and cover her upper body with a bath sheet.
13. Peel back the plastic from the client's right leg. Starting with the right leg, remove the mud with a separate fresh moist hand towel, following the same towel folding and refolding procedures. As the leg is cleansed, have the client lift her hip and roll/fold the plastic and thermal blanket under from the body. Repeat on the client's left leg. Remove the plastic/thermal blanket from the table entirely. Cover client with a bath sheet to prevent chilling.
14. At this point in the treatment, you can finish with a 5-10 minute application of a hydrating lotion, smoothing butter, or proceed with a massage therapy service. If applying a butter, mix in the Customizing Complex thoroughly with fingers prior to application and float in hydrocollator to make sure it is warm enough to blend. As you begin this step of the treatment, let your client know the special benefits of the product you are applying and also inform them about retail products available to prolong the benefits and results of the treatments they received. **Note:** (DO THIS ONLY IF MOVING TO A MASSAGE) Hold up

the bath sheet and instruct the client to lie face up on top of the fitted sheet, and underneath the flat sheet and blanket. Then, incorporate a massage with body butter to expand the procedure, making it a full 1½ hour treatment.

15. Undrape and recover the client as appropriate while you apply the finishing lotion or butter. Start with the right leg, then left, then move to the stomach and décolletage, left arm, then right. When applying lubricant to the stomach, use a breast towel to cover the client.
16. When finished with the front side, hold up the upper bath sheet between you and the client and have the client turn over onto her stomach. Apply lubricant starting with the left leg, then right, and finish with upper back. When treatment is complete, leave the room and let the client rest until she is ready to get dressed.

### **Spa Foot Treatment**

This is a great way to offer something unique and stimulating to your clients without the need for disrobing or even a separate treatment room. Some spas successfully use the waiting area or other common space to provide foot treatments such as this. It is given either with the client sitting in a chair or reclining on a table or lounge chair.

The European Rose Clay creates a luxurious treatment. However, you can apply this treatment without the mud if you plan on offering it in a waiting room or other common area. Use your creativity to come up with variations on the foot treatment theme, as it can be combined with other treatments and customized through the use of many Customizing Complexes to create enticing seasonal services for your clientele. See the menu development section on page 42 for more information.

The Spa Foot Reflexology outlined in step number 6 of the procedure is a quick and easy way to administer some of the benefits of reflexology to your clients when you do not have the time for a full reflexology treatment. Originally devised by reflexologist Claire Miller-Pollen, it is perfect as a value-added service during full body mud wraps, while the client is resting.

#### **TREATMENT TIME**

- 30 MINUTES
- 60 MINUTES (W/ NAIL CLIPPING, TRIMMING, POLISHING IF LICENSED MANICURIST)

#### **TREATMENT PRICE**

- \$35 - \$45 HALF HOUR/\$50 - \$70 HOUR

#### **RECOMMENDED PRODUCTS**

- (check the chart for combining the complexes for the polish, mud and finishing product)

#### **BENEFITS**

- STIMULATE CIRCULATION
- EXFOLIATE ROUGH FEET, REPLENISH AND SOFTEN SKIN
- ACT ON REFLEX POINTS TO AFFECT OVERALL WELL-BEING

#### **CONTRAINDICATIONS**

- OPEN SORES, CUTS, OR ABRASIONS ON FEET, ATHLETE'S FOOT (CHECK CLIENT INTAKE FORM TO SEE IF ANY OF THESE CONDITIONS ARE PRESENT)

#### **TABLE SETUP**

FITTED SHEET, NECK BOLSTER, KNEE BOLSTER BATH SHEET, PLASTIC/ FOOT SIZED  
(OPTIONAL BLANKET TO COVER FOR WARMTH)

YOU WILL NEED

- 4 HOT MOIST HAND TOWELS
- 1 TABLESPOON MICRO-BUFF POLISH
- 2 TABLESPOONS EUROPEAN ROSE CLAY BODY MUD
- 1 TABLESPOON HYDRATING LOTION
- 25 DROPS BIOTONE SPA UPLIFTING CUSTOMIZING COMPLEX (10 FOR THE POLISH, 15 DROPS FOR THE MUD). Check the recommendation chart for all the cool choices you can combine.
- RUBBER SPA BOWL
- COTTON OR WOOL BLANKET FOR WARMTH (OPTIONAL)
- TOWEL CABINET (OPTIONAL)

SPA FOOT TREATMENT PROCEDURE

1. Prior to beginning of the treatment inform the client of the benefits of the products. Premix mud and warm for application.
2. Apply a dab of Uplifting Customizing Complex to the bottom of the feet, then ankles, and then top of the feet between first and second toe. Wrap the feet together in a hot moist towel. Leave for 2-3 minutes. Unwrap the right foot.
3. Smooth exfoliator over the entire right foot. Starting at the sole of the foot, apply small circular movements. Move to sides and then top of feet using same movements. Repeat 3 times. Repeat on the left foot. Remove the exfoliator from both feet with the second fresh moist towel using the folding procedure discussed previously.
4. Apply the mud to the client's right foot. Then left foot. Wipe off hands. Wrap with the plastic. Cover both feet with the bath sheet. You can also cover the client with the optional blanket for warmth. Leave mud on for 5-10 minutes. During the rest period you can also provide a hand or scalp treatment as an add-on service.
5. Unwrap both feet and using the rolling and folding technique taught in previous treatments. Remove the Rose Clay with two hot moist towels.
6. Pat feet dry with the bath sheet then apply **Spa Foot Reflexology**:
  - 1.) **opening**: Squeeze and knead the feet gently but firmly to warm up the tissues.
  - 2.) **sinus points**: Use a "coin rub" stroke and traction each toe. Coin rub is using index finger and thumb to rub toe as if it were a coin.
  - 3.) **sinus brush**: With one hand holding toes upright, brush the flat part of the fist of the other hand across the tops of the toes.
  - 4.) **ear, bronchials, and eye**: Stretch toes back toward client's head, place knuckles into the area between the toes where they meet the foot. Rock back and forth from index finger to small finger.
  - 5.) **lung area**: Using flat index fingers on top and thumbs below to pinch and twist the entire pad of foot by separating the metatarsals with a back and forth rocking motion.
  - 6.) **internal organs**: (Diaphragm, Liver, and Gall Bladder—right foot; and Diaphragm, Spleen, and Heart—left foot) Place both thumbs in center of foot, then spread them out toward the borders of the foot repeatedly, giving a "windshield wiper" stroke to this area.
  - 7.) **large intestine**: Direction is important in this stroke. Start at the lateral border on the outside of the right foot and move up (ascending colon), cross laterally (transverse colon) just above waist line which is found at the lateral protrusion of the cuboid bone. Continue across to left foot and down lateral border (descending colon), finishing off toward center of heel (sigmoid flexure). You may use a circle stroke or thumb walk.
  - 8.) **small intestine**: Use knuckles of index and middle fingers to twist into bottoms

- of heels on both feet, beneath transverse colon line.
- 9.) **spine:** With outside of both hands "saw" back and forth over spine reflex area (arch of the foot) with a jiggling action.
  - 10.) **hip & lower back:** Using heels of both hands, cup palms over ankle bones and jiggle both borders of the foot at the upper ridge of the heel, releasing lower back and hip areas.
  - 11.) **hip, knee, hemorrhoid:** Pinch the entire back edge of the heel up onto lower calf, hook thumb and middle finger onto top of calcaneus and pull down.
  - 12.) **lymph drainage:** Using the web between thumb and index fingers, stroke up the top of the foot and up the back of the ankle, moving toward the heart, then rotate and stretch the ankle, helping to circulate lymph fluid through the leg.
  - 13.) **kidney and bladder points:** Kidney is one thumb width up from the waistline and one thumb width in from the spine. Slide down the arch from the kidney to the bladder point on the heel. Ending with these points may assist in release of toxins. Encourage client to drink plenty of water after treatment.
7. (optional if licensed pedicurist) Clip, trim, and polish nails.
  8. Apply complimenting Biotone Hydrating Lotion into feet.

### **BIOTONE SPA HERBAL WRAP**

The HERBAL WRAP is a profoundly detoxifying experience using hot herb-infused sheets which induce a fever-like purging in the body. Used extensively by large spas as part of their health regimes, it can be incorporated into the smallest dry-spa setup as well.

These are NOT the type of wraps that promise to help you lose weight and inches. They ARE extremely effective in helping the body to rid itself of toxins, poisons, and excess fluid. This is especially important for a person who is attempting to detoxify, lose weight, quit smoking or drinking caffeine, or tone muscles, as many visitors to a spa are likely to be. It is also great for general relaxation.

The Herbal Wrap combines the ancient Egyptian custom of wrapping the body with the Far Eastern custom of using herbs in healing practices. Its purpose is to raise the body core temperature and increase perspiration which aids in releasing impurities from your system. An herbal wrap also helps sore, aching muscles and relaxes muscular tension which may be causing pain. Due to the nature of being wrapped and lying quietly during the treatment, a state of total relaxation will be reached by most individuals.

A large number of herbs and herb combinations are appropriate for an herbal wrap. They must in combination produce these effects: diuretic (inducing elimination through the kidneys), diaphoretic (inducing elimination through the skin), febrifuge (inducing a feverish state in the body), as well as create a purifying effect for the blood and skin.

**Note:** The Herbal Wrap is a highly effective treatment and is normally quite comfortable for clients to experience. Many of them fall asleep while wrapped in the sheets. However, some people will find the experience confining or feel claustrophobic. If this happens, try leaving their arms unwrapped. Always stay nearby in case the client needs assistance.

### TREATMENT TIME

30 MINUTES (ROOM NEEDS TO BE PREPARED AHEAD OF TIME AND CLIENT SHOULD BE REMINDED TO SIT IN A STEAM BATH, JACUZZI, STEAMY WONDER, RUSSIAN STEAM CABINET OR OTHER HEATING UNIT TO RAISE CORE TEMPERATURE.)

### TREATMENT PRICE

- \$45 - \$65

## SPECIALIZED INGREDIENTS

- DETOX HERBAL BLEND – Allspice, Calendula petal, Clove stems, Eucalyptus, Ginger Root, Oatmeal, and Rosemary

## BENEFITS

- PURIFYING/DETOXIFYING
- DEEPLY RELAXING

## CONTRAINDICATIONS

- HYPERTENSION, HEART DISEASE, HIGH BLOOD PRESSURE, LOW BLOOD PRESSURE, PREGNANCY, DIABETES, CLAUSTROPHOBIA, ALLERGIES TO SPECIFIC HERBS (CHECK CLIENT INTAKE FORM TO SEE IF ANY OF THESE CONDITIONS ARE PRESENT)

## TABLE SETUP

- BLANKET, TOWEL FOR HEAD, TWO UNBLEACHED 100% ORGANIC COTTON CANVAS-GRADE MUSLIN SHEETS, THERMAL BLANKET, BOLSTER

## YOU WILL NEED

- HYDROCOLLATOR OR OTHER HEATING UNIT\*
- ½ CUP BULK DRY HERBS IN A 4X6 MUSLIN BAG
- 2 HERBAL SHEETS
- WOOL (OR ANY INSULATING MATERIAL) BLANKET
- TOWELS/BOLSTER/PILLOW
- INSULATED RUBBER GLOVES
- SPA THERMAL UNIT—“ICE CHEST”
- COLD COMPRESS

*Hydrocollators are used by many spas to heat the herbal sheets to 165 F. Some spas use industrial kitchen kettles that bring the temperature up to 200. It is not advisable to use a microwave or steaming unit to heat herbal sheets as they may heat unevenly and scald the client (A roaster can be used under budgetary constraint situations, as long as it is temperature-adjustable). You will need rubber gloves to keep your hands from getting burned, and an insulated container to transport the wrung-out sheets from the tub to the treatment table.*

## HERBAL WRAP PROCEDURE

1. Fill hydrocollator to a few inches from the top and heat the water to its highest temperature, 165F.
2. Soak a ¾ full 4x6 inch muslin bag of the herbal mixture in the hot water and let steep for at least an hour to create a strong mixture.
3. Place properly folded herbal sheets (see technique diagram below) into the solution (two for each treatment). Muslin sheets should be washed prior to use. Use very little soap and try to use a more natural washing product.
4. Allow the sheets to absorb the healing properties of the herbs for a few minutes.
5. Have client “pre-heat” for 10 – 15 minutes in sauna, Jacuzzi, or whirlpool. The Steamy Wonder, Aromatherapy Steam Tube, or Russian Steam Bath are less expensive options. If none of these are available, use a hot shower. If no heating options are available, apply a short, brisk exfoliation with a dry bristle brush or loofah before wrap.

6. Wearing rubber gloves (2 layers) remove sheets one at a time from the hydrocollator. Allow sheets to drain over hydrocollator, then unfolding once, wring out the sheet. Place them in an insulated container (spa thermal unit) to retain heat. Wring sheets out REALLY WELL. This will allow you to get the best wrap! Plus, any water left in sheets may scald client and then cool down too fast afterwards: not ideal. You might consider a wood clamp to assist in this process.
7. Escort client to treatment room, offer cup of hot tea (not detox herbal blend in hydrocollator as that tastes awful). You can bring the tea in after the exfoliation if the client does not get heated up first. Explain wrap procedure and ask client if she experiences claustrophobia.
8. Place folded sheet in the center of the table with fold opening face up. Unfold one sheet toward the head and foot of the table, then unfold away from you leaving half the sheet still folded. Take care to do this as quickly as possible. Lay it upon the thermal blanket, then have the client lie upon it, face-up, then wrap it around their body. In cases of claustrophobia, leave arms out of wrap and cover only with blanket.
9. Unfold the second sheet halfway and place it over the first. Using the same technique as above. Ask the client if she is experiencing any hot spots. If so rearrange sheets slightly.
10. Beginning with the thermal blanket first, wrap the layers in a mummy-like fashion around client starting at the neck. Follow with the sheet and blankets. Tuck towels around feet and neck.
11. Place a bolster beneath the knees as the heavy wrap sheets put extra stress on the lumbar region. Place a bath towel over the width of the client beginning just below the neck. Place another bath towel over the width of the client beginning at the feet. Tuck towels slightly underneath the client to maintain the cocoon shape.
12. Apply a cold compress to forehead after a few minutes and offer a drink of cool water with a straw.
13. After twenty minutes, unwrap client and assist in sitting up. Have robe ready for them as they will be cool. Offer drink of water and escort to chair.
14. Have the client simply relax and let the herbs dry naturally on the skin to continue working. Weather permitting, this is a good time to be outdoors. Once the client is sufficiently relaxed, you can recommend a lukewarm shower. Alternatively, to extend the treatment you can offer a warm oil massage with replenishing light massage oil infused with detoxifying Customizing Complex.

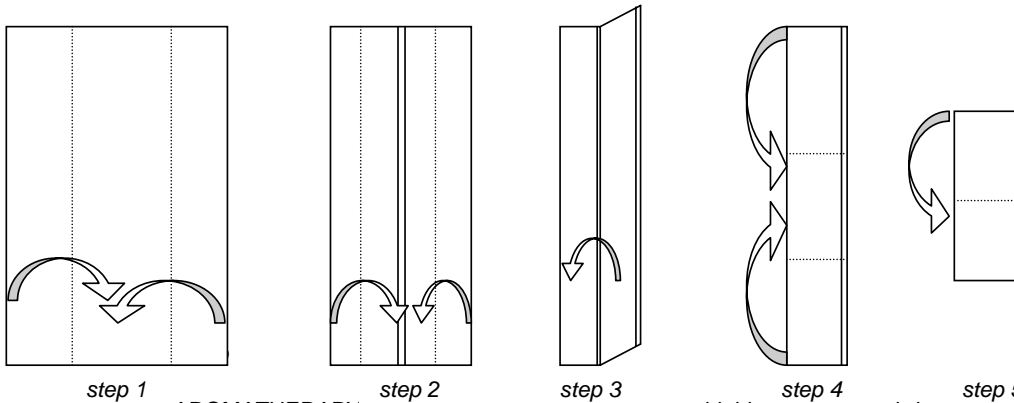
TIPS: *Speed is of the essence in this procedure. When they are unfolded, the sheets lose their heat after just a few seconds, and the treatment is less effective.*

*Under normal circumstances, allow 10 – 20 minutes of cool-down before applying the massage.*

NOTE: *Make sure to launder new sheets prior to first use as they will not absorb herbs as well until washed once. Wash in hot water with small amount of mild detergent*

FOLDING: *Fold the sheets in the following way: 1.) fold both edges into the center, then 2. fold both edges into the center again. 3.) Fold this in half to create a strip. 4.) Fold the strip in thirds, and 5.) fold it in half. This creates a shape that fits easily into the hydrocollator and retains heat well during unwrapping. Also, it helps to have the sheets always folded the same way so everyone on the spa team knows how to unwrap them quickly and efficiently during the procedure. 6) Place sheet in hydrocollator with folded side face down.*





*step 1*                      *step 2*                      *step 3*                      *step 4*                      *step 5*

THE AROMATHERAPY WRAP is an easy-to-perform yet highly effective and deeply relaxing treatment which uses the same muslin sheets as the herbal wrap, plus the richly nourishing and moisturizing Biotone Spa Body Butter or Hydrating Lotion, infused with a Biotone Spa Therapeutic Customizing Complex of essential oils and extracts for the desired effects.

This treatment, though simple to perform, should be executed with skill and precision, applying Customizing Complex in a focused manner to the precise set of “energy points” on the body. Often, it is the therapist’s demeanor and caring attitude during this treatment, in addition to the powerful oils and extracts, that can create beneficial therapeutic effect.

The 30 minute version includes an application of essential oils and then hydrating lotion, with a minimum of massage strokes. The full hour version includes a more extensive massage using body butter.

**TREATMENT TIME**

- 30 MINUTES
- 60 MINUTES (W/ LONGER MASSAGE)

**TREATMENT PRICE**

- \$40 - \$50 HALF HOUR/\$70 - \$80 HOUR

**SPECIALIZED INGREDIENTS**

- Biotone Spa BODY BUTTER or Hydrating Lotion – wheat & apricot amino acid, beta glucan
- Biotone Spa Therapeutic CUSTOMIZING COMPLEX – choose for desired effects

**BENEFITS**

- DEEPLY RELAXING AND COMFORTING, STRESS REDUCING
- DEPENDING UPON CHOSEN OILS – RELAXING, UPLIFTING, DETOXIFYING or FIRMING

**CONTRAINDICATIONS**

- SENSITIVITIES TO ESSENTIAL OILS OR FRAGRANCES, CLAUSTROPHOBIA (CHECK CLIENT INTAKE FORM TO SEE IF ANY OF THESE CONDITIONS ARE PRESENT)
- IN CASES OF HYPERTENSION OR HIGH BLOOD PRESSURE HAVE CLIENT CHECK WITH PHYSICIAN BEFORE USING THE UPLIFTING OR FIRMING CUSTOMIZING COMPLEX.

## TABLE SETUP

blanket, flat sheet, muslin sheet, bath sheet, bolster

## YOU WILL NEED

- 1 ½ TO 2 TABLESPOONS BODY BUTTER
- 15-20 DROPS CHOSEN CUSTOMIZING COMPLEX
- RUBBER SPA BOWL
- 1 – 2 MUSLIN SHEETS
- 1 BATH SHEET
- BOLSTER
- 2 HAND TOWELS FOR BREAST AND PELVIC AREAS
- BIOTONE SPA ROBE (OPTIONAL)
- BIOTONE SPA SLIPPERS (OPTIONAL)
- HERBAL TEA

## AROMATHERAPY WRAP PROCEDURE

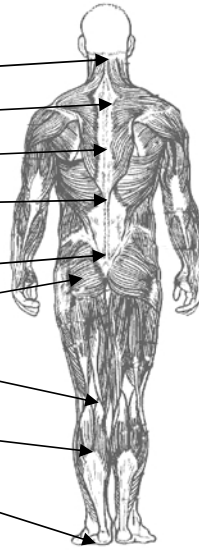
*(FOR 60 MINUTE TREATMENT USE BODY BUTTER FOR MASSAGE. PROTOCOL BELOW FOR 30 MINUTE TREATMENT.)*

1. Assist the client in choosing a Customizing Complex to suit her mood or desired outcomes for the treatment. Mix 15 - 20 drops into the body butter.
2. Starting at the left bottom end of the table. Having client facing down on top of muslin sheet covered with a bath towel. Drape and re-drape the bath towel as appropriate during the product application.
3. With fingertips, dab a drop of pure Therapeutic Customizing Complex on each energy point along the left leg, starting at the feet and moving upwards to the sacrum. Hold you finger against the skin for 5-10 seconds as you apply the Complex. Repeat on other leg.
4. Move to the middle of the right side of the table. Apply the Complex to t-11, then T-5, then C-7, finishing with the axis.
5. Begin at the lower left side of the table. Starting with the client's left foot, massage back of left leg and buttocks with effleurage and light kneading movements using the body butter. Move to the right lower left side of table and repeat application on right leg.
6. Move to the middle of the right side of the table. Begin to massage the back, then shoulders, and then upper arms.
7. Holding up the bath sheet instruct the client to turn over. Starting with the client's right foot, dab a drop of Customizing Complex on energy points starting with the feet. Hold you finger against the skin for 5-10 seconds as you apply the Complex. Repeat on the opposite leg.
8. Move to the middle right side of the table. Insert the breast towel and pelvic towel. Apply the Complex to 1" below the navel and then the solar plexus, moving towards the crown of the head. Hold you finger against the skin for 5-10 seconds as you apply the Complex.
9. Starting at the bottom left side of the table, begin to massage the client's right foot, moving upward on the front of leg using effleurage and light kneading movements with the body butter. Move to the right lower right side of table and repeat application on left leg. As each area is completed, wrap with muslin sheet.
10. Move to the middle right side of the table. Massage client's stomach, chest, right arm, then left arm. As each area is completed, wrap w/ muslin sheet.
11. Wrap the muslin sheet and blanket completely around the client and place bolster under knees.
12. Wipe hands off on clean moist towel. While client is wrapped, apply acupressure face and scalp massage with chosen Customizing Complex mixed with small dab of remaining butter. Leave client wrapped for 20 minutes.
13. Unwrap the client, one side at a time starting with the right side. Assist in client in sitting up, then standing up. Let the body butter continue to soak in

with no shower for the time being. Now is a good time to offer a cup of hot tea.

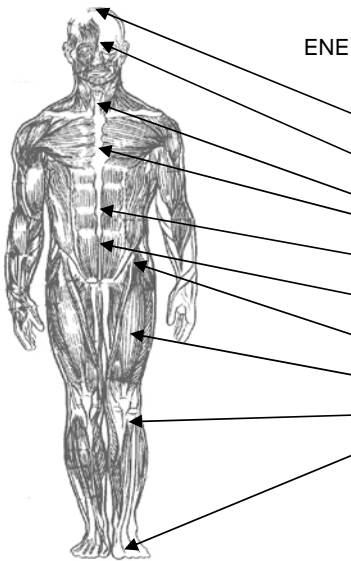
ENERGY POINTS – BACK OF BODY

- axis
- C-7
- T-5
- T-11
- sacrum
- center of buttocks
- make sure page breaks don't cut off graphics
- center popliteal area back of knees
- center of clavies
- center bottom of feet



ENERGY POINTS – FRONT OF BODY

- crown – top of head
- forehead – “third eye”
- throat
- center of sternum
- solar plexus
- 1” below navel
- ASIS
- center of quadriceps
- center of shins just below knees
- top of feet near 1<sup>st</sup> & 2<sup>nd</sup> toes



### **BIOTONE Spa Firmi-Sea targeted CELLULITE TREATMENT**

Most spas offer some form of specialized massage and seaweed-based treatment for clients wishing to improve the condition of cellulite. While these treatments are not panaceas for this common condition, they can temporarily improve the dimpled appearance in certain areas, and for this clients are willing to pay a good price.

The treatment incorporates three vital components to aid in accomplishing the desired effects: a stimulating exfoliation using loofah or dry bristle brush, a targeted wrap using Firmi-Sea Body Mud and firming therapeutic complex, and vigorous massage using skin rolling and percussive techniques to maximize circulation to the area. A fourth component of hydrotherapy is beneficial if you have a hydrotherapy tub with high-powered underwater massage hose available.

This treatment is a great way to generate retail sales and series sales (5 or 10 pre-paid Firmi-Sea Targeted Cellulite Treatments).

Note: Always be sure to include a DISCLAIMER in your brochures, menus, and other materials, stating that clients need to include exercise, diet, lifestyle considerations, and plenty of WATER CONSUMPTION (64 ounces per day), in addition to use of the Biotone Spa products, in order to achieve optimal results.

#### **TREATMENT TIME**

- 90 MINUTES
- 5 WEEKS FOR SERIES (2X PER WEEK FOR 10 SESSIONS)

#### **TREATMENT PRICE**

- \$90 - \$120
- \$800 - \$1000 SERIES OF TEN

#### **RECOMMENDED PRODUCTS**

- BIOTONE SPA FIRMI-SEA BODY MUD – five seaweeds, fatty acids, vitamins
- FIRMING CUSTOMIZING COMPLEX – Verbena, Grapefruit, Lemongrass, Orange, Bergamot, Rosewood
- HYDRATING LOTION or Body Butter – Apricot and Wheat Amino Acids, Beta Glucan, Vitamin E

#### **BENEFITS**

- STIMULATES MICRO-CIRCULATION & CELLULAR EXCHANGE IN AFFECTED AREA, TEMPORARILY IMPROVING APPEARANCE OF CELLULITE

#### **CONTRAINDICATIONS**

ALLERGY/SENSITIVITY TO SEaweEDS OR IODINE, CLAUSTROPHOBIA (CHECK CLIENT INTAKE FORM TO SEE IF ANY OF THESE CONDITIONS ARE PRESENT)

#### **TABLE SETUP**

FITTED SHEET, FLAT SHEET, BLANKET, FLAT SHEET, THERMAL BLANKET, PLASTIC WRAP, BATH SHEET

#### **YOU WILL NEED**

- ½ CUP FIRMI-SEA BODY MUD
- 45 DROPS FIRMING CUSTOMIZING COMPLEX
- GREEN TEA & LIME LEAF HYDRATING LOTION for reflexology
- PLASTIC WRAP
- RUBBER SPA BOWL
- LOOFAH OR DRY BRISTLE BODY BRUSH (optional if not doing salt or polish exfoliation)

first)

- NATURAL BRISTLE PAINT BRUSH (OPTIONAL)
- FOUR HOT MOIST TOWELS (OR SHOWER IN WET ROOM)
- WARMING UNIT

#### TARGETED CELLULITE TREATMENT PROCEDURE

1. (Optional) Perform a consultation and assessment prior to beginning this treatment, especially in the case of a series, for which clients pay a large amount. Talk to the client about lifestyle issues and her willingness to dedicate herself to the program for the duration of treatment. With client in bathing suit or underwear, assess visible signs of cellulite.
2. Client begins face down. Starting at the client's left leg, use loofah or dry bristle brush to perform a VIGOROUS exfoliation in circular motions beginning just above the knee and working to the buttocks, finishing at the upper waist for a total of 3 – 5 minutes, focusing on target areas (cellulite). Exfoliate arms from elbow to the upper triceps area, cupping the elbow to support the arm. Re-cover the client's leg and repeat on right side. Client should be forewarned about the stimulating nature of this step, which differs substantially from regular exfoliation.
3. Client turns over. Insert a breast and pelvic towel at this time. then beginning at client's right leg, use same vigorous exfoliation beginning above the knee and work up to the high waist for a total of 3-5 minutes. Drape the client with a bath sheet from the feet to the waist.
4. Mix 40 drops Firming Customizing Complex into ½ cup Firmi-Sea Body Mud, warm mixture in hydrocollator, roaster, or other unit (microwave not recommended), and apply to target areas, including hips, thighs, buttocks, stomach, and backs of upper arms. Beginning at bottom right corner of table, have client bend right leg at the knee and place right foot flat on the table to expose outer thigh, rolling slightly to the left. Start at the knee and apply mud beginning on the outside of the leg above the knee to the buttocks. Apply to right hand side of back at this time. Apply to inner thigh. Cover upper leg with plastic. Proceed to arm and apply mud from elbow to triceps. Cover arm with plastic. Repeat on left side of the body. Spread mixture beyond target areas as well, but there is no need to cover lower legs, upper back, chest, etc.
5. Wrap client in layers, first with plastic wrap, then thermal blanket and cotton or wool blanket. Allow to rest for 20 –25 minutes. During this time, you may optionally apply reflexology to the feet, focusing on lymphatic drainage points.
6. Beginning at lower left corner, unwrap client and remove mud. Mud removal starts on outer thigh, inner thigh of opposite leg, buttocks, waist and then arm, using the moist towels or assist to a shower. As the leg is cleansed, have the client lift that hip while you roll/fold the plastic wrap and thermal blanket under and away from the body. Repeat on the other leg. Remove the plastic/thermal blanket from the table entirely and have client lie on the clean flat sheet. Cover client with bath sheet to prevent chilling.
7. Use 1 tablespoon of replenishing light oil mixed with 4 – 6 drops of firming Customizing Complex to perform a firm massage to targeted areas (outer & inner thigh, buttocks, upper waist, arms) for 30 minutes, focusing on skin rolling and tapotement techniques. You can also to have your cellulite massage oil pre-mixed, with 80 drops of firming Customizing Complex in an 8 oz. bottle.
8. Cellulite massage technique: With client face up, begin at the bottom of the table with left leg, then the right, abdomen, arms, then have client turn over, massage left leg, then right, buttocks, waist, then arms. (This segment takes twenty minutes total. Ten for the front and ten for the back.) For each targeted area, apply these techniques, using the following procedures:
  - a. Apply product with long strokes. Repeat 3 times during one minute period.
  - b. Next, use knuckle effleurage in long strokes. Repeat 3 times during one minute

- period.
- c. Then use small skin rolling technique pushing with the thumbs and pulling with the fingers. This technique can be done moving up the leg as well as across the leg. Repeat 3 times during one minute period.
  - d. Use an open handed percussion. Repeat 3 times during one minute period.
  - e. Finish with deeper long strokes. Repeat 3 times during one minute period.
  - f. For Abdomen use long strokes, skin rolling and deeper long strokes. Avoid knuckle effleurage and percussion.
  - g. If arms are treated, use long strokes, effleurage, knuckle strokes and deep long strokes, concentrating on triceps. Percussion and skin rolling techniques can be used on arms when client is face down.
9. Finish with an overall body application of body butter mixed with firming Customizing Complex, focusing once again on target areas.

#### TARGETED CELLULITE TREATMENT NOTES

- HYDRO:** *If a hydrotherapy tub with high-pressure underwater manual massage hose is available, use this treatment for 20 – 25 minutes prior to the start of the above procedure and charge more for the overall treatment (\$30 more per treatment, \$250 more per series).*
- H2O:** *Advise clients that in order to maximize the effects of this treatment they should drink plenty of water. Recommended minimum: 2 liters (approximately 64 ounces) of pure fresh water a day while treatment series is in progress.*
- DISCLAIMER:** *There is only so much you can do to aid a client's transformation. During a series of cellulite treatments, suggest she follow a healthy high-fiber diet and do some sort of cardiovascular activity in order to highlight affects of treatment.*
- HOME CARE:** *The effects of the Biotone Spa Targeted Cellulite Treatment can be amplified if your client takes home a treatment kit for self-use. An example of this can be found in the appendix. Biotone will be developing new home-care kits for this and other services in the future.*

#### **scalp treatment**

This scalp treatment can be offered a la carte or applied as part of another treatment such as the Firmi-Sea Body Wrap. It is a simple procedure that leaves the scalp richly nourished and the hair with a healthy shine.

In order to wash a client's hair while she is reclining on a massage table, place a chair at the head of the table with a basin on it to catch water. Then use a pitcher of warm to wash out the hair. A thermal blanket can protect the table from moisture. Much like the Ayurvedic Shirodhara treatment, this scalp experience is deeply relaxing. Some call it meditative. And like a shampoo in a first-class salon, it can be luxurious as well. See the appendix for a longer version of this treatment that includes a nourishing Rose Clay Mud wrap. This version of the treatment should only be attempted in a wet room or salon with hair rinse sink.

#### TREATMENT TIME

- 30 MINUTES

#### TREATMENT PRICE

- \$30 - \$40

#### RECOMMENDED PRODUCTS

- REPLENISHING LIGHT MASSAGE OIL – Jojoba, Peach, Avocado and Sunflower oils, amino acids, sterols, lecithin, and essential fatty acids
- Your choice of CUSTOMIZING COMPLEX

#### BENEFITS

- STIMULATES CIRCULATION TO SCALP
- HYDRATES AND NOURISHES SCALP AND HAIR
- LEAVES HAIR WITH HEALTHY SHEEN

#### CONTRAINDICATIONS

EXTREMELY OILY HAIR

#### TABLE SETUP

FITTED SHEET, BLANKET (OPTIONAL), THERMAL BLANKET, 2 BATH TOWEL, PLASTIC.

#### YOU WILL NEED

- 1-2 TABLESPOONS (DEPENDING ON HAIR LENGTH) REPLENISHING LIGHT MASSAGE OIL
- 15 DROPS YOUR CHOICE OF CUSTOMIZING COMPLEX FOR THE OIL
- RUBBER SPA BOWL
- HOT WET HAND TOWEL
- PITCHER OF WARM WATER
- CHAIR AT HEAD OF MASSAGE TABLE
- CATCH BASIN FOR WATER

#### SCALP TREATMENT PROCEDURE

*(SCALP TREATMENT WITH MUD MASK CAN BE FOUND IN APPENDIX AT END OF THIS MANUAL)*

1. Explain the benefits of the products to the client prior to beginning.
2. Position client's atop a small support pillow or rolled towel at the extreme head of the treatment table. Rinse the hair with warm water, massaging the scalp with one hand as you allow the excess water to fall into sink or basin on chair at head of table. Use enough water to lightly dampen hair.
3. Add 15 drops of your choice of Customizing Complex to 1-2 tablespoons replenishing light massage oil. Mix thoroughly.
4. Massage oil completely into the hair and scalp. Massage time: 5 minutes.
5. Wipe your hand on a clean moist towel.
6. Wrap the plastic or place disposable shower cap over client's hair.
7. Wrap a hot moist towel over the shower cap or plastic.
8. Wrap the bath sheet over the moist towel to seal in the heat.
9. Have the client move down the table slightly until head rests against the support pillow in order to stabilize the towels. Let client rest for 10 minutes.
10. While the client's hair is wrapped, you can apply a hand massage and/or the Spa Foot

Reflexology routine.

11. Have client move up the table to position the support pillow under her neck once again.
12. Unwrap towels, then plastic.
13. Massage out the oil as you rinse hair. Shampoo the hair and rinse again. Apply conditioner and rinse a final time.
14. Towel-dry hair and brush smooth.

**NOTE:** You can create an exotic ambience for this treatment: lower the lights, play forest-sounds or ocean-sounds on the CD player, and have a small fountain tinkling in the room.

**customized treatments**

The treatments in this manual are tried-and-true examples of what really works in spas. Many of them are in use in some of the most popular spas in the world. However, that does not mean that you should not use your own creativity to come up with new, exciting treatments of your own.

**contraindication chart**

You can use this chart to quickly see which conditions are contraindicated for which treatments. Use it in conjunction with the Biotone Spa Intake Form to assure that you are treating each client appropriately.

| CONTRAINDICATION CHART       |  |   |
|------------------------------|--|---|
| TREATMENT                    | CONTRAINDICATIONS  | PROCEDURE   |
| micro-buff body polish       | open sores, cuts, abrasions, communicable skin conditions, psoriasis, aggravated acute acne  | avoid problem areas   |
| exfoli sea salt glow         | open sores, cuts, abrasions, communicable skin conditions, aggravated acute acne, recently shaved legs                                 | avoid problem areas, advise not to shave  |
| body wraps                   | sensitivities to essential oils or fragrances, allergy/sensitivity to iodine (Firmi-Sea only), claustrophobia                          | leave arms unwrapped for claustrophobia, check for sensitivities                            |
| spa foot treatment           | open sores, cuts or abrasions on feet, athlete's foot  | avoid problem areas   |
| herbal wrap                  | hypertension, heart disease, high blood pressure, low blood pressure, pregnancy, diabetes, claustrophobia, allergies to specific herbs | leave arms unwrapped for claustrophobia, do not administer herbal wrap for other conditions |
| aromatherapy wrap            | sensitivities to essential oils or fragrances, claustrophobia  | leave arms unwrapped for claustrophobia, check for sensitivities to oils                    |
| targeted cellulite treatment | allergy/sensitivity to seaweeds or iodine, claustrophobia  | leave arms unwrapped for claustrophobia, check for sensitivities to iodine                  |



|                 |                     |  |
|-----------------|---------------------|--|
| scalp treatment | extremely oily hair | apply massage and heat<br>but no oil to hair, wash<br>thoroughly |
|-----------------|---------------------|--|

BOWLS, SPATULAS, THERMAL BLANKETS, POLY SHEET WRAP, SHEETS AND FACE CRADLE COVERS CAN ARE ALL AVAILABLE FOR PURCHASE

*table setup photos*



FULL BODY TREATMENT



AROMATHERAPY WRAP



MUD WRAP



HERBAL WRAP





# BIOTONE



## BODY TREATMENT PROTOCOL

This BIOTONE SPA Treatment Protocol is for a BIOTONE SPA Customized Body Exfoliation, followed by one of our three BIOTONE SPA Customized Mud Wraps, finishing with a BIOTONE SPA Customized Body Hydrator. This is a dry room protocol. If you are using a shower or Vichy, use appropriate protocol during the period of product removal.

If you are familiar with providing body spa treatments, you may add, change, or omit steps as it suits your personal or client preference. If this is your first time doing a full body spa treatment, you are encouraged to follow the protocol described until you are comfortable with all the steps and can complete them without referring to the instructions. This will typically take 4 practice sessions. After that you can alter your table set up or product application as it suits your personal or client preference.

Before providing any treatment to your client, be sure to discuss any contraindications they may have. Contraindications include active cancer, epilepsy, infectious/contagious skin conditions, low blood pressure, pregnancy or lactation, heart disease, diabetes, cardio-vascular conditions, inflammation, severe abrasions, or allergies to product ingredients.

### PREPARATION- Step 1

Prepare table as follows starting with the massage table.

1. Warming pad (only in dry room) or table pad (not shown)
2. Twin Fitted sheet (not shown)
3. Full Flat sheet
4. Queen size cotton blanket
5. Full Flat Sheet
6. Thermal Blanket
7. Plastic wrap
8. Bath Sheets (2)
9. One hand towel for the head. You will also reuse this towel later on for the breast area.

You will also need:

One hand towel for pelvic area.

Ten pre-moistened and warmed hand towels. These should be available and kept warm in the room either in a towel cabinet or roaster.

Three rubber mixing bowls.

Measuring Cups size 1/2 Cup, 1/4 Cup, 1/2 Tsp., 1/8 Tsp.

Spatula



## PREPARATION- Step 2

Show the client to prepared room. Instruct the client to where they may store their clothes or robe after you leave the room, and they should lay face down on the table underneath the top bath sheet. Prior to leaving the room, client may select the Customizing Complex (s) they prefer in their treatments.

## PREPARATION- Step 3

While client is undressing for treatment, leave to prepare your body treatments



**1:** Dispense a 1/2 cup Body Mud into a separate mixing bowl.

**2:** Add 30-40 drops (**3:** approximately 1/2 teaspoon) Customizing Complex. You may use more or less based on personal preference. Mix well.

Dispense a 1/4 cup Salt Glow or Polish (Exfoliator) into a mixing bowl. For Salt Glow add 30-40 drops (1/2 tsp). For Micro-Buff add 10-15 drops (1/8 tsp). You may use more or less depending on personal preference. Mix well.

**Important-** If you will be using butter for your finishing moisturizer, dispense 1 oz butter into mixing bowl with 10-15 drops Customizing Complex. *Heat slightly before mixing thoroughly with fingers. Spatula will not mix this product.* (If you choose Replenishing Light Oil, add 10-15 drops Customizing Complex per ounce in a bottle. Hydrating Lotions are pre-mixed with customizing complex and can be warmed as well prior to application.)

**4:** Return to the room. Nestle the mud in your towel cabinet or roaster for maximum heating, or place in hot water bath to heat.

## EXFOLIATION TREATMENT - Step 4

As you begin this step of the treatment, let your client know the special benefits of the product you are applying. **Note:** Apply exfoliator to dry skin only.

Undrape and recover the client as appropriate during the product application to prevent chilling and respect modesty. During exfoliation use your fingertips and pads as well as your full palm. This is not a massage movement. Use vigorous, quick circular strokes.

**1:** Begin on the lower body by spreading the exfoliator in an upward direction along the full length of the leg. **2:** Then returning to the ankles, scrub the skin using small circular movements on each side and back of leg, slowly moving in upward direction until you have also scrubbed the buttocks. Repeat 2-3 times ending with one long stroke to the foot. Avoid the back of the knee. **3:** Scrub the foot liberally. Move to the next leg and repeat. Cover clients lower body with bath sheet when finished.



**4-6:** Move to the head of the table and apply the exfoliator first on back, then arms, and the hands. Scrub skin using alternate large and small strokes. Repeat on elbows and rough patches. Remember to stabilize the elbow and wrist joint when exfoliating the arm.





**7-8:** Remove exfoliator with warm moist towels. Test towel heat before application to the client. Remove in the same order that it was applied, toweling an area 1-2 times to insure exfoliator is removed. Use one towel for the lower body and one towel for the upper. When removal is complete, hold up the bath sheet between you and the client and instruct the client to turn over. Recover them with the bath sheet.



**9-10:** Exfoliate the client in the same order that the other side was done. First legs, then upper body. As you remove the bath sheet to exfoliate the décolletage, arms and stomach, insert a breast and pelvic towel as appropriate. Remove exfoliator as before. Use one hand towel for upper body and one for lower body. Cover client with the bath sheet as each section is cleansed to avoid chilling.



### MUD WRAP TREATMENT - Step 5

As you begin this step of the treatment, let your client know the special benefits of the product you are applying.

Remove your warm mud from heating area. **1:** Assist the client into a sitting position. They should remain covered by their bath sheet, breast and pelvic towels. Moving quickly to avoid mud cooling, apply mud in an even layer completely covering the client's back. Use one hand for the mud application. With the other hand, roll the lower bath sheet towards the buttocks.

Assist the client to lie back down. Instruct them to slightly lift their hips and then remove the lower bath sheet.

**2:** Instruct client to bend their knee, with foot resting on table, and then roll slightly to one side to allow proper coverage with the mud. Apply the mud to the inside and outside of the leg and the buttocks. Avoid applying mud to the feet. **3:** When leg is completely covered, relax the leg on to the table and cover with plastic. Wrap the foot also. Repeat application on the other leg. When finished cover the lower body with a bath sheet to keep the client warm.



**4:** Move to the upper body. Apply mud to the stomach, then one arm and décolletage. Have the client place their arms in a comfortable resting position for the duration of the wrap. Cover the mud with the plastic. Finish with the other arm and also wrap with plastic. **5:** Wrap client with the thermal blanket, flat sheet, cotton blanket and flat sheet. Place a bath sheet over this cocoon to seal in heat. You may wish to place an eye-pillow over the client's eyes while they rest. Leave the room, allowing them rest for 15-20 minutes. Place finishing product in roaster. **6:** Return and provide the client with a 5-10 minute scalp massage.



7: Having a warm moist towel ready, peel away the plastic from the upper body. Remove mud from the chest, arms, and stomach. 8: Assist the client to sit up. With a fresh warm moist hand towel, remove the remaining mud from the back. 9: Prior to the client lying back down, fold the plastic and thermal blanket towards their buttocks. Have the client lie down and cover their upper body with a bath sheet.



For each leg, remove the mud with separate fresh moist hand towel.

10: Peel back the plastic from one leg. Beginning at the thigh, cleanse the top of the leg then the back of the leg, having the client lift that hip while you roll/fold the plastic, flat sheet and thermal blanket under and away from the body. Repeat on the other leg. Remove the plastic/thermal blanket from the table entirely. Cover client with a bath sheet to prevent chilling.



## FINISHING TREATMENT - Step 5

As you begin this step of the treatment, let your client know the special benefits of the product you are applying and also inform them about retail products available to prolong the benefits and results of the treatments they received.

At this point in the treatment, you can finish with a 5-10 minute application of a hydrating lotion, smoothing butter, or proceed with a massage therapy service. If applying a butter, mix in the Customizing Complex thoroughly with fingers prior to application.

Optional for Massage:

Hold up the bath sheet between you and your client. Instruct the client to lie face up on top of the fitted sheet, and underneath the flat sheet.

1: Undrape and recover the client as appropriate while you apply the finishing lotion or butter. Begin your application at the right leg, proceed to the left leg, the stomach, the décolletage, the left arm, then the right arm. When applying lubricant to the stomach, use a breast towel to cover the client.



2: When finished with the front side, have the client turn over onto their stomach. Apply lubricant starting with the legs and finish with upper back. When treatment is complete, leave the room and let the client rest until they are ready to get dressed.



Each BIOTONE SPA Professional Body Treatment was designed to provide a immediate results, utmost ease of use, and complete versatility to fit seamlessly into any spa setting. Each mud, exfoliant or massage formula will provide an abundance of skin and beauty benefits, and may be further enhanced with our Customizing Complexes so that you may offer an impressive and extensive spa menu.

BIOTONE SPA Personal Care will extend the benefits of the professional treatments and provide a perfect home spa escape with a selection of luxurious hydrators and smoothing exfoliators that pamper skin from head to toe.





# BIOTONE

Profit Analysis

BIOTONE®



## Estimated Profit Sheet

### Baltic Mud Treatment Glow

Cost of Product  
\$161.75 for 168oz  
= 42 body treatments  
treatments  
(4oz. = 1 full body )

### Micro Buff Body Polish

Cost of Product  
\$ 71.50 for 120 oz  
= 60 body treatments  
  
(2 oz. = 1 full body )

### Exfoliating Salt

Cost of Product  
\$72.30 for 187 oz.  
= approx. 93 body  
  
(2oz.= 1 full body )

**Spa Profit: \$4,846.00**  
**\$5,042.70**

**Spa Profit: \$3,228.50**

**Spa Profit:**



BIOTONE<sup>®</sup>



**Profit Analysis  
Brainstorming Page**

**Estimate the profit of your menu idea or product.**

## General Reference & Information

### BIOTONE

Product Reference

Usage Charts

Ingredient Lists

Shelf Life Guidelines

Vegetable Oil Facts

BIOTONE Aromatherapy Philosophy

BIOTONE Aromatherapy FAQ

Essential Oil Contraindications & Cautions

Essential Oil General Safety

---



# BIOTONE

## Product Usage Charts

# BIOTONE SPA

## Customizing Complex Usage Recommendation

| Customizing Complex  | MICRO-BUFF BODY POLISH<br>2 oz. of Product | EXFOLI-SEA SALT GLOW<br>2 oz. of Product | BODY TREATMENT MUDS<br>4 oz. of Product | SMOOTHING MASSAGE BUTTER<br>& REPLEISHING LIGHT OIL<br>1 oz. of Product | PERSONAL CARE SUGGESTIONS                     |
|--|--|--|---|---|---|
| Therapeutic Customizing<br>Complexes<br>100% Essential Oils                    | Detoxifying                                | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Green Tea & Lime Leaf<br>Lavender & Calendula |
|  | Firming                                    | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Mango & Mandarin<br>Lavender & Calendula      |
|  | Relaxing<br>(Also Lavender & Calendula)    | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Lavender & Calendula                          |
|  | Uplifting                                  | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Pomegranate & Cranberry<br>Mango & Mandarin   |
| Signature Customizing<br>Complexes<br>10% Botanical Oils<br>90% Essential Oils | Green Tea &<br>Lime Leaf                   | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Green Tea & Lime Leaf                         |
|  | Lavender &<br>Calendula                    | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Lavender & Calendula                          |
|  | Milk & Honey                               | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Milk & Honey                                  |
|  | Mango & Mandarin                           | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Mango & Mandarin                              |
|  | Pomegranate &<br>Cranberry                 | 30-40 Drops = 1/2 tsp                    | 30-40 Drops = 1/2 tsp                   | 10-15 Drops = 1/4 tsp   | Pomegranate & Cranberry                       |

BIOTONE



Call your BIOTONE SPA Representative at (800) 664-7539 for more information or to place an order

## BIOTONE PRODUCT USAGE CHART\*

|                   | Dual-Purpose Massage Creme | Deep-Tissue <sup>TM</sup> Massage Lotion | Advanced Therapy <sup>®</sup> Massage Gel | Revitalizing Massage Oil |
|-------------------|----------------------------|--|---|--------------------------|
| <b>PROPERTIES</b> | Viscosity                  | Medium                                   | Light                                     | Medium                   |
|                   | Glide                      | Moderate                                 | Least                                     | Most                     |
|                   | Unscented/Scented          | S  | U   | U                        |
|                   | Water Dispersible          | X  | X   | X                        |
|                   | Seed Oils                  |  |   |                          |
| Nut Oils          | X                          | X  |   | X                        |
| Hypo-Allergenic   |                            |  | X   |                          |
| <b>MODALITY</b>   | Deep Tissue Work           | X  | X   |                          |
|                   | Swedish Style Massage      | X  |   | X                        |
|                   | Chiropractic               | X  | X   |                          |
|                   | Sports Massage             | X  | X   | X                        |
|                   | Physical Therapy           | X  | X   | X                        |
|                   | Reflexology                |  | X   |                          |
|                   | Essential Oils Compatible  | X  | X   |                          |
|                   | Hot Stone                  |  |   | X                        |
|                   | Pain Relief                | X  |   |                          |

\*Please note: This chart is a generic recommendation. Individual therapist's techniques and modalities vary and should be considered in the selection of massage lubricants.



Product Usage Charts

BIOTONE Product Reference

BIOTONE

Ingredients and Definitions

# BIOTONE MASSAGE PRODUCTS

## Ingredients List

### Advanced Therapy Massage Creme

**Ingredients:** Purified Water, Blend of Cold Pressed Apricot Oil (*Prunus armeniaca*), Sesame Oil (*Sesamum indicum*) and Grapeseed Oil (*Vitis vinifera*), Canola Oil (*Brassica napus*), Coconut Oil Ester (Octyl Palmitate), Vegetable Derived Emulsifying Wax, Vegetable Glycerine, Glycine and Glycinates (Amino Acids), Grapeseed Extract (*Vitis vinifera*), Methyl/Propyl Paraben (traditional mild preservative), Carbomer, Germal, TEA. Cruelty Free.

### Advanced Therapy Massage Gel

**Ingredients:** Blend of Cold Pressed Apricot Oil (*Prunus armeniaca*), Sesame Oil (*Sesamum indicum*) and Grapeseed Oil (*Vitis vinifera*), Canola Oil (*Brassica napus*), Coconut Oil Ester (Octyl Palmitate), Vegetable Derived Emulsifying Wax, Vegetable Derived Water Dispersant, Vitamin E (mixed Tocopherol), Hypoallergenic Scent Neutralizer, Dimethicone. Cruelty Free.

### Advanced Therapy Massage Lotion

**Ingredients:** Purified Water, Coconut Oil Ester (Octyl Palmitate), Blend of Cold Pressed Apricot Oil (*Prunus armeniaca*), Sesame Oil (*Sesamum indicum*) and Grapeseed Oil (*Vitis vinifera*), Canola Oil (*Brassica napus*), Vegetable Derived Emulsifying Wax, Vegetable Glycerine, Grapeseed Extract (*Vitis vinifera*), Methyl/Propyl Paraben (traditional mild preservative), Carbomer, Germal, Dimethicone, TEA. Cruelty Free.

### Clear Results Massage Oil

**Ingredients:** Coconut Oil Ester (Octyl Palmitate), Canola Oil (*Brassica napus*), Cold Pressed Jojoba Oil (*Simmons chinensis*) and Aloe Vera Oil (*Aloe barbadensis*), Dimethicone, Vitamin E (mixed Tocopherol), Sorbitan Oleate (naturally derived water dispersant), Purified Water, Vegetable Glycerine (Glyceryl Ester), Polyglyceryl, Phenoxethol/Paraben Mixture. Cruelty Free.

### Cocoa-Comfort Massage Lotion

**Ingredients:** Water, Octyl Palmiate (coconut oil ester), Soy Oil, Emulsifying Wax NF (vegetable derived), Cocoa Butter, Avocado Oil, Aloe Vera, Glycerin, Dimethicone, Carbomer, TEA, Phenoxethal, Idopropnyl, Butylcarbamate, Iron Oxide.

### Deep-Tissue Massage Lotion

**Ingredients:** Purified Water, Coconut Oil Ester (Octyl Palmitate), Cold Pressed Sweet Almond Oil (*Prunus amygdalus*), Cold Pressed Hawaiian Kukui Nut Oil (*Aleurites moluccans*), Cold Pressed Aloe Vera Oil (*Aloe barbadensis*), Cold Pressed Pecan Oil (*Carya illinoensis*), Canola Oil (*Brassica napus*), Vitamin E (mixed Tocopherol), Vegetable Derived Emulsifying Wax, Methyl/Propyl Paraben (traditional mild preservative), Germal. Cruelty Free.

### **Dual-Purpose Massage Creme**

**Ingredients:** Purified Water, Coconut Oil Ester (Octyl Palmitate), Cold Pressed Sweet Almond Oil (*Prunus amygdalus*), Vegetable Derived Emulsifying Wax, Arnica Extract (*Arnica montana*), Ivy Extract (*Hedera helix*), Cold Pressed Aloe Vera Oil (*Aloe barbadensis*), Cetyl Wax, Vitamin E (Mixed tocopherol), Vegetable Glycerine, Fragrance, Methyl/Propyl Paraben (traditional mild preservatives), Kukui Nut Oil, Carbomer, Germal, TEA. Cruelty Free.

### **Herbal Select Body Creme**

**Ingredients:** Purified Water, Coconut Oil Ester (Octyl Palmitate), Blend of Cold Pressed Jojoba Oil (*Simmondsia chinensis*), Sesame Oil (*Sesamum indicum*), Grapeseed Oil (*Vitis vinifera*), Cold Pressed Apricot (*Prunus armeniaca*) and Pecan (*Carya illinoensis*) Oils, Sunflower Oil (*Helianthus annuus*), Vegetable Derived Emulsifying Wax, Sea Kelp (*Macrocystis pyriferae*), Active Botanicals of Roman Chamomile (*Chamaemelum nobile*), Lavender (*Lavandula angustifolia*), Tangerine (*Citrus reticulata*), Palmarosa (*Cymbopogon martini*), Red Clover Blossom (*Trifolia protense*), Blue Malva (*Malva sylvestris*), Cold Pressed Aloe Vera Oil (*Aloe barbadensis*), Cetyl Wax, Vitamin E (mixed Tocopherol), Glycine and Glycinates (amino acids), Methyl/Propyl Paraben (traditional mild preservative), Carbomer, Germal, TEA, Essential Oil Aromas and Fragrance. Cruelty Free.

### **Herbal Select Body Massage Oil**

**Ingredients:** Coconut Oil Ester (Octyl Palmitate), Blend of Cold Pressed Jojoba Oil (*Simmondsia chinensis*), Sesame Oil (*Sesamum indicum*), Grapeseed Oil (*Vitis vinifera*), Cold Pressed Apricot (*Prunus armeniaca*) and Pecan (*Carya illinoensis*) Oils, Sunflower Oil (*Helianthus annuus*), Sea Kelp (*Macrocystis pyriferae*), Active Botanicals of Arnica (*Arnica Montana*), Hawaiian White Ginger (*Hedycium coronarium*), Bayberry (*Myrica cerifera*), Violet (*Viola odorata*), Cold Pressed Aloe Vera Oil (*Aloe barbadensis*), Vegetable Derived Emulsifying Wax, Vitamin E (mixed tocopherol), Vegetable Derived Water Dispersant (Oleth 3), Dimethicone, Essential Oils of Bergamot (*Citrus Bergamia*), Lavender (*Lavandula angustifolia*), Nutmeg (*Myristica fragrans*), Clary Sage (*Salvia sclarea*), Fragrance. Cruelty Free.

### **Herbal Select Face Therapy Lotion**

**Ingredients:** Purified Water, Coconut Oil Ester (Octyl Palmitate), Vegetable Derived Emulsifying Wax, Cetyl Wax, Lecithin, Sea Kelp (*Macrocystis pyriferae*), Active Botanicals of White Lily (*Lilum candidum*), Rosehips (*Rosa canina*), English Cucumber (*Cucumis sativus*), and Papaya (*Carica papaya*), Cold Pressed Aloe Vera Oil (*Aloe barbadensis*), Vitamin E (mixed Tocopherol), Essential Oils of Lemongrass (*Cymbopogon flexuosus*), Bergamot (*Citrus bergamia*), Glycine and Glycinates (amino acids), Methyl/Propyl Paraben (traditional mild preservative), Carbomer, Dimethicone, Germal, TEA, Essential Oil Aromas and Fragrance. Cruelty Free.

### **Herbal Select Foot Therapy Lotion**

**Ingredients:** Purified Water, Coconut Oil Ester (Octyl Palmitate), Blend of Cold Pressed Jojoba Oil (*Simmondsia chinensis*), Sesame Oil (*Sesamum indicum*), Grapeseed Oil (*Vitis vinifera*), Cold Pressed Apricot (*Prunus armeniaca*) and Pecan (*Carya illinoensis*) Oils, Sunflower Oils (*Helianthus annuus*), Vegetable Derived Emulsifying Wax, Sea Kelp (*Macrocystis pyriferae*), Active Botanicals of Peppermint (*Mentha peperita*), Rosemary (*Rosmarinus officinalis*), Bay Laurel (*Laurus nobilis*), Lemon Peel (*Citrus medica limonum*), Cold Pressed Aloe Vera Oil (*Aloe barbadensis*), Cetyl Wax, Vitamin E (mixed Tocopherol), Methyl/Propyl Paraben (traditional mild preservative), Behenic Acid (Vegetable derived softening agent), Dimethicone, Germal, TEA, Iron Oxide, Essential Oil Aromas and Fragrance. Cruelty Free.

### **Muscle & Joint Therapeutic Massage Creme**

**Ingredients:** Water infused with Certified Organic Botanicals of Arnica (*Arnica Montana*), Quince (*Cydonia japonica*), Burdock (*Arctium minus*), Lemon Bioflavonoids, Coconut Oil Ester (Octyl Palmitate), Soy Oil, Emulsifying Wax (Vegetable Derived), Cetyl Alcohol (non-drying emollient), Glucosamine Sulfate, Jojoba Oil (*Simmondsia chinensis*), Grapeseed Oil (*Vitis vinifera*), Vegetable Glycerin, Balsam Oil, Dimethicone, Glyceryl Caprylate, Polysorbate (Vegetable Derived), Carbomer, Iodopropynyl butylcarbamate, Phenoxethol, TEA and Boswellia.

### **Nutri-Naturals Massage Creme**

**Ingredients:** Purified Water, Coconut Oil Ester (Octyl Palmitate), Sunflower Oil (*Helianthus annuus*), Cold Pressed Avocado Oil (*Persea americana*), Cold Pressed Wheat Germ Oil (*Triticum vulgare*), Cold Pressed Jojoba Oil (*Simmondsia chinensis*), Carrot Oil (*Daucus carota sativa*), Vegetable Derived Emulsifying Wax, Extract of Avocado (*Persea americana*) and Extract of Carrot (*Daucus carota sativa*), Vitamin E (mixed Tocopherol), Behenic Acid (vegetable softening agent), Glycine and Glycinates (amino acids), Grapeseed Extract and Grapeseed Oil (*Vitis vinifera*), Methyl/Propyl Paraben (traditional mild preservatives), Citric Acid (natural pH balancer), Dimethicone, Cetyl Wax, Carbomer, Aromatic Extracts and Fragrance. Cruelty Free.

### **Nutri-Naturals Massage Lotion**

**Ingredients:** Purified Water, Coconut Oil Ester (Octyl Palmitate), Sunflower Oil (*Helianthus annuus*), Cold Pressed Avocado Oil (*Persea americana*), Cold Pressed Wheat Germ Oil (*Triticum vulgare*), Cold Pressed Jojoba Oil (*Simmondsia chinensis*), Carrot Oil (*Daucus carota sativa*), Vegetable Derived Emulsifying Wax, Extract of Avocado (*Persea americana*), Extract of Carrot (*Daucus carota sativa*), Vitamin E (mixed Tocopherol), Behenic Acid (vegetable softening agent), Glycine and Glycinates (amino acids), Grapeseed Extract (*Vitis vinifera*), Methyl/Propyl Paraben (traditional mild preservatives), Citric Acid

(natural pH balancer), Dimethicone, Carbomer, Aromatic Extracts and Fragrance. Cruelty Free.

### **Nutri-Naturals Light Massage Oil**

**Ingredients:** Sunflower Oil (*Helianthus annuus*), Coconut Oil Ester (Octyl Palmitate), Cold Pressed Avocado Oil (*Persea americana*), Cold Pressed Wheat Germ Oil (*Triticum vulgare*), Cold Pressed Jojoba Oil (*Simmondsia chinensis*), Extracts of Avocado (*Persea americana*) and Carrot (*Daucus carota sativa*), Vitamin E (mixed Tocopherol), Grapeseed Extract and Grapeseed Oil (*Vitis vinifera*), Vegetable Derived Water Dispersant, Aromatic Extracts and Fragrance. Cruelty Free.

### **Polar Lotion**

**Ingredients:** Purified Water, Menthol (*Mentha arvensis*), Natural Glycerine, Vegetable Derived Emulsifying Wax, Cold Pressed Aloe Vera Oil (*Aloe barbadensis*), Essential Oil of Wintergreen (*Gaultheria procumbens*), Extracts of Rosemary (*Rosmarinus officinalis*), Lavender (*Lavandula angustifolia*), Juniper (*Juniperus communis*), Peppermint (*Mentha peperita*), Eucalyptus (*Eucalyptus globulus*), Sodium Myreth Sulfate, Phenoxethol and Mixed Parabens, Alcohol, Carbomer, TEA. Cruelty Free.

### **Pure Touch Organics Massage Creme**

**Ingredients:** Purified Water infused with Organic Chamomile Botanicals, Organic Sunflower Oil, Emulsifying Wax (vegetable derived), Cetyl Alcohol (non-drying emollient), Organic Decyl Cocoate (Ecocert), Organic Shea Butter, Organic Jojoba Oil, Organic Sesame oil, Organic Safflower Oil, Glycerin, Dimethicone, Carbomer, Phenoxethol, Iodopropynyl Butylcarbamate, Aminomethyl Propanol (for gentle pH balance). Paraben Free and Cruelty Free.

### **Revitalizing Massage Oil**

**Ingredients:** Cold Pressed Sweet Almond Oil (*Prunus amygdalus*), Coconut Oil Ester (Octyl Palmitate), Cold Pressed Hawaiian Kukui Nut Oil (*Aleurites moluccans*), Canola Oil (*Simmons chinensis*), Vitamin E (mixed Tocopherol), Cold Pressed Olive Oil (*Olea eurpaea*), Cold Pressed Walnut Oil (*Juglans ragia*) and Cold Pressed Pecan (*Carya illinoensis*) Oils, Vegetable Derived Water Dispersant. Cruelty Free.

### **Relaxing Therapeutic Massage Creme**

**Ingredients:** Water infused with Certified Botanical Extracts of Passion Flower (*Passiflora incarnate*), Lavender (*Lavendula officinalis*), Melissa (*Melissa officinalis*), Chamomile (*Chamaemelum nobile*), and Sage (*Salvia officinalis*), Coconut Oil Ester (Octyl Palmitate) Soy Oil, Emulsifying Wax (Vegetable Derived), Cetyl Alcohol (non-drying emollient), Jojoba Oil (*Simmons chinensis*), Grapeseed Oil (*Vitis vinifera*), Vegetable Glycerin, Dimethicone, Glyceryl Caprylate, Polysorbate (vegetable derived), Carbomer, Iodopropynyl butylcarbamate, Phenoxethol, TEA.

## BIOTONE SPA® PRODUCTS

### Ingredients List

#### **EXFOLI-SEA® SALT GLOW**

Blend of Dead Sea Salts and Mineral Salts, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oil (*Helianthus annuus*), Coconut Oil Ester (Octyl Palmitate), Glyceryl Stearate, Vegetable Water Dispersant, Vegetable Emulsifier, Canola Oil, Micronized Luffa, Silica, Vitamin E (D-alpha Tocopherol), Phenoxethol/Mixed Parabens

#### **MICRO-BUFF BODY® POLISH**

Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oil (*Helianthus annuus*), Purified Water, Vegetable Emulsifying Wax, Non-drying Emulsifier (Cetylalcohol), Micronized Buffing Beads, Micronized Luffa, Micronized Apricot Seed Powder, Wheat Amino Acid, Lactic Acid, Vegetable Water Dispersant (Sorbitan Oleate), Carbomer, TEA, Phenoxethol/Mixed Parabens

#### **FIRMI-SEA™ BODY MUD**

Purified Water, Blend of French Green Sea Clay, Kaolin and Bentonite Clay, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oil (*Helianthus annuus*), Seaweed Extracts of *Laminaria digitata*, *Fucus vesiculosus* (Bladderwrack), *Spirulina*, Sea Rocket (*Cakile maritima*), and Sea Fennel (*Crithmum maritimum*), Vegetable Glycerin, Glyceryl Stearate, Vegetable Emulsifying Wax, Dimethicone, Coconut derivative (Sodium myreth sulfate), Carbomer, TEA, Phenoxethol/ Mixed Parabens

#### **EUROPEAN ROSE® BODY MUD**

Purified Water, Blend of French Rose Mineral Clay, Kaolin and Bentonite Clay, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oil (*Helianthus annuus*), Vegetable Glycerin, Glyceryl Stearate, Vegetable Emulsifying Wax, Dimethicone, Coconut derivative (Sodium myreth sulfate), Extracts of *Rosa Centifolia*, Bois de Rose (*Aniba rosaeodora*), Lactic Acid, Apricot Amino Acid, Wheat Amino Acid, Carbomer, TEA, Phenoxethol/ Mixed Parabens

#### **BLACK BALTIC® BODY MUD**

Purified Water, Blend of Black Fresh Water Silts, Kaolin and Bentonite Clay, Marine Silts, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oil (*Helianthus annuus*), Vegetable Glycerin, Glyceryl Stearate, Vegetable Emulsifying Wax, Dimethicone, Coconut derivative (Sodium myreth sulfate), Iron Oxide, Carbomer, TEA, Phenoxethol/ Mixed Parabens

### **REPLENISHING LIGHT MASSAGE OIL**

Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oil (*Helianthus annuus*), Coconut Oil Ester, Vegetable Water Dispersant, Vitamin E (D-alpha Tocopherol)

### **RELAXING CUSTOMIZING COMPLEX**

Essential Oils and Extracts of: Lavender (*Lavendula officinalis*), Rosewood (*Aniba rosaedora*), Orange (*Citrus sinensis*), Cinnamon (*Cassia zeylanicum*), Hops (*Humulus lupulus*), Blue Malva (*Malva rotundifolia*), Calendula (*Calendula officinalis*), Evening Primrose (*Oenothera biennis*)

### **UPLIFTING CUSTOMIZING COMPLEX**

Essential Oils and Extracts of: Verbena (*Litsea cubeba*), Bergamot (*Citrus bergamia*), Grapefruit (*Citrus paradisi*), Lemongrass (*Cymbogon citratus*), Rosewood (*Aniba rosaedora*), Orange (*Citrus sinensis*)

### **DETOXIFY CUSTOMIZING COMPLEX**

Essential Oils and Extracts of: Rosemary (*Rosemarinus officinalis*), Burdock (*Arctium lappa*), Echinacea (*Echinacea angustifolia*), Lemon (*Citrus limonia*), Figwort (*Scrophularia nodosa*), Eucalyptus (*Eucalyptus globules*), Orange (*Citrus sinensis*), Watercress (*Nasturtium officinale*), Geranium (*Pelargonium gravealens*)

### **FIRMING CUSTOMIZING COMPLEX**

Essential Oils and Extracts of: Jaborandi (*Pilocarpus pennatifolis*), Horsechestnut (*Aesulus hippocastanum*), Paraguay Tea (*Ilex paraguariensis*), Ginseng (*Panax ginseng*), Tangerine Peel (*Citrus reticulata*), Ivy (*Hedera helix*), Black Walnut (*Juglans nigra*), Rosewood (*Aniba rosaedora*), Clary Sage (*Salvia sclarea*)

### **SORE MUSCLE RELIEVING COMPLEX**

Essential Oils and Extracts of: Rosemary (*Rosemarinus officinalis*), Juniper (*Juniperus communis*), Lavender (*Lavendula officinalis*), Peppermint (*Mentha peperita*), Eucalyptus (*Eucalyptus globules*), Rosewood (*Aniba rosaedora*), Orange (*Citrus sinensis*), Ginger (*Zingiber officinalis*) and Black Pepper (*Piper nigrum*).

### **MANGO & MANDARIN CUSTOMIZING COMPLEX**

Essential Oils and Extracts of: Mango (*Mangifera indica*), Mandarin (*Citrus nobilis*), Pineapple (*Ananas sativus*), Quince (*Cydonia oblonga*), White Peach (*Prunis persica*), Aromatic Blend

### **POMEGRANATE & CRANBERRY CUSTOMIZING COMPLEX**

Extracts of: Pomegranate (*Punica granatum*), Cranberry (*Vaccinium Macrocarpon*), Almond (*Prunus dulcis*), Wild Cherry Bark (*Prunus serotina*), Loquat (*Eriobotrya japonica*), Aromatic Blend

### **GREEN TEA & LIME LEAF CUSTOMIZING COMPLEX**

Essential Oils and Extracts of: Japanese Green Tea (*Camellia sinensis*), Lime Leaf (*Citrus hystrix*), Bamboo (*Bambus vulgaris*), Ginger (*Zingiber officinalis*), Lemongrass (*Cymbopogon citrates*), Fo-Ti Root (*Polygonum multiflorum*)  
Aromatic Blend

### **MILK & HONEY CUSTOMIZING COMPLEX**

Extracts of: Honey, Milk Glycerides, Clover Blossom (*Trifolium pratense*), Royal Jelly (Bee Jelly), Aromatic Blend

### **LAVENDER & CALENDULA CUSTOMIZING COMPLEX**

Extracts of Lavender (*Lavendula officinalis*), Calendula (*Calendula officinalis*), Hops (*Humulus lupulus*), Evening Primrose (*Oenothera biennis*), Blue Malva (*Malva rotundifolia*), Aromatic Blend.

### **SMOOTHING MASSAGE BUTTER**

Purified Water, Coconut Oil Ester, Blend of Shea Butter, Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Emulsifier, Dimethicone, Vegetable Glycerin, Carbomer, Wheat Amino Acid, Apricot Amino Acid, Hydrating Beta Glucan, Carrot Oil (*Daucus carota sativa*), Grapefruit Oil (*Citrus paradisi*), TEA, Phenoxethol/ Mixed Parabens

### **HYDRATING LOTION LAVENDER & CALENDULA**

Purified Water, Coconut Oil Ester, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Emulsifier, Dimethicone, Carbomer, Vegetable Glycerin, Wheat Amino Acid, Apricot Amino Acid, Hydrating Beta Glucan, Essential Oils/ Extracts of Lavender (*Lavendula officinalis*), Calendula (*Calendula officinalis*), Hops (*Humulus lupulus*), Evening Primrose (*Oenothera biennis*), Blue Malva (*Malva rotundifolia*), Aromatic Blend, TEA, Phenoxethol/Mixed Parabens

### **HYDRATING LOTION GREEN TEA & LIME LEAF**

Purified Water, Coconut Oil Ester, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Emulsifier, Dimethicone, Carbomer, Vegetable Glycerin, Wheat Amino Acid, Apricot Amino Acid, Hydrating Beta Glucan, Essential Oils/ Extracts of Japanese Green Tea (*Camellia sinensis*), Bamboo (*Bambus vulgaris*), Ginger (*Zingiber officinalis*), Lemongrass (*Cymbopogon citrates*), Lime Leaf (*Citrus hystrix*), Aromatic Blend, TEA, Phenoxethol/ Mixed Parabens

### **HYDRATING LOTION POMEGRANATE & CRANBERRY**



Purified Water, Coconut Oil Ester, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Emulsifier, Dimethicone, Carbomer, Vegetable Glycerin, Wheat Amino Acid, Apricot Amino Acid, Hydrating Beta Glucan, Essential Oils/ Extracts of Pomegranate (*Punica granatum*), Cranberry (*Vaccinium macrocarpon*), Almond (*Prunus dulcis*), Wild Cherry Bark (*Prunus serotina*), Loquat (*Eriobotrya japonica*), Aromatic Blend, TEA, Phenoxethol/ Mixed Parabens

#### **HYDRATING LOTION MANGO & MANDARIN**

Purified Water, Coconut Oil Ester, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Shea Butter, Vegetable Emulsifier, Dimethicone, Carbomer, Vegetable Glycerin, Wheat Amino Acid, Apricot Amino Acid, Hydrating Beta Glucan, Essential Oils/Extracts of Mango (*Mangifera indica*), Mandarin (*Citrus nobilisa*), Pineapple (*Ananas sativus*), Quince (*Cydonia oblonga*), White Peach (*Prunus persica*), Aromatic Blend, TEA Phenoxethol/Mixed Parabens

#### **HYDRATING LOTION MILK & HONEY**

Purified Water, Coconut Oil Ester, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Emulsifier, Dimethicone, Carbomer, Vegetable Glycerin, Wheat Amino Acid, Apricot Amino Acid, Hydrating Beta Glucan, Essential Oils/ Extracts of Honey, Milk Glycerides, Clover Blossom (*Trifolium pratense*), Royal Jelly (Bee jelly), Aromatic Blend, TEA, Phenoxethol/Mixed Parabens

#### **UNSCENTED HYDRATING MASSAGE LOTION**

Purified Water, Coconut Oil Ester, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Shea Butter, Vegetable Emulsifier, Dimethicone, Carbomer, Vegetable Glycerin, Wheat Amino Acid, Apricot Amino Acid, Hydrating Beta Glucan, Phenoxethol/Mixed Parabens

#### **MILK & HONEY SUGAR POLISH**

Ingredients: Blend of Brown Sugar, Raw Sugar, White Cane Sugar, and Sea Salt, Sunflower Oil (*Helianthus annuus*), Jojoba Oil (*Simmondsia chinensis*), Avocado Oil (*Persea americana*), Peach Oil (*Amygdalis persica*), Safflower Oil, Lauryl Alcohol (Natural Water Dispersant), Silica, Dimethicone, Essential Oils/Extracts of Honey, Clover Blossom (*Trifolium pratense*), Royal Jelly (Bee Jelly), Aromatic Fragrance, Citric Acid, Anti-Oxidant (TbHQ), Vitamin E (Mixed Tocopherol), Iron Oxide, Propyl Gallate, Phenoxethol/Mixed Parabens

#### **MANGO & MANDARIN SALT GLOW**

Ingredients: Blend of Dead Sea and Mineral Salts, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and

Sunflower Oils (*Helianthus annuus*), Vegetable Water Dispersant, Silica, Safflower Oil, Dimethicone, Essential Oils/Extracts of Mango (*Mangifera indica*), Mandarin (*Citrus nobilisa*), Pineapple (*Ananas sativus*), Quince (*Cydonia oblonga*), White Peach (*Prunus persica*), Aromatic Fragrance, Citric Acid, Anti-Oxidant (TbHQ), Vitamin E (Mixed Tocopherols), Propyl Gallate, Phenoxethol/Mixed Parabens

### **GREEN TEA & LIME LEAF SALT GLOW**

Ingredients: Blend of Dead Sea and Mineral Salts, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Water Dispersant, Silica, Safflower Oil, Dimethicone, Essential Oils/Extracts of Japanese Green Tea (*Camellia sinensis*), Bamboo (*Bambus vulgaris*), Ginger (*Zingiber officinalis*), Lemongrass (*Cymbopogon citrates*), Lime Leaf (*Citrus hystrix*), Aromatic Fragrance, Citric Acid, Anti-Oxidant (TbHQ), Vitamin E (Mixed Tocopherols), Propyl Gallate, Phenoxethol/Mixed Parabens

### **POMEGRANATE & CRANBERRY SALT GLOW**

Ingredients: Blend of Dead Sea and Mineral Salts, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Water Dispersant, Silica, Safflower Oil, Dimethicone, Essential Oils/Extracts of Pomegranate (*Punica granatum*), Cranberry (*Vaccinium macrocarpon*), Almond (*Prunus dulcis*), Wild Cherry Bark (*Prunus serotina*), Loquat (*Eriobotrya japonica*), Aromatic Fragrance, Citric Acid, Anti-Oxidant (TbHQ), Vitamin E (Mixed Tocopherols), Propyl Gallate, Phenoxethol/Mixed Parabens

### **LAVENDER & CALENDULA SALT GLOW**

Ingredients: Blend of Dead Sea and Mineral Salts, Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Water Dispersant, Silica, Safflower Oil, Dimethicone, Essential Oils/Extracts of Lavender (*Lavandula officinalis*), Calendula (*Calendula officinalis*), Hops (*Humulus lupulus*), Evening Primrose (*Oenothera biennis*), Blue Malva (*Malva rotundifolia*), Bergamot (*Citrus bergamia*), Aromatic Fragrance, Citric Acid, Anti-Oxidant (TbHQ), Vitamin E (Mixed Tocopherols), Propyl Gallate, Phenoxethol/ Mixed Parabens

### **MANGO & MANDARIN BODY BUTTER**

Ingredients: Purified Water, Coconut Oil Ester, Blend of Shea Butter, Jojoba (*Simmondsia chinensis*), Avocado (*Persea americana*), Peach Oil (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Vegetable Emulsifier, Dimethicone, Vegetable Glycerin, Carbomer, Wheat Amino Acid, Apricot Amino Acid, Carrot Oil (*Daucus carota sativa*), Hydrating Beta Glucan, Essential Oils and Extracts of Mango (*Mangifera indica*), Mandarin (*Citrus nobilisa*), Pineapple (*Ananas sativus*), Quince (*Cydonia oblonga*), White Peach

(Prunus persica), Safflower Oil, Aromatic fragrance, TEA, Palmityl Alcohol Emulsifying Wax, Phenoxethol/Mixed Parabens, Chlorphenesin

### **POMEGRANATE & CRANBERRY BODY BUTTER**

Ingredients: Purified Water, Coconut Oil Ester, Blend of Shea Butter, Jojoba (Simmondsia chinensis), Avocado (Persea americana), Peach Oil (Amygdalis persica), and Sunflower Oils (Helianthus annuus), Vegetable Emulsifier, Dimethicone, Vegetable Glycerin, Carbomer, Wheat Amino Acid, Apricot Amino Acid, Carrot Oil (Daucus carota sativa), Hydrating Beta Glucan, Essential Oils and Extracts of Pomegranate (Punica granatum), Cranberry (Vaccinium macrocarpon), Almond (Prunus dulcis), Wild Cherry Bark (Prunus serotina), Loquat (Eriobotrya japonica), Safflower Oil, Aromatic fragrance, TEA, Palmityl Alcohol Emulsifying Wax, Phenoxethol/Mixed Parabens, Chlorphenesin

### **MILK & HONEY BODY BUTTER**

Ingredients: Purified Water, Coconut Oil Ester, Blend of Shea Butter, Jojoba (Simmondsia chinensis), Avocado (Persea americana), Peach Oil (Amygdalis persica), and Sunflower Oils (Helianthus annuus), Vegetable Emulsifier, Dimethicone, Vegetable Glycerin, Carbomer, Wheat Amino Acid, Apricot Amino Acid, Carrot Oil (Daucus carota sativa), Hydrating Beta Glucan, Safflower Oil, Essential Oils and Extracts of Honey, Clover Blossom (Trifolium pratense), Royal Jelly (Bee jelly), Aromatic fragrance, TEA, Palmityl Alcohol Emulsifying Wax, Phenoxethol/Mixed Parabens, Chlorphenesin

### **LAVENDER & CALENDULA BODY BUTTER**

Ingredients: Purified Water, Coconut Oil Ester, Blend of Shea Butter, Jojoba (Simmondsia chinensis), Avocado (Persea americana), Peach Oil (Amygdalis persica), and Sunflower Oils (Helianthus annuus), Vegetable Emulsifier, Dimethicone, Vegetable Glycerin, Carbomer, Wheat Amino Acid, Apricot Amino Acid, Carrot Oil (Daucus carota sativa), Hydrating Beta Glucan, Essential Oils and Extracts of Lavender (Lavandula officinalis), Calendula (Calendula officinalis), Hops (Humulus lupulus), Safflower Oil, Evening Primrose (Oenothera biennis), Blue Malva (Malva rotundifolia), Bergamot (citrus bergamia), Aromatic fragrance, TEA, Palmityl Alcohol Emulsifying Wax, Phenoxyethanol/Mixed Parabens, Chlorphenesin

### **GREEN TEA & LIME LEAF BODY BUTTER**

Ingredients: Purified Water, Coconut Oil Ester, Blend of Shea Butter, Jojoba (Simmondsia chinensis), Avocado (Persea americana), Peach Oil (Amygdalis persica), and Sunflower Oils (Helianthus annuus), Vegetable Emulsifier, Dimethicone, Vegetable Glycerin, Carbomer, Wheat Amino Acid, Apricot Amino Acid, Carrot Oil (Daucus carota sativa), Hydrating Beta Glucan, Essential Oils and Extracts of Japanese Green Tea (Camellia sinensis), Bamboo (Bambus vulgaris), Ginger (Zingiber officinalis), Lemongrass (Cymbopogon citrates), Lime Leaf (Citrus hystrix), Safflower Oil, Aromatic fragrance, TEA, Palmityl Alcohol Emulsifying Wax, Phenoxethol/Mixed Parabens, Chlorphenesin

### **MANGO & MANDARIN MICRO-BUFF CREME BODY POLISH**

Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea Americana*), Peach (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Purified Water, Glyceryl Stearate (vegetable derived), Micronized Buffing Beads, Micronized Luffa, Micronized Apricot Seed Powder, Apricot and Wheat Amino Acids, Glycerin, Carrot Oil, Dimethicone, Polysorbate 20, Lactic Acid, Aromatic blend, Essential Oils/Extracts of Mango (*Mangifera indica*), Mandarin (*Citrus nobilisa*), Pineapple (*Ananas sativus*), Quince (*Cydonia oblonga*), White Peach (*Prunis persica*), Safflower Oil, Carbomer, TEA, Chlorphenesin, Phenoxethol, Methyl/Propyl Paraben.

### **POMEGRANATE & CRANBERRY MICRO-BUFF CREME BODY POLISH**

Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea Americana*), Peach (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Purified Water, Glyceryl Stearate (vegetable derived), Micronized Buffing Beads, Micronized Luffa, Micronized Apricot Seed Powder, Apricot and Wheat Amino Acids, Glycerin, Carrot Oil (*Daucus Carota Sativa*), Dimethicone, Polysorbate 20, Lactic Acid, Aromatic blend, Essential Oils/Extracts of Pomegranate (*Punica granatum*), Cranberry (*Vaccinium macrocarpon*), Almond (*Prunus dulcis*), Wild Cherry Bark (*Prunus serotina*), Loquat (*Eriobotrya japonica*), Safflower Oil, Carbomer, TEA, Chlorphenesin, Phenoxethol, Methyl/Propyl Paraben.

### **LAVENDER & CALENDULA MICRO-BUFF CREME BODY POLISH**

Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea Americana*), Peach (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Purified Water, Glyceryl Stearate (vegetable derived), Micronized Buffing Beads, Micronized Luffa, Micronized Apricot Seed Powder, Apricot and Wheat Amino Acids, Glycerin, Carrot Oil, Dimethicone, Polysorbate 20, Lactic Acid, Aromatic blend, Essential Oils/Extracts of Lavender (*Lavendula officinalis*), Calendula (*Calendula officinalis*), Hops (*Humulus lupulus*), Evening Primrose (*Oenothera biennis*), Blue Malva (*Malva rotundifolia*), Bergamot (*citrus bergamia*), Safflower Oil, Carbomer, TEA, Chlorphenesin, Phenoxethol, Methyl/Propyl Paraben.

### **GREEN TEA & LIME LEAF MICRO-BUFF CREME BODY POLISH**

Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea Americana*), Peach (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Purified Water, Glyceryl Stearate (vegetable derived), Micronized Buffing Beads, Micronized Luffa, Micronized Apricot Seed Powder, Apricot and Wheat Amino Acids, Glycerin, Carrot Oil, Dimethicone, Polysorbate 20, Lactic Acid, Aromatic blend, Essential Oils/Extracts of Japanese Green Tea (*Camellia sinensis*), Bamboo (*Bambus vulgaris*), Ginger (*Zingiber officinalis*), Lemongrass (*Cymbopogon citrates*), Lime Leaf (*Citrus hystrix*), Safflower Oil, Carbomer, TEA, Chlorphenesin, Phenoxethol, Methyl/Propyl Paraben.

### **MILK & HONEY MICRO-BUFF CREME BODY POLISH**

Blend of Jojoba (*Simmondsia chinensis*), Avocado (*Persea Americana*), Peach (*Amygdalis persica*), and Sunflower Oils (*Helianthus annuus*), Purified Water, Glyceryl Stearate (vegetable derived), Micronized Buffing Beads, Micronized Luffa, Micronized Apricot Seed Powder, Apricot and Wheat Amino Acids, Glycerin, Carrot Oil, Dimethicone, Polysorbate 20, Lactic Acid, Aromatic blend, Essential Oils/Extracts of Honey, Clover Blossom (*Trifolium pratense*), Royal Jelly (Bee Jelly), Safflower Oil, Carbomer, TEA, Chlorphenesin, Phenoxethol, Methyl/Propyl Paraben.

#### **FACIAL THERAPY MASSAGE CREME**

Water infused with botanical extracts of White Peach, Pineapple, Quince, Mango, Octyl Palmitate (Coconut Oil Ester), Emulsifying Wax (vegetable derived), Cetyl Wax, Mandarin extract, Biofirming Complex of CoQ10 (coenzyme Q10), Vitamin K, Vitamin C (ascorbic acid), Essential Oils of Tangerine, Rosewood, Lemongrass, Dimethicone, Carbomer, TEA, Iodopropyl, Butylcarbamate, Phenoxethol.

#### **FACIAL THERAPY MICROREFINER**

Purified Water, Soy Oil, Pumice, Emulsifying Wax (vegetable derived), Cetyl Wax, Glycerin, Biofirming Complex of CoQ10 (coenzyme Q10), Vitamin K, Vitamin C (ascorbic acid), Alpha Hydroxy Lactic Acid, Essential Oils of Tangerine, Rosewood, Lemongrass. Micronized Buffing Beads, Dimethicone, Carbomer, TEA, Iodopropyl, Butylcarbamate, Phenoxethol.

#### **MARINE THERAPY PEDI-BALM WITH REJUVENATING COMPLEX**

Water, Octyl Palmitate (Coconut Oil Ester), Behenic Acid (Vegetable derived skin softener), Emulsifying Wax (vegetable derived), Polysorbate (vegetable derived), Cetyl Wax, Shea Butter, Aloe Vera Oil, Marine Extracts of Laminaria Digitata, Spirulina, Sea Fennel (*Crithmum maritimum*), Sea Rocket (*Cakile maritime*), and Fucus vesiculosus (Bladderwrack), Essential oils of Lavender, Litsea and Peppermint; Dimethicone, Lactic acid, Phenoxethol, Iodopropyl Butylcarbamate, TEA, Iron Oxide. Cruelty Free. Cautions: Do not use if allergic to sea algae.

#### **MARINE THERAPY PEDI-SCRUB WITH REJUVENATING COMPLEX**

Mixture of Sea Salt and Dead Sea Salt, Octyl Palmitate (Coconut Oil Ester), Laureth, White Beeswax, Silica, Marine Extracts of Laminaria Digitata, Spirulina, Sea Fennel (*Crithmum maritimum*), Sea Rocket (*Cakile maritime*), and Fucus vesiculosus (Bladderwrack), Essential oils of Lavender, Litsea and Peppermint; Shea Butter, Lactic Acid. Aloe Vera oil, Apricot Seeds, Phenoxethol, Methyl/Propyl Paraben, Iron Oxide. Cruelty Free. Cautions: Do not use if allergic to sea algae. Suitable for Jacuzzi pedi-tubs.

#### **BODY LUSH HYDRATING WRAP**

Soy Oil, Shea Butter (*Bytyrospermum Parkii*), Beeswax, Shea Butter Glycerides (*Bytyrospermum Parkii* Glycerides), Corn Propanedial (vegetable derived humectant), Wheat Germ Glycerides (*Triticum Vulgare*), Avocado Oil (*Persea*

Americana), Laureth, Sunflower Oil (*Helianthus annuus*), Safflower Oil (*Carthamus tinctorius*), Herbal Extracts of Burdock (*Asctium Lappa* Root Extract), *Echinacea Purpurea*) Fig Wart (*Scrophularia Nodosa*) Watercress (*Nasturtium Officinale* Extract

**AMBIANCE AROMA ROOM MISTS**

Water, biodegradable surfactants, special denatured alcohol (derived from corn), Aroma fragrance, Polysorbate (dispersing agent)

**Canola Oil:** Expeller pressed. Derived from Canadian rapeseed. Canola has high content of Omega-3, a natural vegetable acid that has reported benefits of reducing cholesterol when ingested. A very light oil and good skin conditioner.

**Carbomer:** A stabilizing agent that holds oil and water together in a formula. Reacts with fat particles in oil to form stable emulsions. Used widely in cosmetic and skin care products. Natural and synthetic derivative.

**Carrot Oil/Extract:** Expeller pressed. Rich in Beta-Carotene, which the body converts to Vitamin A to promote healthy new skin tissue growth.

**Chamomile, Roman (Chamaemelum nobile):** Distilled from the flower head of the Chamomile plant. Used to calm skin and lessen swelling, also good for insomnia.

**Citric Acid:** Natural pH balancer and preservative. Derived from citrus fruits by fermentation of crude sugars.

**Clover Blossom:** Known to soften skin and help heal skin disorders. Extracted from the flowers of the plant.

**Coconut Oil Ester (Octyl Palmitate):** Coconut oil with all fats and waxes removed. Very dry to the touch. Used for its very light texture on the skin. Considered good for dry skin because it leaves it smooth and soft.

**Cucumber, English:** Imparts a cool feeling to the skin. Soothing to the skin.

**Dimethicone:** A natural ingredient derived from silica sand. White, viscous oil. Used for its superior ability to provide smooth spreading and moisture to a product. Commonly found in skin cared products as an ointment base and skin protector.

**Eucalyptus (Eucalyptus globulus):** Used for its cooling, anti-inflammatory, and analgesic properties.

**Germal:** Gentle, mild preservative. Synthetic derivative.

**Ginger, Hawaiian White:** Found in the tropics and sub-tropics. The oil is extracted from the root of the plant. Is said to stimulate circulation and relieve soreness and stiffness, muscular aches, and sprains.

**Glycinates:** Naturally occurring amino acids.

**Grapeseed Oil:** Has an exceptional light texture. The non-greasiest of the carrier oils. Expressed from the grape seed and used widely in hypoallergenic products because of its low probability of causing skin allergies. Suitable for all skin types.

**Grapefruit Seed Extract:** Preservative, disinfecting, antioxidant, antimicrobial, astringent, antiseptic, contains vitamin C and glycerin; byproduct of citrus industry derived from grapefruit seeds.

**Grapeseed Extract (*Vitis vinifera*):** A very effective Natural Preservative & Antioxidant.

**Iron Oxide:** Natural oxide of iron used to add color to a product.

**Ivy Extract (*Hedera helix*):** A mildly stimulating botanical said to stimulate blood circulation to the areas on which it is applied. Known for its tightening and toning properties. Commonly found in European body crèmes.

**Jobba Oil:** Expeller pressed. Very stable oil. Considered good for oily skin, leaves skin smooth and silky.

**Juniper (*Juniperus communis*):** Steam distilled from Juniper berries. Known as a natural detoxifier, antiseptic, and stimulant.

**Kukui Nut Oil:** Expeller pressed. Light oil expressed from the nuts from the Kukui Nut Tree. Excellent skin absorption and skin penetration due to its high content of natural linoleic acids. Protects delicate skin tissue from drying out. Good oil for use with essential oils and aromatherapy applications.

**Lavender (*Lavandula angustifolia*):** Expressed from the flowers and leaves of the plant. Has many therapeutic applications. Common uses: Muscular pain, antidepressant, sedative, moisturizer, and toner, skin soother.

**Lecithin:** A natural anti-oxidant, emollient, and spreading agent. Name is derived from the Greek word "egg yolk" because egg is 8-9% lecithin.

**Lemon Peel:** An extract from the rind of the fruit. Used to help repair and rejuvenate the skin. A stimulant, anti-septic, astringent, lymphatic tonic.

**Menthol (*Mentha arvensis*):** Derived from peppermint and other mint oils. Produces a cooling sensation when applied to the skin. Good aid for digestive, respiration and inflammation problems.

**Methyl & Propyl Paraben:** Traditional, mild preservative. Two of the most commonly used preservatives. Prevent bacteria, microbes, and fungus from growing in products, therefore extending shelf life. Synthetic derivative.

**Olive Oil:** Expeller pressed. Pale yellow to green colored oil extract from olives. Very emollient, penetrating and lubricating to the skin.

**Papaya Extract:** Contains the extract Papain, used to prevent adhesions. Very calming and softening to the skin.

**Peach Oil:** Light yellow oil expressed from the seed (pit). Often used as the oil base in emollients, skin, crèmes and hair moisturizers.



**Pecan Oil:** Expressed from the nut of the Pecan and used as an emollient (something that softens an smoothes). This oil is used for its even weight and absorption. It is a very stable oil that will not go rancid quickly. Agreeable for most skin types. Approximately 65% of the oil of fresh pecans consists of oleic and 26% linoleic fatty acid.

**Peppermint (*Mentha peperita*):** Obtained from the leaves and tops of the peppermint plant. Stimulant to the skin, aiding circulation and will impart a cooling sensation. Also a decongestant, anti-inflammatory and digestive aid.

**Phenoxyethanol/Paraben Mixture Preservative:** Preservative system. This preservative system is known to be the most gentle and is accepted globally, even in Japan, which is known to be the most stringent in terms of approving ingredients in cosmetics and skin care products.

**Pistachio Oil:** Expeller pressed. Because of the intrinsic value of the nuts themselves this is an extremely functional oil. Ideal for cosmetic and food products. Pistachio Oil has very good moisturizing qualities for a "light oil". Blends easily with other carrier oils.

**Rose Hip:** Extract of various species of wild roses, rich in Vitamin C. Moisturizes, tones and is anti-bacterial.

**Rosemary (*Rosmarinus officinalis*):** Expressed from the rosemary plant. A stimulant and analgesic. Common Uses: Sore muscles, sprains, arthritis, fatigue, and nervousness.

**Sea Kelp:** Moisture retaining and believed to help the skin from wrinkling and sagging. Very hydrating to the skin and high in minerals. Smoothing to the skin.

**Sea Salt:** In its natural form salt often includes traces of magnesium chloride, magnesium sulphate, magnesium bromide, and others. Traditionally harvested (mostly by women) by skimming the surface of the sea water of the salt marshes

**Sesame Oil:** Expeller pressed. Light textured oil obtained from sesame a seed that has an exceptionally fine texture on the skin. Moisturizing for skin eczema and psoriasis.

**Shea Butter:** The natural fat obtained from the fruit of the karite tree from West Africa. Extremely moisturizing.

**Sorbitan Laurate:** An emulsifier in cosmetic crèmes and lotions. A stabilizer of essential oils in water. Derived from a variety of sources including berries, plums, cherries, seaweed.

**Sunflower Oil (*Helianthus annuus*):** Expeller pressed. Obtained from milling the seeds of the flower. A bland, pale yellow oil containing Vitamin E. Forms a protective "skin" after drying.

**Tangerine (*Citrus reticulata*):** Tangerine oil is indicated for anxiety, insomnia, muscle pain, digestive issues, and aging skin.

**TEA:** Normalizes and balances the PH in skin care products. Insures gentleness of products when applied to the skin. Synthetic derivative.

**Vegetable Derived Water Dispersant:** Natural water dispersant derived from vegetable sources. Used in an oil product, allows the oil to rinse out of fabrics approximately 25-30% better than non-dispersible products.

**Vegetable Derived Emulsifying Wax:** Derived from vegetable sources. Provides a thicker texture and excellent spread ability to product so fewer applications are needed on the skin to achieve desired lubrication.

**Vegetable Glycerin:** A humectant and emollient in many cosmetics. Non-irritating and non-allergenic.

**Vegetable Oil Ester (*Behenamide Behenate*):** Water-soluble constituent of seed fats. Skin softening.

**Violet Leaf:** An extract oil obtained from the plant's leaves. Used for its skin calming and healing properties to combat inflammation and infection.

**Vitamin C (*Ascorbic Acid*):** A preservative and anti-oxidant. Vitamin C is necessary for normal blood vessel function.

**Vitamin E (*d-alpha Tocopherol*):** A natural moisture binder that allows skin to breath and function normally. Used for its natural anti-oxidant properties to preserve product freshness and also for its skin healing properties.

**Walnut Oil:** Expeller pressed. Very unsaturated, walnut oil presents good moisturizing, anti-aging, regenerative and toning properties.

**Water:** Deionized, purified.

**Wheat Germ Oil (*Triticum vulgare*):** Expeller pressed. The golden germ of the wheat is very high in Vitamin E which counteracts dry skin. Vitamin E also helps form normal red blood cells, muscle, and other tissue.

**Wintergreen (*Gaultheria procumbens*):** Obtained naturally from betula, Sweet Birch, or Teaberry Oil. A stimulant and mild irritant to skin. Quickly absorbed.

**White Lily:** Smoothing and healing to the skin. Used to treat various skin disorders including inflammation and ulcers. Also a good skin smoother and astringent.



# BIOTONE

## Shelf Life Guidelines

# BIOTONE Product Shelf Life Guidelines

---

## SPA TREATMENT PRODUCTS

| <u>SPA TREATMENT PRODUCTS</u> | <u>SHELF LIFE</u> | <u>FREEZING INSTRUCTIONS</u>            |
|-------------------------------|-------------------|---|
| Firmi-Sea Body Mud            | 15 Months         | Will Freeze: No problem once they thaw. |
| European-Rose Body Mud        | 15 Months         | Will Freeze: No problem once they thaw. |
| Black Baltic Body Mud         | 15 Months         | Will Freeze: No problem once they thaw. |
| Exfoli-Sea Salt Glow          | 8 Months          | Will Freeze: No problem once they thaw. |
| Micro-Buff Body Polish        | 12 Months         | Will Freeze: No problem once they thaw. |
| Customizing Complexes         | 2 Years           | Will Freeze: No problem once they thaw. |
| Hydrating Lotion              | 18 Months         | Will Freeze: No problem once they thaw. |
| Smoothing Massage Butter      | 18 Months         | Will Freeze: No problem once they thaw. |
| Facial Therapy Massage Crème  | 18 Months         | Will Freeze: No problem once they thaw. |
| Facial Therapy MicroRefiner   | 12 Months         | Will Freeze: No problem once they thaw. |
| Marine Therapy Pedi-Scrub     | 8 Months          | Will Freeze: No problem once they thaw. |
| Marine Therapy Pedi Balm      | 18 Months         | Will Freeze: No problem once they thaw. |
| Body Lush Hydrating Wrap      | 12 Months         | Will Freeze: No problem once they thaw. |
| Ambiance Aroma Room Mists     | 24 Months         |   |

## SPA BATH & BODY PRODUCTS

|                                     |           |   |
|-------------------------------------|-----------|---|
| BIOTONE SPA Retail Body Butter      | 18 Months | Will Freeze: No problem once they thaw. |
| BIOTONE SPA Retail Hydrating Lotion | 18 Months | Will Freeze: No problem once they thaw. |
| BIOTONE SPA Retail Salt Glow        | 8 Months  | Will Freeze: No problem once they thaw. |
| BIOTONE SPA Retail Sugar Scrub      | 12 Months | Will Freeze: No problem once they thaw. |

## MASSAGE PRODUCTS

|   |           |  |
|---|-----------|--|
| Advanced Therapy Massage Creme                  | 18 Months | Will Freeze: Condensation can be blotted off |
| Advanced Therapy Massage Gel                    | 12 Months | Will Freeze: Check consistency when thawed   |
| Advanced Therapy Massage Lotion                 | 18 Months | Will Freeze: No problem once they thaw.      |
| Clear Results Oil                               | 12 Months | Will Freeze: Check consistency when thawed   |
| Cocoa-Comfort Massage Lotion                    | 18 Months | Will Freeze: No problem once they thaw.      |
| Deep Tissue Lotion                              | 18 Months | Do not freeze. Product will separate.        |
| Dual Purpose Creme                              | 18 Months | Will Freeze: Condensation can be blotted off |
| Herbal Select Body Creme                        | 18 Months | Will Freeze: Condensation can be blotted off |
| Herbal Select Body Oil                          | 12 Months | Will Freeze: Check consistency when thawed   |
| Herbal Select Face Lotion                       | 18 Months | Will Freeze: No problem once they thaw.      |
| Herbal Select Foot Lotion                       | 18 Months | Will Freeze: Check consistency when thawed   |
| Muscle & Joint Therapeutic Relief Massage Crème | 18 Months | Will Freeze: Condensation can be blotted off |
| Nutri-Naturals Creme                            | 18 Months | Will Freeze: No problem once they thaw.      |
| Nutri-Naturals Lotion                           | 18 Months | Will Freeze: No problem once they thaw.      |
| Nutri-Naturals Oil                              | 12 Months | Will Freeze: Check consistency when thawed   |
| Polar Lotion                                    | 18 Months | Do not freeze. Product will separate.        |
| Pure Touch Organics Massage Crème               | 18 Months | Will Freeze: Condensation can be blotted off |
| Relaxing Therapeutic Massage Crème              | 18 Months | Will Freeze: Condensation can be blotted off |
| Replenishing Light Massage Oil                  | 12 Months | Will Freeze: No problem once they thaw.      |
| Revitalizing Massage Oil                        | 12 Months | Will Freeze: Check consistency when thawed   |

## AROMATHERAPY PRODUCTS

|                                    |           |   |
|------------------------------------|-----------|---|
| Aromatherapy Essential Oil Candles | 2 Years   | Storage Max. Temp. 125F                 |
| Aromatherapy Essential Oils        | 2 Years   | Will Freeze: No problems once they thaw |
| Clean Again Laundry Detergent      | 18 Months | Don't Freeze: Product will crystalize   |

*All shelf lives are doubled if product is refrigerated between uses  
 "Born on Date" is stamped on lower lip of  
 product container in black ink.*



# BIOTONE

Vegetable Oil Facts





# BIOTONE

## Vegetable Oil Facts

### Almond, Sweet-

This oil contains glucosides, minerals, vitamins A, B1, B2, B6, and E and is rich in protein. Good for all skin types. Uses include relieving itching, dryness, inflammation, and burns.

### Apricot Oil-

Contains minerals, vitamins and is rich in GLA (gamma linoleic acid). GLA has numerous benefits when ingested. Its uses are for all skin types, prematurely aged skin, sensitive, inflamed and dry skin types.

### Avocado-

Contains vitamins A, B1 & B2, pantothenic acid, D, E and also contains protein, lecithin and fatty acids. This oil is used to penetrate upper layers of the skin and is useful for dry, dehydrated or sun damaged. It improves eczema and elastin.

### Canola-

Contains vitamins, minerals and is high in GLA acids. Is useful for all skin types. It is odorless, penetrating and very stable (will not go rancid quickly)

### Coconut Oil Ester (Octyl Palmitate)-

This is the highly refined version sometimes known as fractionated. It consists mainly of saturated fatty acids, which are the closest substance to human sub-cutaneous fat and therefore more compatible with skin than vegetable oils. It is a very clean oil with no irritants and does not go rancid.

### Grapeseed-

Contains vitamins, minerals, protein, and linoleic acid. It is suitable for all skin types, is odorless and very penetrating.

### Jobba-

Contains protein, minerals, plant wax and myristic acid. It mimics sebum from the skin. It is useful for eczema and psoriasis and is suitable for all skin types.

### Kukui Nut Oil-

Contains linoleic (12%), alpha-linolenic acids (63%) and oleic, palmitic and stearic acids. It has excellent penetration into skin, soothes irritation, sunburns and chapped skin. It protects tissue from drying.

#### Olive Oil-

Contains protein, mineral and vitamins. It is soothing and is useful for inflamed, acne skin, bruises and rheumatic conditions.

#### Safflower-

Contains protein, minerals, vitamins and is high in linoleic acids. Useful for all skin types and inflammation.

#### Sesame-

Contains vitamin E, minerals, proteins, lecithin and amino acids. Is used for psoriasis, eczema and softening.

#### Sunflower-

Contains vitamins A, B, D, E, minerals, lecithin, inulin and is high in unsaturated fatty acids. This oil acts as a protectant for all skin types. Uses include ulcers, diaper rash and cradle cap.

#### Walnut-

Contains gamma linolenic (18%), linoleic (60%), palmitic (8%) and oleic (18%) acids. Penetrating and good for all skin types.

#### Wheat Germ-

Contains protein, minerals, lecithin, vitamins E, A & D. It is useful for eczema, psoriasis, premature aging, and stretch marks.

# BIOTONE

BIOTONE Aromatherapy Philosophy

# BIOTONE

## Aromatherapy

### Overview

*What is the philosophy behind the line?*

To provide professional health care professionals with top quality aromatherapy products assuring an effective, complete and unique healing experience for their clients.

*How is this accomplished?*

The essential oils meet quality standards established by our TPAT guarantee. By following established standards, oils are inspected and selected based on natural chemical and odor profiles. Additionally, education and support materials will be made available to professionals so that they become more educated in delivering a successful aromatherapy experience to their clients.

Supporting products such as room mists and candles are encompassed in the line so the professional can create an extended therapeutic and relaxing environment. All products in the Biotone Aromatherapy line are packaged so that the client may enjoy the therapeutic properties of essential oils at home.

The Biotone Aromatherapy line also works seamlessly with our Biotone Massage and Spa product lines. The essential oils can be added to the unscented massage oils, lotions, cremes, exfoliators and muds to customize client treatments.

*Why did we change Aromaplex to Biotone Aromatherapy?*

For many years Biotone sold aromatherapy oils. However, aromatherapy was not a primary focus of the company and at time they were introduced the alternate trade name of Aromaplex was used. The Aromaplex essential oils and body care were designed for general use.

Since that time, Biotone has become the expert in massage lubricants due in part to our high quality ingredient standards and research. We decided to extended our expertise to aromatherapy and create a line of essential oils focused on professional use and providing the quality and support information professionals

require. We also added candles and room mists as our research indicated those were a more supportive tool for Massage Therapy and Spa professionals.

# BIOTONE

## Aromatherapy

### Sales Pitch Tools

**Biotone Aromatherapy Brochures-** describes each essential oil as well as precautionaries and describes the importance of our new TPAT guarantee.

**Variety pack votives-** is a great way to experience 4 of the new scents. It also offers a diverse way to extend the known healing properties of oils beyond the massage products.

### Benefits to purchasing the Biotone Aromatherapy Line

1. Whether you are using the Biotone Aromatherapy in our Biotone Spa Line or our MT line we offer a retail line of candles and room mists as tools to enhance the treatment or massage.
2. The product sells itself due to attractive color and packaging.

### Descriptions of Scents-

Inspiration- Heavy Tangerine citrus note with a hint of Patchouli. *A great compliment to BIOTONE Spa Mango & Mandarin Customizing Complex.*

Serenity – Heavy Lavender with a back note of Cedarwood. *A perfect sell through for the BIOTONE SPA Lavender & Calendula or Relaxing Customizing Complex.*

Renewal – Palmarosa provides a strong herbal note while Petitgrain offers a fresh undertone

Bliss – Sweet floral top note of Ylang Ylang with a spicy end note attributed to Black Pepper and Clove

**Features and Benefits of Essentials Oils, Candles and Room Mists in the Guide Book pages 20-22.**

# BIOTONE

Essential Oil Contraindications & Cautions



# BIOTONE

## Aromatherapy

### Contraindications and Cautions of Essential Oils

#### Contraindications

Babies up to 18 months, women who are breastfeeding and elderly persons are very sensitive. Avoid excessive use on either.

Pregnancy- It is best to stay away from all essential oils during pregnancy (especially within the first three months and altogether with any history of miscarriage. Those that are safe during pregnancy are: Rose, Neroli, Lavender and Chamomile.

Asthma- Any essential oil can trigger an attack and sometimes all that is needed is one sniff. Oils that appear safe are Lavender, Mandarin, Roman Chamomile, Petitgrain, Clary sage, Peppermint. In asthmatic conditions avoid Rosemary, Camphor.

Epilepsy- The more powerfully stimulating oils should be avoided which include Camphor, Peppermint, Rosemary, Fennel.

Female cancers- The following are said to stimulate estrogenic activity- Clary Sage, Fennel.

Premenstrual Syndrome- Fennel, Sage (not clary)

Prostate Cancer- Pine, Geranium, Basil, Thyme, Hyssop

Blood Pressure Medications: Massage itself lowers blood pressure, even when using a stimulant oil. However, these are the suspected contra-indicated oils when taking medication for the following:

High blood pressure- Cypress, Hyssop, Rosemary, Camphor, Thyme

Low blood pressure- Sweet Marjoram



## Cautions

Avoid with sensitive skin, dermatitis, inflammation, allergic skin- Camphor, Clove, Eucalyptus, Ginger, Juniper, Orange, Black Pepper, Peppermint, Thyme

May cause irritation if used regularly (but may be fine in low amounts)- Clary Sage, Fennel, Juniper, Lemon, Orange, Pine, Juniper, Lemon, Ylang Ylang, Rosemary, Camphor

Avoid if undiluted- Camphor, Clove, Ginger, Juniper, Peppermint, Black Pepper, Thyme

Avoid on delicate body tissues- Camphor, Cinnamon Leaf, Clove, Eucalyptus, Ginger, Juniper, Peppermint, Rosemary, Sage (not clary), Thyme

Avoid on skin cancers, moles, extensive freckles- citrus fruit oils

Avoid prior to sun bed tanning or strong sunlight- Cedarwood, Ginger, Grapefruit, Mandarin, Orange, Patchouli, Tangerine

*Note: This information concerns some serious disease. Because illness is highly unpredictable the best possible experts should be consulted. This information is intended only as reference. It is left up to the individual practitioner to draw final conclusions. Biotone accepts no liability for any claims, now or in the future, arising from the use or misuse of the essential oils.*

# BIOTONE

Essential Oil General Safety



# BIOTONE

## Aromatherapy

### General Safety when using Essential Oils

Keep essential oils of children's reach.

Do not use directly on or near the eyes.

Do not apply essential oils undiluted on the skin (unless advised by an expert).

Do not use oils as food flavoring or internally

Excessive use will cause headaches, nausea and general uneasiness. Take breaks when using essential oils.

Regulate the frequency when using essential oils. If you are using daily, take a week break for every two weeks of use.

Reduce the change of acquiring a sensitivity by not using the same oils over several years. Use alternate oils having the same chemical properties. (This does not mean switching brands).

If any skin rash is observed when using a particular oil, stop using it right away and try another oil.

Ensure adequate ventilation.

Massage Therapists using sedative or relaxing oils for prolonged periods can possibly lower their immune system. They should use stimulating oils on themselves at least two times during the day between treatments.

Vary the essential oils worked with daily. Overdose may occur. Example: Back pepper can cause kidney problems or cause allergies over time.

Sensitization reactions are possible for those therapists who receive chronic exposure.

Always check a client's medical history for allergies and skin reactions to perfume.

Do not apply essential oils to the armpit to reduce cross-reactions.

Do not give treatment prior to sauna, sun beds or situations of high humidity because this increases skin permeability.

Avoid use prior to or after strenuous exercise.

*Note: This information is intended only as reference. It is left up to the individual practitioner to draw final conclusions. Biotone accepts no liability for any claims, now or in the future, arising from the use or misuse of the essential oils.*