

EDITION

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SPA BODYWORK

A Guide for Massage Therapists

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Wolters Kluwer | Lippincott Williams & Wilkins
Health

Philadelphia • Baltimore • New York • London
Buenos Aires • Hong Kong • Sydney • Tokyo

Acquisitions Editor: Jonathan Joyce
Product Manager: Linda G. Francis
Marketing Manager: Leah Thomson
Design Coordinator: Joan Wendt
Compositor: Absolute Service, Inc.

2nd edition
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351 West Camden Street
Baltimore, MD 21201-2436 USA

Printed in China.

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Library of Congress Cataloging-in-Publication Data

ISBN: 9781451176780

Cataloging-in-Publication Data available on request from the publisher.

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06 07 08 09 10

1 2 3 4 5 6 7 8 9 10

Acknowledgments

Writing and producing *Spa Bodywork: A Guide for Massage Therapists* has involved the contributions of many people, some of whom are unknown. I am thankful to all of them and would like to acknowledge those who stand out here.

I am grateful to have had the opportunity to work with the team at Lippincott Williams & Wilkins, and I am thankful for their tireless enthusiasm and hard work. I would particularly like to thank Linda Francis for her great organization, understanding, and support. I also want to acknowledge Pete Darcy who approved the proposal for the first edition of *Spa Bodywork* and suggested me for the Massage Mastery project. Pete, I'll always appreciate your creativity, vision, and insight. Many thanks also to *Spa Bodywork's* first project manager, David Payne, who was always sensible and practical (while remaining flexible) and to Susan Schlosstein who inspired me with her support and interest.

During its development, *Spa Bodywork* has been reviewed by a number of professionals in the massage industry, each of whom have given thoughtful and helpful input, so I would like to thank them for their time and contribution.

Thanks to the photographer Mel Curtis and his team, Connie and Doug, for their visual contribution to the first edition of the book and to Rick Giase for the additional photos needed for the second edition of the book. Thank you also to June Pendleton of Universal Companies and Professor Jim Simon of Rutgers University for help with some of the images. Thank you to the team at Savi Day Spa for allowing us to use their facility for the location shots, especially Kelly Wilson and Mary Wilson. Thank you to the models that gave up their weekends and did their best with body mechanics on the slippery floor! The models were Debbie Bates, Destiny Harrison, Catharine Jakeman, Sunny Kim, Melody Lickert, Faithann McVeigh, Natalie Mayer-Yeager, Erin Murphy, Earl Nabritt, Jason Priest, Keith Shawe, Jenni Shires, Jill Wells, and Tiffany Williams. In the second edition, thank you to Ronie Werner, Aleya Littleton, and Brian Halterman.

The material for this book was originally developed for four different spa programs, and so I am deeply grateful to the individuals who believed in spa/aromatherapy training for massage therapists and were willing to invest in the equipment and training necessary to launch these programs. These individuals include Feliz Rodriguez for the original program at Ashmead College and Meredyth Given, Kim Lothian, Lorine Hill, Siri McElliott, and Eric Rasmussen for the second program at Ashmead College (Washington and

Oregon). Chris Froelich and the team at Somerset School of Massage Therapy (New Jersey), Ray Siderius and Jill Stanard and the team at Oregon School of Massage Therapy (Oregon), and Lisa Hensel at Seattle School of Reflexology for the Reflexology Foot Spa Workshops.

I want to say a grateful "Thank you" to Keith Shawe whose considerate feedback on the first edition and unwavering support helped me develop my confidence and skill as a writer.

I extend my sincere appreciation to my family and friends for understanding when I couldn't be at events because of the book and for their unwavering support and encouragement during the time that I was writing. "Thank you" to Mom and Dad; Jill Shawe; Cindy, Larry, Jason, and Sarah Rantanen; Pam, Kurt, Joe, Gloria, and Natalie Mayer; Rick, Sharon, Jeff, and Gayle Selden; Anthony Knoll; Derek Peace; Deanna Scalf; Edana Biddle; Gretchen Pelsma; and Kim Virant. Thank you to my amazing and inspiring fitness trainer, Burt Henry.

I am especially grateful to my rock climbing and adventure family who keep life in Colorado so fun. "Thank you" Abram Herman, Jon Barr, Jessica Barr, Ronie Warner, Arthur Nisnevich, Michael Pastko, Tyler Knowles, Adele Schopf, Chris Devenney, Ryan Jaret, David Weinstein, Christy Sims, Tiffany and Zack Shocklee, Aleya Littleton, and Brian Halterman.

I would also like to thank the amazing massage and spa professionals, spa instructors, aromatherapists, administrative staff, workshop participants, and individuals who I have had the privilege of working with and learning from, especially Alicia Chapman, Alla Kammers, Amanda Flynn, Amy Klein, Amy Stark, Andrea McClelland, Andrea Niemeyer, Andrew Biel, Angie Parris-Raney, Angie Patrick, Angie Schneider, Anita Harper, Ben Benjamin, Bill Fee, Bill Langford, Carey Rosen, Carrie Ebling, CG Funk, Cherie Sohnen-Moe, Cheryl Young, Chris Damalas, Christy Cael, Cindy Babb, Cliff Korn, Clint Chandler, Cynthia Ribeiro, Darren Buford, David Christian, Debra Persinger, Deby Giske, Dennis and Gina Simpson, Diana Thompson, Elan Schacter, Erin Murphy, Faithann McVeigh, Felicia Brown, Gemini Sanford, Geraldine Thompson, Gini Ohlson, Ingrid Martin, Jack Elias, Jacki Borde, Jade Shutes, James Sutherlin, Jan Schwartz, Jeff Mahadeen, Jenni Shires, Jenny Good, Jesse Cormier, Jill Stanard, Jim O'Hara, Jolie Griffin, Judy Scheller, Julie Carico, Kate Bromley, Kate Zulaski, Katharine Appleyard, Kathy Thielen, Katie Armitage, Kim Precord, Kitty Lawrence, Lara

Bracciante, Laura Allen, Leslie Young, Lincoln Heartsong, Margie Miller, Marla Gold, Marsha Elston, Marti Mornings, Mary Ann Foster, Mary Bryan, Meghan Lawrence, Melanie Hayden, Melody Lickert, Pat Archer, Patty Glen, Rick Garbowski, Rick Rosen, Roger Patrizio, Roz Burnet, Ruth Werner, Scott Dartnall, Shannon Alyea, Shelly Johnson, Su Bibik, Susan Salvo, Terri Zelepuzza, Til Luchau, Tom Lochhaas, Veronica McHugh, Vickie Branch, Vicky Karr, Victoria Rober-son, and Whitney Lowe.

Thank you to everyone at Associated Bodywork & Massage Professionals, with a special thank you to our leaders, Les Sweeney and Bob Benson, and to our education team Cindy Williams, Kathy Laskye, Taffie Lewis, Katie Mills, Kristen Coverly, and Brian Halterman.

Last but not least, “thank you” to my amazing partner, Eric Brown, for being an inventive thinker and collaborator and an endless source of wisdom, support, and inspiration.

I would like to dedicate the second edition of *Spa Bodywork: A Guide for Massage Therapists* with love to my dear friend, Erin Murphy, who is an inspiration to massage and spa students, fellow teachers, administrators, and professional therapists who have the privilege of working with her and knowing her.

Preface

Spa Bodywork: A Guide for Massage Therapists is primarily a textbook for the massage student enrolled in a spa program. It is also a guide for the practicing massage therapist who wishes to add spa treatments to a private practice or work in the spa profession. To some extent, the text can be used by estheticians to improve their product knowledge and develop new skills for full-body skin care.

As the title implies, *Spa Bodywork* aims to illuminate the powerful links between massage and spa treatments. Many of the spa products often used just for beauty have the same physiological effects as massage or act in synergy with massage techniques. Seaweed, for example, stimulates local circulation and metabolism and supports the natural detoxification process of the body. Many useful minerals in seaweed can be absorbed through the skin. Seaweed treatments can have a pronounced effect on the thyroid, so they must be used carefully. This requires a good knowledge of the products and application methods being used. Similarly, therapeutic mud such as Dead Sea mud and Moor mud have proven anti-inflammatory properties, so they are used in Europe to treat arthritis and other musculoskeletal disorders. Such products can be used to support relaxation and stress reduction or as part of a treatment plan for injury rehabilitation.

Spa Bodywork breaks each spa treatment down into an easy-to-understand sequence of steps that have been carefully designed to provide an efficient routine for the practitioner and a satisfying experience for the client. It gives instructions for standard methods of delivery as well as for some creative options that make sense when the service is provided by a massage therapist. In these cases, the service is designed to incorporate a natural healing substance such as mud, seaweed, shea butter, or essential oils into the massage. Clients do not have to give up their massages to enjoy spa treatments.

The basic concepts and application methods covered earlier in the book lay the foundation for more advanced techniques that are described in later chapters. All aspects of a treatment are addressed including indications and contraindications for the treatment, equipment needs, product choices, promotion, combining one service with another, and client management during the treatment.

Although wet room treatments (i.e., treatments that depend on expensive hydrotherapy equipment such as Vichy showers) are discussed in Chapter 5 and 6, the emphasis is on the delivery of spa treatments in a dry room setting (no shower). This makes the book usable in a wide range of surroundings because it shows how spa services that are usually thought to be too difficult to deliver in a dry room (e.g., seaweed and mud) can be used in both the day spa and small private practice without the need for expensive equipment.

Organization and Structure

Spa Bodywork is practical and comprehensive in its approach. For example, spa instructors will find that the materials are presented in a format that can be easily referenced and that is flexible enough to allow them to use as little or as much of the information as they choose. Students can be directed to the treatment considerations and procedure section, whereas advanced therapists will find the detailed background on spa products useful. The topics have been divided into three main areas.

Part 1: Spa Foundations

Part 1: Spa Foundations provides a framework for massage therapists venturing into the world of spa. The first chapter gives a history of the spa industry and defines the types of spas that are common in the United States. Chapter 2 describes the equipment needed to deliver spa treatments and the different types of spa products therapists encounter in spa body treatments. In Chapter 3, client and therapist safety issues such as ethics, scope of practice, sanitation and hygiene, cautions, contraindications, and safety protocols are discussed. Although skin care is out of the scope of practice for massage therapists in most states, every therapist working in a spa should have a basic understanding of the skin. This information is provided in Chapter 3 along with a clear discussion of scope of practice restrictions related to spa work for massage therapists.

Chapter 4 (Your Spa Massage) is a new topic added to the second edition to support new therapists as they venture into spa work. It looks at the subtle elements of massage application that help create a vivid and lasting positive impression for clients. It also explores the creative use of enhancers to elevate the massage experience toward an artistic expression of touch that exceeds client expectations.

Chapter 5 teaches core techniques that are essential to the effective application and removal of spa products. These techniques include modest spa draping, positioning the client for product application, and removal techniques for the dry room and wet room. In Chapter 6 (Water Therapies), the basic principles of hydrotherapy are discussed together with the proper use of wet room equipment such as Vichy showers, Swiss showers, and hydrotherapy tubs.

It is important to have a solid understanding of aromatherapy when working in a spa environment. Chapter 7 introduces aromatherapy, provides an overview of the physiological and psychological effects of essential oils, describes basic methods of application, and presents some simple ways to add essential oils to any treatment. Smell-scapes refer to the aroma landscape that a therapist

creates to enhance a spa treatment. This concept is defined, and readers are given practical advice about creating a variety of unique smell-scapes. New to the second edition is an extended discussion on methods for blending essential oils creatively and safely.

Part 2: Spa Treatments

In Part 2: Spa Treatments, the lessons learned in Part 1 become a stepping-stone for more advanced techniques. Common treatments delivered routinely at most spas are described in step-by-step detail in Chapter 8 (Exfoliation Treatments) and Chapter 9 (Body Wraps). In Chapter 10 (Spa Foot Treatments), reflexology, satisfying massage techniques, and various products such as clay and seaweed are combined for pain-relieving and revitalizing foot services. The sample treatments described at the back of the book for each chapter demonstrate how basic treatments can be combined with different treatment concepts and promotional descriptions to create many ready to use treatments or inspire therapists to create their own services.

Fangotherapy, the use of clay, mud, and peat for healing purposes, is discussed in Chapter 11. This chapter looks at the traditional use of fango in Europe as well as its evolution in the United States. Popular relaxation treatments are described, as are the use of fango for acute, subacute, and chronic muscular conditions.

In Chapter 12 (Thalassotherapy), the therapeutic benefits of seaweed are explored in relationship to a number of popular services. In each of these chapters, traditional approaches are described along with variations in techniques and creative departures that suit the special skills of a massage therapist and allow application in a dry room environment.

Stone massage (Chapter 13) is a popular massage system at spas and clinics across the country. It requires focus and commitment to the treatment, attention to detail, and excellent massage skills. The routine taught in this chapter walks the reader through the basic elements of a stone massage before teaching more advanced techniques that require practice. The goal is to move beyond effleurage with stones to a more satisfying form of bodywork that includes a variety of techniques, including deep tissue and range of motion work. New in the second edition is an increased focus on working with stones safely. Associated Bodywork & Massage Professionals (ABMP), the largest massage therapy association in the United States, reports that burns from hot stone massage are the highest liability claim area experienced by massage therapists. The revised Stone Massage chapter in *Spa Bodywork* is based on best practices for safe stone massage as required by ABMP for stone massage liability insurance coverage.

Ayurvedic-inspired spa treatments and Indonesian-inspired spa treatments are based in countries that have rich histories and complex cultures and described in Chapter 14. The environment, the people, the traditional medical systems, and the myths from India and Indonesia

come alive through these massage methods, natural spa products, and unique treatments. The first section of this chapter explores ayurvedic bodywork and spa applications including Indian head massage, *abhyanga*, *udvartana*, and *shirodhara*. The second section of this chapter looks closely at the natural plant products from Indonesia, which infuse their medical and spa practices with luxury and opulence. For students who are rapidly advancing in their spa skills, ayurvedic and Indonesian treatments will offer some new challenges that keep learning fun and interesting.

Part 3: Your Spa Career

Part 3: Your Spa Career helps massage therapists bring all of their new skills together into well-designed spa treatments, a spa program, a signature spa service, and a satisfying spa career. In Chapter 15 (Your Spa Program and Menu of Services), therapists explore their personal life missions and visions and weave these into a spa philosophy to inform their ideas about meaningful spa programs. Individual treatment design and in-depth session planning help readers turn standard spa applications into multidimensional and dynamic pieces of performance art in Chapter 16 (Treatment Design and Your Signature Spa Treatment). Chapter 17 (You in the Spa Profession) looks at career opportunities and choices to help students plan their first career steps after graduation. An expanded section on starting a private practice or spa that includes spa bodywork treatments is new in this second edition.

Chapter Organization

Each chapter in the book begins with an outline and a list of key terms with definitions. The treatment chapters have the same internal structure so that information can be found quickly. Each of these chapters has the following components:

- **Introduction:** At the beginning of each chapter, the topic is introduced and the framework for the treatment is set up. If the treatment has a unique history, as is the case with thalassotherapy, this is briefly described. Product details are also described in this section when appropriate. For example, a number of different types of fango are used in spa treatments, and each has a different set of therapeutic benefits. When developing a spa service, the therapist needs to have enough information to be able to choose the fango most likely to achieve the desired therapeutic goal.
- **General Treatment Considerations:** This section discusses the indications, contraindications, and any other special considerations for the delivery of each service. For example, in a body wrap, claustrophobia is always a concern. Even clients who have no previous history of claustrophobia may become panic-stricken when wrapped. This section gives practical advice about how to avoid or deal with such situations.

- **Treatment Overviews:** Treatment overviews allow therapists to get a speedy snapshot of the indications, contraindications, supplies, and treatment steps involved in each service. These overviews benefit the therapist who likes a concise list and wants to find information quickly and also provide a framework for understanding treatment details in the procedure sections.
- **Treatment Procedures:** Each treatment procedure describes how to prepare for the treatment and position the client at the beginning of the service. The treatment is broken down into easy-to-follow steps accompanied by photos that illustrate how to position the client and how to apply the products. When appropriate, variations in treatment delivery methods are discussed, taking into account the available equipment, positioning of the client, timing limitations, and the implications of combining a treatment with enhancers or other treatments. Although wet room options are described when appropriate, all of the treatment steps are based on dry room delivery.
- **Sanitation Boxes:** Sanitation boxes appear in the procedure section to remind the therapist about cleanliness and hygiene. Methods for cleaning specific equipment used in the treatments are described.
- **Broaden Your Understanding Boxes:** Some chapters contain a box that helps to give the therapist an understanding of the broader application of spa therapies. Some of these boxes focus on the use of a unique product in other countries (i.e., the use of fango in Europe), whereas others focus on treatments or techniques used by estheticians (e.g., What is a facial?).
- **Spa Fusion Sections:** At the end of each chapter, a “Spa Fusion” section provides useful information, a study tip, review questions to test knowledge and comprehension, and a chapter summary.

Appendices

Appendix A provides sample treatments that can be used, as they are, to guide treatment design in the therapist’s private practice, clinic, or spa. The sample treatments also show how a basic treatment procedure is delivered within the context of an overall treatment concept. Promotional descriptions and ready-to-use recipes provide a valuable resource for planning how to add spa services to an existing massage practice. By using the main treatment as a starting point and adding other therapeutic elements to it, the therapist can learn to develop highly original spa services.

A master list of essential oils with botanical names is provided in Appendix B, and Appendix C provides a list of sources for spa products and equipment to help therapists find the necessary materials for the delivery of treatments. Appendix D provides ready-to-copy forms for the spa business, and Appendix E gives answers to the chapter review questions.

Online Resources

On the inside front cover of this book, you will find information and a scratch-off code for accessing the many online resources developed to enhance your learning and practice experience.

Students and all readers may access a series of engaging video clips created especially for *Spa Bodywork*, as well as an online quiz to test their knowledge and understanding.

Instructors will find an array of resources designed to help them present the materials in this text effectively. Instructor resources include a test generator, PowerPoint slides, and a Teaching Resource document developed for each chapter. This resource contains learning objectives, lecture outlines, instructor demonstration checklist, and student activities.

Summary

In the last 10 years, complementary therapies such as massage, traditional Chinese medicine, acupuncture, aromatherapy, meditation, yoga, and hydrotherapy have gained a wider acceptance with the general public. At the same time, stress in the workplace has increased, resulting in a higher incidence of diseases such as repetitive musculoskeletal injury, heart disease, high blood pressure, and panic attacks. There has never been a better time for therapists to promote the use of spa therapies, and the continuing expansion of the spa industry is evidence for the strong demand that exists. From spa’s origins in ancient cultures and from its established use in Europe, it is plain that spa assimilates many forms of therapy into a comprehensive system that leads to wellness. The spa experience can be life changing. Far from being just a luxury, spa therapy represents the bold first step toward a better form of health care. Its future is in the hands of those dedicated therapists and visionary spa owners who have the ability to provide a space where clients can experience balance and celebrate life while receiving exceptional care.

I hope that this book inspires massage therapists to include spa therapies in their practices or to find a job in the spa industry that is challenging and rewarding. I believe that the use of the products and treatments described in these chapters will support better health and wellness. I am grateful for the opportunity to share spa with all of the talented therapists and students who populate this wonderful profession, and I invite therapists to share their spa experiences, best practices, and suggestions. These can be sent by email to anne.williams20@yahoo.com.

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PART
ONE

Spa Foundations

1

Spa from Past to Present

Chapter Outline

A Brief History of Spas

European Spas in the 18th and 19th Centuries

The Modern European Spa

Spa in the United States

Basic Spa Categories

Destination Spas

Resort Spas

Amenity Spas

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Programs for Teens

Spa into the Future



SPA FUSION

INTEGRATION OF SKILLS

STUDY TIP: Group Discussion

SPA INSPIRATION: My Spa Experience

CHAPTER WRAP-UP

Key Terms

Ayurveda: The 5,000-year-old medical system of India. Ayurveda influences are often used in spa treatments.

Esthetician: This word is a variant of the word *aesthetician*, which is derived from *aesthetic*, a branch of philosophy dealing with the nature of beauty. Estheticians are beauty specialists with around 300 to 750 hours of training. Their scope of practice includes skin care, hair removal, and makeup application.

Exfoliation: A procedure that removes dead skin cells from the surface of the skin, stimulates lymph circulation, and increases muscle tone when used with manual friction.

Hamam: An Islamic bath characterized by a vaulted ceiling and a raised, heated marble platform called a *hararat*, which is used for massage or exfoliation.

Hydrotherapy: The use of water in one of its three forms (liquid, solid, or vapor) at specific temperatures for therapeutic purposes.

The Kur system: A German medical system that includes spa treatments as part of a wider system for health and wellness. Kur treatments are medically prescribed and paid for by the national health care system.

Luxury spa: A spa with exceptional accommodation, a full range of treatments, the latest advances in spa technology, a full array of wet room equipment, and well-trained staff.

Radon: A naturally occurring atmospheric gas that is radioactive and is released as uranium in rock and soil as it breaks down. It is used in trace amounts in Europe for the treatment of arthritis and asthma.

Spa: A commercial establishment that provides health and wellness treatments.

Spa therapy: A general term for a wide range of spa treatment methods or techniques used by various professionals in different settings to support health and wellness.

Spa treatment: A general term for a treatment that uses water, specialized products, and various techniques to bring about relaxation, address a specific pathology, and/or support overall health and wellness.

Terme: From the Greek *therme* meaning heat, and *thermai* meaning of or related to hot springs.

Thermal mud: Thermal mud comes from the areas around hot springs. It can be applied at the site while still hot from the spring water, or it can be extracted and heated for later application elsewhere.

The spa profession is dynamic, changeable, and difficult to define or categorize. It employs a variety of professionals that may include physicians, chiropractors, ayurvedic doctors, massage therapists, **estheticians**, life coaches, counselors, dietitians, yoga instructors, spiritual leaders, cosmetologists, dermatologists, cosmetic surgeons, naturopathic doctors, hypnotherapists, fitness trainers, and others. A wide range of therapies may be offered in an array of different settings under the heading of “**spa**”. This chapter aims to briefly describe the historical roots of the spa profession and its evolution in the United States and to define broad categories of spas and the types of individuals that frequent them. It also looks at the future of spas and the potential role that spa plays in a broader system of health care.

A Brief History of Spas

It is hard to pin down the origin of spa therapy. Mineral springs and **thermal muds** were probably used long before the first civilizations developed. In Finland, for example, nomadic people heated holes in the ground with hot rocks and covered them with a tarpaulin to have a warm place for bathing.¹ These saunas were also holy places where births and deaths took place. In much the same way, North American Indian tribes used a separate hut or a covered sweat lodge built partly into the ground. Large stones were heated in a fire and taken inside the hut, where they were sprinkled with water. Many early civilizations had a version of the spa bath, which combined some form of social interaction with cleanliness. Russian steam baths, which can still be found in Europe, combine hot air and steam piped from a boiler. The atmosphere is humid, and the aim is to get the body to perspire continuously for a period after the bath has finished.

Traditionally, Arabs would bathe only in cold water and would never use a tub because this would subject the bather to his or her own filth.² Cleanliness is intertwined with Islamic spirituality. The **hamam** (bath) became popular around 600 AD after Muhammad recommended sweat baths. They gained religious significance after this and began to be built close to mosques. When the Arabs conquered Syria, they quickly adopted Roman and Greek forms of bathing with hot water and steam, and cold water bathing fell out of fashion. The hamam became central to the community, serving as both a place of spiritual retreat and for socializing with friends. The beautiful vaulted ceilings cut

through to allow disks of natural light to shine down on the bathers were more modest than their Roman counterparts. Bathers would stop first at the *camekan*, a small court of changing cubicles surrounding a fountain, before entering the *hararat* (hot marble baths). Bathers would receive a vigorous massage or *kese* (**exfoliation** with a rough cloth) on a raised marble platform above the wood or coal furnaces that are used to heat the hararat.

Although the use of the public hamam is on the decline, travelers to Istanbul can still experience a Turkish bath complete with an exfoliating scrub and a brief invigorating massage. Historical hamams such as the Galatasaray Hamam in Beyoglu give visitors a glimpse of the lasting splendor of the Ottoman Empire.

Perhaps the most famous ancient spas were those of the Roman Empire, where public baths were a part of the culture that served an important social function as well as providing a means of hygiene. The central role of spas in Roman culture led to a well-developed use of **hydrotherapy** (healing with water), and garrisons were often built around hot springs so that the soldiers could heal their battle wounds. By 43 AD, the Roman public viewed the baths as a way to relax and maintain health, and by the early fifth century AD, there were 900 baths in Rome alone. Although not everyone could afford a massage, all classes used the baths. Apart from the bath itself, there would usually be an area that served as a community center, a restaurant, fitness center, bar, and a performance center where a juggler, a musician, or even a philosopher might entertain.

European Spas in the 18th and 19th Centuries

In the 18th and 19th centuries, Europeans would *take the waters* for common ailments such as rheumatism and respiratory disorders. Often, spas were built in secluded mountain towns, providing visitors with spectacular views; fresh, clean air; and exercise on nature walks. A trend in spas at the time was to employ medical professionals who carefully monitored each visitor’s treatment. Eventually, spas expanded to include restaurants, casinos, theaters, racetracks, and other forms of entertainment. One such mineral spring town is Spa in Belgium (Fig. 1-1). The rich, royal, and famous have been visiting the mineral springs of Spa since the 16th century. The writer Victor Hugo was an advocate of Spa’s curative waters and visited it often. The town, situated in a wooded valley surrounded by undulating hills and mineral-rich springs and rivers, is still a favored destination for those seeking rest and relaxation. Some speculate that the word *spa* can be traced to the name of the town, but it is more likely that it comes from the Latin words *espa* (fountain) and *sparsa* (from *spargere* or “to bubble up”). “Health through or by water” is *sanus per aquam* (SPA) and *solus per aqua* (SPA) is Latin for “by water alone.”

The use of water has long been central to **spa therapy** because bathing in mineral-rich waters has some positive



FIGURE 1-1 Spa, Belgium. The copper tubs used at Termes de Spa in Belgium date back to the 1800s.

effects on the body. The medical benefits of “taking the waters” were advanced in Europe by two natural healers who developed their ideas in the early 1800s. The first was the Austrian Vincent Priessnitz (1799–1852) who promoted “the cold water cure.” The “cure” consisted of drinking large amounts of cold water, bathing in cold water, following a simple diet, and participating in physical activity in the open air. Priessnitz was able to use the cold water cure to care for a personal injury that doctors of the time thought untreatable. In 1826, Priessnitz opened a water cure establishment at Gräfenberg in the mountains of Silesia, where his ideas were adopted by many prominent physicians.³

The second natural healer was Father Sebastian Kneipp (1824–1897), a German priest who cured himself of pulmonary tuberculosis by bathing in the icy Danube and “shocking” his body into health. In one of his many books, *My Water-Cure* (1894), Kneipp writes, “Being a priest, the salvation of immortal souls is the first object for which I wish to live and die. During the last 30 or 40 years, however, the care for mortal bodies has absorbed a considerable portion of my time and strength.”⁴ Instead of

administering last rites to the gravely ill, he used water and herbs to cure them. Kneipp’s healing system, which combined physical exercise, simple food, hydrotherapy and herbs, forms the basis of modern naturopathy. He is well known for the wet nightshirt treatment in which the remedy was to wear a shirt that had been dipped into water with salt or hay flower.

The Modern European Spa

The modern spas of Europe are still based on the hydrotherapy principles developed by Priessnitz and Kneipp. Visitors to the Bad Hofgastein Spa in Austria stay at a comfortable hotel with an indoor thermal pool fed by the mountains waters, a whirlpool, sauna, Turkish bath, fango (mud) treatments, massage, radon baths, and a bar with a fireplace. Arthritic patients at the Spa are given the “Gastein cure.” This treatment consists of visits to the **radon** caves of the Radhausberg Mountain and seems to be effective for arthritis, sinusitis, and chronic asthma sufferers (Fig. 1–2). Radon is a naturally occurring radioactive gas released by rock, soil, and water from the breakdown of uranium. It is absorbed by the body in very small doses through inhalation and through the skin in the 70% to 80% humidity that is found deep in the mountain caves. The use of environments with trace amounts of radon is not unique in Europe. In fact,



FIGURE 1-2 Bad Hofgastein Radon Cave at Bad Hofgastein Spa in Austria.

some research appears to support the use of radon inhalation and radon baths for asthma, hypertension, osteoarthritis, and diabetes.⁵⁻⁸

Visitors to the little spa town of Le Mont-Dore in Auvergne, France, can take the radon-rich air in the form of a nasal irrigation with a tube inserted up one nostril. They breathe in a gas drawn from a nearby natural hot spring. Although this gas is mostly carbon dioxide, it also contains a radon concentration that is well above average. The radon is supposed to activate the blood, combat allergies, improve digestion, and stimulate the immune system.⁹

The Italian towns of Abano, Montegrotto, Galzignano, and Battaglia, which lie in a broad, green plain northeast of the Euganean Hills in the Veneto of Italy, are famous for their ancient thermal baths. The spa at Montegrotto dates from the 76th century BC, and the remains of Roman spas in the area can still be seen. Abano Terme (*terme* means thermal bath) is considered to be one of the oldest spa centers in the world. According to legend, the Abano waters were warmed when Phaeton, the offspring of the sun, fell and landed in the mineral springs. It is likely that the inactive volcano there feeds the 130 hot springs in the area that still flow at a constant temperature of 188°F (86°C). Guests enjoy thermal treatments under the supervision of medical staff, and the Euganean Hills mud found in the area is used for arthritis and fibrosis neuritis as well as for gout and metabolic problems.

It is common in Italy, as in many European spas, for the guest to stay up to 3 weeks and receive daily treatments. In Germany, for example, spa therapies are regarded as medical treatments and as a general preventive against poor health. Over 9 million Germans enjoy the benefits of “**the Kur system**” each year. In the Kur (cure) system, a person spends 2 to 4 weeks in a climate chosen for his or her condition. Patients receive a wide range of treatments, including massage; mud, herbal, and seaweed applications; inhalation therapy; and the use of mineral and thermal water. Part of the treatment is enjoying leisure time in a beautiful, efficiently run natural setting. Long-term studies show that the number of sick days taken by German workers who received a Kur treatment drop by an average of 60%.¹⁰ Medical drug consumption and other health care costs also decrease. The long-term effects of the Kur system include a drop in the number of early retirements and an increase in productivity throughout the patient’s working life.

Spa in the United States

After the Industrial Revolution, **spa treatments** were seen as less scientifically viable than fast-acting, medically measurable drugs. As a result, the European concept of spa did not cross the Atlantic intact. Even though hydrotherapy cures quickly gained popularity in mid-1800s America, spa and complementary therapies developed in different directions.

In the early 1900s, water-cure centers became rallying points for new medical ideas including meat-free diets

and drugless healing that were among the forerunners of alternative medicine as we know it today. Dr. John Harvey Kellogg pioneered many of the practices that have been proven in modern medicine at the Battle Creek Sanitarium (the San) in Michigan. Kellogg recommended a good vegetarian diet, regular exercise, correct posture, fresh air, and proper rest. He persuaded women to discard their corsets and ignore fashion to improve their breathing. Kellogg also practiced some questionable medicine, including electropathy and radium cures. Many regarded him as a quack, even though he was one of the nation’s leading surgeons. Kellogg’s program was offered in a luxurious, restful, and elegant setting that was often attended by the rich and famous.¹¹

In 1934, Elizabeth Arden turned her Maine summer home into a beauty and health spa called the Maine Chance. She targeted two groups of women; those that were middle aged trying to recapture youth and plain women looking for a means to achieve “beauty in a jar.”¹² With cosmetics as her primary product, Arden pioneered the integration of diet, exercise, sports, yoga, facials, massage, beauty training, and pampering into a focused spa program. She used science and technology to develop her concept of beauty and to turn that concept into a \$20-million industry. Today, Arden’s signature, Red Door Salons are recognized worldwide.

Spas in the early 1960s developed the stigma of “fat farms” for wealthy women who wanted to lose weight and detoxify (sometimes from drug and alcohol addictions).¹³ The fat farm stigma may have slowed the growth of the spa industry for some time, but the concept of an integrated program of fitness, diet, and healthy lifestyle training balanced with pampering treatments and beauty became established. This comprehensive approach differentiates the American spa from its European counterpart, where the focus is usually on treating a recognized medical condition.

In the 1970s, hair salons seeking to expand their businesses started to offer à la carte spa treatments as well as regular salon services. This transformation of the salon into the day spa was the idea of Noelle De Caprio.¹⁴ She regularly attended spas in Europe and wanted to offer her clients a mini-spa experience in the convenience of her salon. She also recognized that Americans rarely had the time or the money to travel for 3 or 4 weeks to experience spa treatments in Europe. Making these services available locally, in easy-to-manage, half-day or full-day packages, added to their popularity. Other salon owners quickly followed De Caprio’s lead. By 2010, there were an estimated 19,900 spas in the United States, and 7 out of every 10 of these establishments is a day spa.¹⁵

Over the last 10 years, complementary therapies such as massage, traditional Chinese medicine, acupuncture, aromatherapy, meditation, yoga, and hydrotherapy have gained acceptance with the public, especially for illnesses and injuries that are not so effectively treated using conventional medical approaches.¹⁶ At the same time, Americans

now have greater access to information about health care options. This has led to the birth of integrative approaches in which alternative and conventional medicine are practiced side by side in many spas to improve health and fight disease.¹⁷ Another factor in the growth of the spa industry is the general increase in the level of stress being experienced by the American public and a decrease in the amount of leisure time.¹⁸ Spas offer guests a way to decrease stress while improving their health at the same time.

According to a survey conducted by the International Spa Association (ISPA), 150 million visits were made to U.S. spas in 2010, producing \$12.8 billion in revenue. Over a decade, the amount of spa revenue has grown from \$5 billion in 1999 to \$12.8 billion in 2010. Shopping malls, cruise ships, and fitness clubs are adding spas, and they have even become a feature or focus of large hotels and resorts. Once, spa was only for the wealthy and privileged, but today, there is a spa experience available for every budget. American spa owners are a vibrant and creative bunch and draw inspiration from a range of healing modalities, spiritual systems, and cultural influences to create a unique experience for their guests.

Basic Spa Categories

Because of the diversity that currently exists within the industry, spas are difficult to place into clear categories. For example, spas might be grouped on the length of the client's stay or on the focus of the spa program. A destination spa might be a weight loss spa, or it might be a spiritual retreat. A resort spa might be an adventure spa focusing on healthy athletes or a family spa with programs for both adults and children. Spas might be **luxury spas** with expensive treatments and high-tech equipment or budget spas with moderately priced services and a relaxed décor. The following list of spa types will help you begin to understand the general differences between basic spa categories.

Destination Spas

Guests visit a destination spa for a weekend, a 4-day program or longer to make significant lifestyle changes or to relax completely. Spa programs focus on fitness, healthy diet, detoxification, and lifestyle education. Some destination spas offer classes and services geared toward spiritual as well as physical renewal. Many destination spas offer a full menu of beauty services in addition to the spa program. A good example is the New Age Health Spa (Fig. 1-3). This is a destination spa with a philosophy of mindful living, a calm mind, and a strong body. They offer guests a program that is spiritual while promoting fitness, good nutrition, and enjoyment of the outdoors. A typical day includes a morning meditation, a 3-mile hike, and yoga classes. For those who



FIGURE 1-3 New Age Health Spa, New York.

wish to detoxify, a juice fast replaces regular meals. Body treatments include a full range of services such as a shirodhara spiritual treatment, aromatherapy body wrap, and a maple sugar body scrub. As the name suggests, this type of spa targets a client who is looking for a spiritual as well as physical experience.¹⁹

Resort Spas

A resort spa offers different recreational opportunities such as hiking, rock climbing, water sports, shopping, tennis, golf, and horseback riding as well as spa services. Often, it is the beautiful natural landscape around a resort that is the primary reason for the visit, and the spa itself is just one of many activities offered to the resort or hotel guest. Some resort spas are a cross between the destination and hotel spa where health programs are on offer, and guests can choose from low-fat spa cuisine or more traditional fare. The Watermark Hotel and Spa in San Antonio, Texas, is a resort spa that sits right on San Antonio's famous River Walk (Fig. 1-4). Guests can explore the 2.5 miles of trails that follow the San Antonio River, shop in boutiques, or make an excursion to the Alamo. The spa,



FIGURE 1-4 The Watermark Hotel and Spa in San Antonio, Texas.

which occupies the entire second floor of the hotel, offers various beauty services, massage, and hydrotherapy à la carte.²⁰

Amenity Spas

At one time, amenity spas, which are usually found in hotels, offered basic services only and were really an afterthought even in large hotels. A massage room, a simple fitness center containing little more than a treadmill, and a basic salon were usually all that was offered to guests. Many hotels now view spa services as an important contributor to the bottom line, so they have started to offer full-service facilities.²¹ Keeping pace with this trend, smaller hotels, bed-and-breakfast establishments, and even some time-shares have moved toward offering in-room massage or mobile spa services if they do not have room for a full-service spa.

Medical Spas

In many ways, the medical spa is a direct counterpart of a European spa at which guests receive health care services in a relaxing and beautiful natural setting. Some hospitals are adding spas to ease the discomfort of the terminally ill and to help with pain management. Three different types of medical spas (sometimes called medi-spas or medspas) are listed by SpaFinder.²²

The first type is the esthetics-oriented medical spa, which includes services such as Botox or collagen injections, chemical skin peels, laser hair removal, laser skin treatments, liposuction, plastic surgery, and sclerotherapy (spider vein elimination). In this type of spa, medical cosmetic and clinical esthetics procedures are offered together with revitalizing treatments (such as massage) to support the recovery process. A good example is the Juva MediSpa, which is linked to the Juva Health and Wellness Center.²³ Skin health and beauty are addressed with anti-aging and skin damage treatments, Botox injections, liposuction, and breast augmentation. The body-mind connection and its effect on health are treated using hypnotherapy, psychotherapy, fitness training, and nutritional consultations (Fig. 1-5).

The second type of medical spa is the complementary or alternative medicine spa, where the program designed for each guest is based on one of the alternative medicine systems such as ayurveda or Chinese traditional medicine. Naturopathic medicine, nutrition therapy, Western herbal medicine, and acupuncture all fall into this category. The Maharishi Vedic Health Center in Lancaster, Massachusetts, uses authentic **ayurveda** treatments for disease prevention and chronic disorders.²⁴ Traditional diagnostic procedures such as Vedic pulse diagnosis are used in designing the treatment and spa regime. Guests can also take part in yoga classes, healthy cooking instruction, and evening lectures on Maharishi Vedic medicine.



FIGURE 1-5 Juva MediSpa, New York.

The third type of medical spa is the preventive health care spa in which medical staff carry out a number of tests (blood tests, bone density screening, etc.) before designing the treatment program. Sometimes, the spa specializes in general areas such as weight loss, pain management, or prenatal or postnatal care. They may also offer specific programs for particular conditions such as diabetes, high blood pressure, or chronic insomnia. The Canyon Ranch Health Resort in Tucson, Arizona, combines the well-known luxury and pampering of the famous Canyon Ranch Spas with a health and healing center (Fig. 1-6).



FIGURE 1-6 Canyon Ranch Spa Executive Health Program.

The Executive Wellness Program is a 4-day health program that includes a complete physical examination as well as lifestyle assessment. The general approach of Canyon Ranch is to encourage guests to make a long-term commitment to healthy living so as to decrease the occurrence of disease.²⁵

Day Spas

Day spas are mini-retreats with services delivered à la carte or in half-day to full-day packages. The Day Spa Association defines a day spa as a spa that offers a full range of treatments including massage, body treatments, hydrotherapy treatments, esthetic services, weight management, yoga, or meditation, with hair care, manicures, and pedicures. Many business owners are using the term *day spa* loosely to indicate an establishment that focuses on beauty and/or wellness. An example of a creative day spa concept is Embodiment, a day spa in Decatur, Georgia, that offers daily retreats based on the principle that “a good life begins with being good to ourselves” (Fig. 1-7).

Clients can choose a half-day or full-day retreat that begins with a conversation about health, diet, relationships, and exercise goals. Conscious breathing exercises progress to a full-body massage and full-body polish. After lunch, the client can choose between a facial, reflexology, hand and foot treatment, or body wrap for their final service.²⁶

Hot Spring Spas

Hot springs spas use the natural thermal waters from hot springs in their spa regime or treatments. The Ojo Caliente Spa surrounds the Ojo Caliente hot springs in New Mexico (Fig. 1-8). This spring was sacred to the ancestors of the Tewa tribes that still live in the region.²⁷ The mineral pools are open to the public for an entry fee, or spa guests can opt for a private pool and spa treatments that include facials, massage, and body wraps.



FIGURE 1-7 Embodiment, a creative day spa concept in Decatur, Georgia.

Mobile Spas

Mobile spas bring day services directly to clients at their home, office, hotel room, or at a party. The treatments are designed to be set up and delivered on-site and are popular as a feature at bachelorette parties, prom parties, and corporate retreats. Treatments include seated massage, manicures, pedicures, reflexology, facials, and diet consultations.



FIGURE 1-8 Ojo Caliente Hot Spring.

The Spa Client

In Roman times, the local spa was a focal point of the community and enjoyed by all social classes. This is still the case in some parts of Europe where spas are a part of the mainstream health care system. Although the American spa industry encourages the idea that spa is for everyone and should be a regular part of a healthy lifestyle, there is still a bias in the social status of individuals that attend spas.

In the 1960s and the 1970s, the average American spa client was most likely to be wealthy, female, and overweight. Her goals for visiting the spa probably included weight loss, exercise, and pampering in the form of beauty treatments. She expected the best possible service and was a discriminating customer.²⁸ The ISPA Spa-Goer Survey for 2003 showed that the primary spa client was still female but has a middle to upper middle class income (\$72,200 annual household income).²⁹ This client is most likely to be Caucasian (87%), with African Americans, and those of Asian descent making up only 9% of the spa-going population. In 2010, the ISPA reports that spas are branching out, and spa owners are targeting various income backgrounds and age groups. The industry study reveals that 80% of spas have introduced special packages targeted at diverse client groups, including men, couples, teens, families, athletes, and seniors. Over 6 in 10 spas introduced discounts and incentives to attract first-time clients, although franchises with membership rates took off in 2010.³⁰ The number of men attending spas is growing rapidly, and men currently comprise 29% of the market. Products and services for teenagers are also on the rise.

Although massage remains the most accepted treatment at spas, facials, manicures, and pedicures are popular. Clients report that they want to focus on health, fitness, anti-aging, increased energy, and stress reduction.³¹ Many clients visit spas simply to revitalize themselves and give themselves a break from work stresses. Cultural elements that include ayurvedic medicine, Native American wisdom, and Asian influences are used to inspire treatments and create links to the environment and the global community.

In general terms, spas attract clients by adopting a philosophy and creating a menu of services that appeal to a specific group of clients. The facility, its visual appearance, the equipment available, and the price of its services will also play a role in attracting these target clients to the spa. Clients are as diverse and difficult to define as the spas they attend, so it is helpful to look at the different ways that spas design their programs to attract a particular type of client.

Spas for Women

Spas for women can take many forms. A spa for women might offer expensive high-tech skin care or detoxification, vegetarian cuisine, and yoga. Anything and everything is possible. A spa might cater to brides, to mothers and babies, to athletes, or to grandmothers. For example, the target client of the Body Shop Spa in Utah, close to Zion National Park, is a female on a budget (services are moderately priced), between the ages of 18 and 65 years, who wants to lose weight and enjoy the outdoors. The program at the spa is based on a seven-point philosophy that addresses nutrition, endurance, strength, flexibility, self-awareness, education, and relaxation. Manicures, pedicures, and massage are available, but rock climbing lessons and hiking replace other normal spa services.³²

The Olympus Health Spa in Washington is a women-only spa because clothing throughout the spa is optional. Body scrubs and massage are offered in a Roman bath setting while other guests lounge nearby in the hot pools or converse in the sauna. It is a communal experience that caters to groups of women enjoying each other's company while they relax and renew. This spa has built its business by selling the "just for women" experience.³³

Spas for Men

Research carried out using SpaFinder shows that nearly 29% of men book their own appointments, and the number of men attending spas has tripled since 1987. The International Spa and Fitness Association suggests that spas can target men by linking spa treatments to health and fitness, by offering discount treatments for men, and by using spa treatments as interesting giveaways at business meetings and conventions. The Nickel Spa in New York City, which has cobalt and silver décor, was designed specifically for men. It has a menu of massage and facials that meet the

special needs of men including a Love Handle Wrap, a full-body wax called the Bodybuilder's Special, and 15 different skin care lines.³⁴

Spas for Families

Spas that target families offer services that fit every member's needs. There may be a full spa offering services for men and women as well as programs geared toward teens. Child care facilities for the younger members of the family might be offered with programs designed to get everyone together such as horseback riding or hiking. The Pointe Hilton in Phoenix, Arizona, is a good example of this because they offer a full-service spa, coyote camp for the kids, a family pool, and a golf course.³⁵

Programs for Teens

Some day spas focus on the needs of teenagers with treatments that address oily skin, acne, and sports injury. Spa prom parties are a clever way to introduce young women and men to the benefits of spa treatments. Teens enjoy the chance of preparing for the big event surrounded by a group of friends getting manicures, pedicures, facials, and body wraps.

Spa into the Future

By its very nature, spa is indefinable, ever changing, diverse, and evolving. Therapists and clients alike are embracing spa treatments as a means of promoting health and wellness. This seems likely to continue as the public understanding of spa treatments develops. The rate of growth in the industry is expected to become steadier as the dramatic boom of recent years slows down. It is likely that spa will continue to drive a movement toward a more integrated form of medicine. Currently, one-third of all Americans are in favor of complementary medicine becoming more widely available within the conventional medical system. This is the trend in Europe, where 60% of the public in Belgium and 74% of the public in the United Kingdom use alternative forms of medicine for wellness. Spas provide a place where conventional medicine and exceptional client care have become integrated. Taking care of oneself by being willing to receive care and pampering is an important aspect of healing in a spa environment. Although spa is still often considered as just a luxury, it is likely that spa services will come to be viewed as necessary for thriving in a fast-paced contemporary lifestyle.

SPA FUSION INTEGRATION OF SKILLS



STUDY TIP: Group Discussion

We all learn most effectively when we are actively involved with information. One way to get involved is to form a study group and hold group discussions about reading assignments and class lectures. Get together two to four other students and explore the elements shown in the image developed by the ISPA Education Committee (Fig. 1-9) through the questions provided below. Have one person keep notes on ideas that came up during your discussion. Photocopy these notes so that everyone in the group has a copy. Instructors can also use these questions for in-class discussions.

1. Four words are used on the outside of the image (*revitalize, rejoice, relax, reflect*). Describe what each of these words means to you and how these words are mirrored in different activities you undertake in your life.
2. The words *body, mind, and spirit* are shown in the next level of the image. Describe one way you support the health of your body each day. How do

you support the health of your mind? What about your spirit?

3. Explore each of the following words as part of a meaningful spa experience. What does each word mean to you? How might it be expressed in the activities a client participates in at a spa?
 - a. *Nourishment*
 - b. *Movement*
 - c. *Touch*
 - d. *Aesthetics*
 - e. *Environment*
 - f. *Cultural expression*
 - g. *Social contribution*
 - h. *Waters*

SPA INSPIRATION: My Spa Experience

Create your own collage of words and images that express the type of spa experience you would like to offer clients or receive yourself. Share your collage with your classmates and explain why the visual elements and words you use express your ideas of spa.

SPA FUSION

INTEGRATION OF SKILLS (continued)

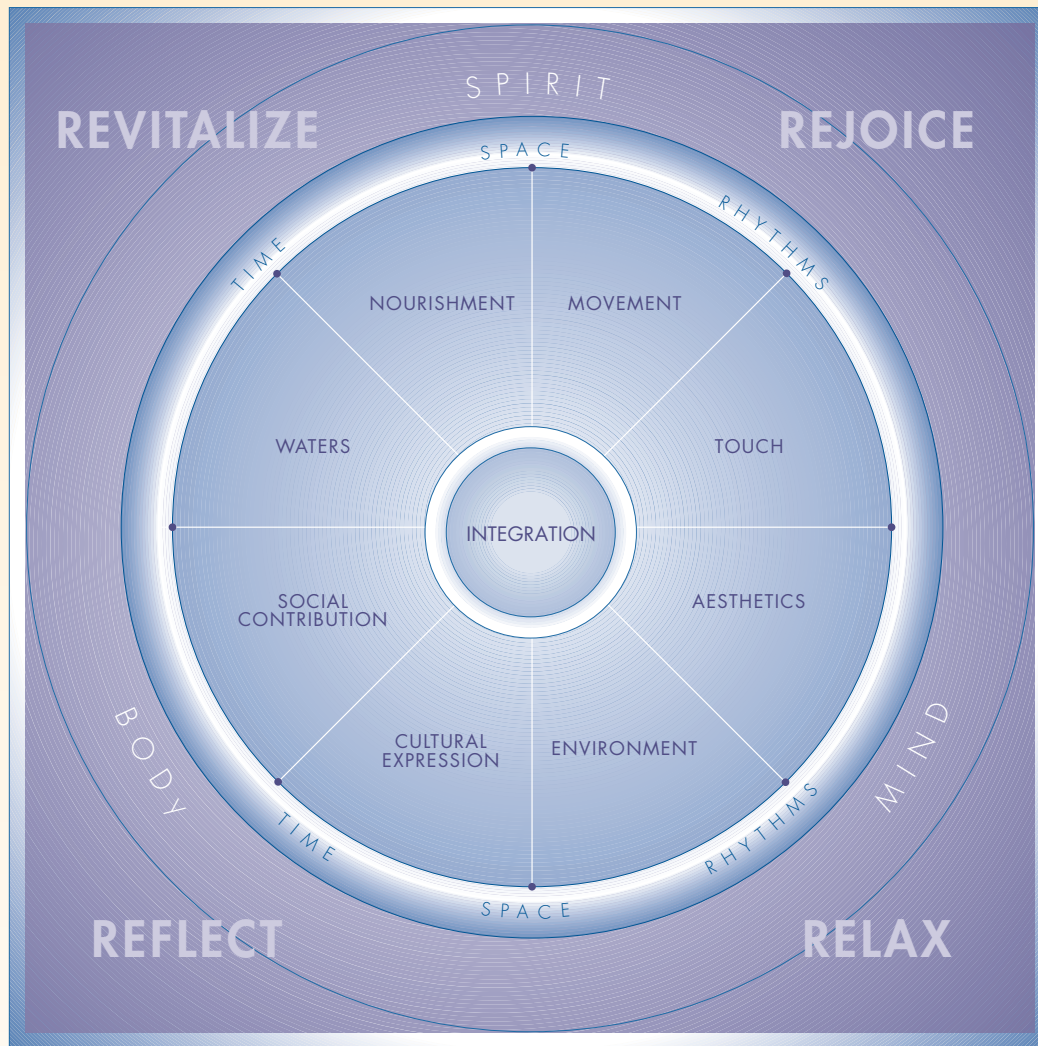


FIGURE 1-9 ISPA 10 Elements Image.

CHAPTER WRAP-UP

The ISPA Education Committee developed the 10 Elements of the Spa Experience image shown in Figure 1-9 that we discussed previously.³⁶ Their goal was “to help define the elusive and ever changing nature of the spa experience” and to “create a foundation, a common language, and career path for the emerging spa professional.” Many concepts, important to the practice of spa, emerge from the ISPA’s dialog around the 10 Elements image. The most important perhaps is the idea of integration. Everything is connected. Feeling beautiful, feeling joyous, feeling healthy, and feeling energetic are signs of a balanced life. A balanced life requires both reflection and action.

Spas provide a space where clients can experience each element represented in the image and reflect on its presence or absence in their lives. Movement, touch, an appreciation of beauty, our connection to the environment, cultural expression, social contribution, the healing quality of water, and nourishment both of the body and the soul are the essential concepts on which spa is founded. The spa experience can be life changing. Far from being just a luxury, spa therapy represents the bold first step toward a better form of health care. Its future is in the hands of those dedicated therapists and visionary spa owners who have the ability to provide a space where clients can experience balance and celebrate life while receiving exceptional care.

(continued on page 12)

SPA FUSION

INTEGRATION OF SKILLS (continued)



REVIEW QUESTIONS

Multiple Choice

1. Many early civilizations had a version of a:
 - a. Spa shower
 - b. Exfoliation treatment
 - c. Meditation center
 - d. Spa bath

2. Roman baths may have originally been built to treat soldier's battle injuries. By 43 AD, they were used by:
 - a. Field soldiers only
 - b. Emperors only
 - c. All classes of the Roman Empire
 - d. Men only

3. The Turkish bath is called a:
 - a. Sweat lodge
 - b. Garrison
 - c. **Hamam**
 - d. Camekan

4. In the 18th and 19th centuries, Europeans would go to spa towns to heal common ailments such as rheumatism and respiratory disorders. This practice was known as:
 - a. "Take the mud"
 - b. "Take the waters"
 - c. "Take the cure"
 - d. "Take the air"

5. The word *spa* originated from:
 - a. A mineral spring town in Belgium named Spa
 - b. The Latin words for fountain (*espa*)
 - c. The Latin words for by water alone (*solus per aqua*)
 - d. No one is really sure although more than likely it is from a Latin source.

Fill in the Blank

6. In Germany, there is widespread acceptance of spa therapies as a viable form of treatment for individuals who have not responded to conventional medicine. This system is called the _____ system.

7. An Austrian healer named Vincent Priessnitz was an advocate of the _____ cure.

8. Naturopathic medicine is rooted in the healing methods of a German priest named _____.

9. At Bad Hofgastein, patients with arthritis, sinusitis, and chronic asthma take part in the "Gastein cure." This cure consists of visits to caves where _____ is absorbed and inhaled in small amounts.

10. The ISPA Spa-Goer Survey for 2003 indicates that the primary spa client will be of middle to upper middle class income and _____.

Spa Equipment and Products

Chapter Outline

Dry Room Equipment

- Massage Tables
- Basic Linens
- Hot Towel Heating Units
- Product Warmers
- Paraffin Warmers
- Body Wrap Materials
- Body-Warming Equipment
- Spa Clothing
- Other Dry Room Supplies

Wet Room Equipment

- Tubs
- Showers
- Specialized Environments
- Purchasing and Maintaining Equipment

Spa Products

- Cleansers
- Toners and Astringents
- Exfoliation Products
- Treatment Products
- Moisturizers
- Important Product Terms
- Product Exploration

Your Spa Environment

- What the Client Sees—Décor
- What the Client Hears
- What the Client Smells
- What the Client Tastes
- What the Client Feels
- Accessibility and Functionality
- Planning Spa Treatment Rooms



SPA FUSION

INTEGRATION OF SKILLS

STUDY TIP: Up to the Test!

SPA INSPIRATION: There Is No Substitute for Direct Experience!

CHAPTER WRAP-UP

Key Terms

Antioxidants: Antioxidants are substances that prevent damage to cells and DNA by free radicals.

Astringents: Astringents are skin toner for oily skin. They contain alcohol to dissolve excess oil during facial treatments to ensure the skin is clean before a treatment product is applied to the face.

Botanicals: Botanicals are plant extracts used in spa products to achieve a specific therapeutic goal.

Cleansers: Cleansers are skin care products used to remove impurities from both the skin's surface and the pores during routine face cleaning or during a facial or spa body treatment.

Dry room: A treatment room in which there is no shower or hydrotherapy equipment.

Exfoliation products: Skin care products used to remove trapped debris while sloughing off dead skin cells, smoothing the skin's surface, stimulating circulation in the local region of the skin, and relaxing or invigorating the body.

Fragrance: An ingredient in spa products used to enhance the smell of a product. Fragrances added to spa products will be either natural or synthetic (human-made).

Hot towel cabinet (cabi): A piece of spa equipment used to heat up towels for spa treatments.

Hydrotherapy tub: A specialized tub with multiple air and water jets used to deliver professional therapeutic hydrotherapy immersion treatments.

Moisturizers: Skin care products formulated to soften the epidermis and increase the skin's hydration (water content) by reducing evaporation.

Paraffin warmer: Paraffin warmers (sometimes called "dips") hold paraffin wax that is used to cover the hands and feet of the client.

Sauna: Saunas are rooms constructed of cedarwood used to promote perspiration through dry heat.

Steam room: A steam room is an enclosure that can be filled with steam from a steam generator so that people can bath in the vapor to induce sweating or to aid respiratory conditions.

Swiss shower: A specialized shower stall with multiple shower heads that surround the client with jets of water directed at specific areas of the body.

Toners: Skin care products used to complete the cleansing process and help to restore the skin's acid mantle.

Treatment products: Products such as seaweed or mud that are used during a spa treatment to elicit a particular therapeutic benefit.

Vichy shower: A specialized shower with a horizontal rod with holes or water heads that rain water down onto the client from above a wet table.

Wet room: A special treatment room that is tiled, has drains in the floor, and houses equipment such as Vichy showers or hydrotherapy tubs.

There is no doubt that the luxurious surroundings of an upscale spa enhance the mood and character of the spa experience. But with attention to detail and with an eye toward functional ambiance, spa treatments can be delivered satisfactorily in a small spa, massage clinic, or private practice without inordinate expense.

The term *spa equipment* refers to all items and tools a therapist might use in his or her spa bodywork practice. The equipment must be well made, safe, attractive, and comfortable for the client and not cause undue stress to the therapist's body. Each piece of equipment represents an investment in your business and in your clients. When you purchase your own equipment, do so carefully after researching brands, understanding available options, and comparing products. This chapter describes dry room

equipment, wet room equipment, spa product categories, and methods for creating a relaxing spa environment. The detailed procedures for using each piece of equipment and additional equipment and supplies, which are needed for specific spa bodywork treatments, are discussed in greater detail in other appropriate chapters. Sanitation of equipment is discussed in Chapter 4.

Dry Room Equipment

The term **dry room** refers to a treatment room in which there is no shower or hydrotherapy equipment. Instead, hot towels are used to remove spa products from the client's body, or clients take showers in a different area. Essential dry room equipment includes massage tables, linens, hot towel heating units, product warmers, paraffin warmers, body wrap materials, body-warming equipment, and other treatment room supplies (Fig. 2-1).

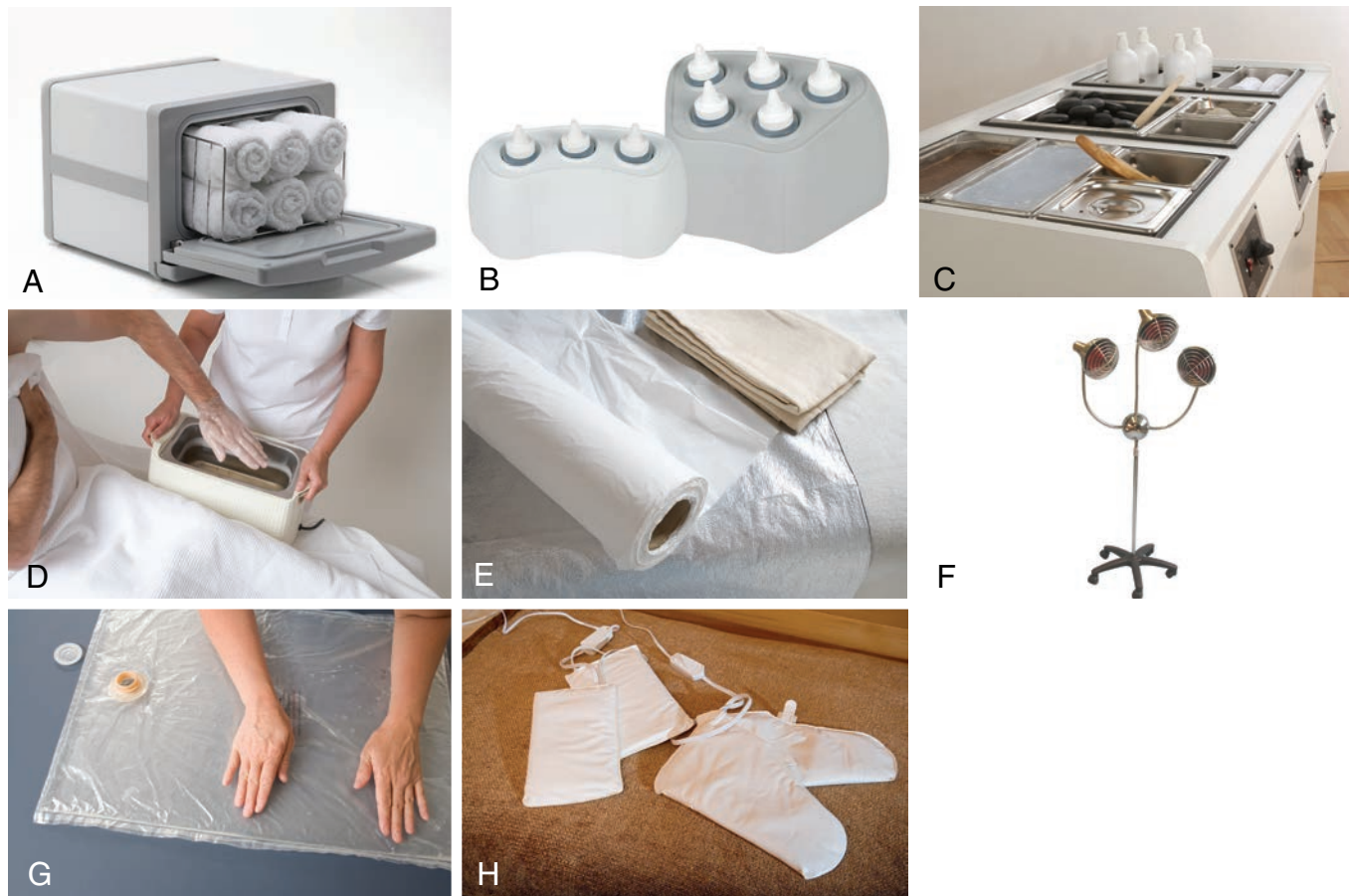


FIGURE 2-1 Examples of dry room equipment. (A) Hot towel cabinet (cabbi). (B) Product warmer. (C) Treatment bar. (D) Paraffin warmer. (E) Body wrap materials including a wool blanket, thermal space blanket, wet wrap sheet, and plastic body wrap sheet. (F) Free-standing heat lamp. (G) Fomentek water bottle. (H) Electric (thermal) booties and mitts.

Massage Tables

Portable massage tables are a popular choice for massage therapists who do outcall work or work from their homes because these tables are designed to fold up for easy transport to different locations. If you intend to offer spa treatments as part of your private massage practice, you may want to consider investing in a stationary, hydraulic lift, or electric lift table with additional features such as sit-up options, side extenders, arm shelves, and plush padding.

Stationary tables are constructed with solid frames that often include built-in storage space for items such as towels, lotions, oils, and cleaning products. Some newer models include features such as hot towel cabinets, foot soaking tubs, and sit-up options. Most tables have some type of lift to raise or lower the table. With a manual lift, the therapist simply turns a handle to raise and lower the table height. Hydraulic lifts use a system of pumps and motors to power the mechanical motion. Electric lift tables use motors to change the table height. The height of both hydraulic and electric tables can be adjusted during the treatment, using a foot pedal, to facilitate different massage or spa techniques or make it easy for the client to get on or off the table. Because they have heavier bases and height-adjusting equipment, stationary tables are usually much more expensive than portable tables (Fig. 2-2).

Table Padding

The padding on massage tables varies from a single-layer to multiple-layer systems. Multiple-layer systems are typically more comfortable because the deeper foam layers are firm, giving support, whereas the upper foam layer is softer and conforms to the client's body. Padding comes in 1-inch to 4-inch thicknesses. Firm table paddings (1.5 to 2.5 inches) are sometimes preferred by therapists who offer deeper techniques because the client doesn't sink away from the stroke. Therapists who offer spa bodywork or relaxation



FIGURE 2-2 Stationary table. A stationary table is a good choice for spa environments because the frame often includes built-in storage space for items such as towels, lotions, oils, and cleaning products.

massage sometimes prefer plush padding because the table feels more comfortable and “nurturing.”

Covers

Most massage table manufacturers today use different types of vinyl, with different degrees of softness, to cover the table surface. Because a sheet covers the table surface, the softness of the table cover usually does not make a difference to the client. Most important, the cover should be durable and easy to clean. Oil, creams, and spa treatment products can break down the top layer of the vinyl, so the table must be cleaned to ensure that it lasts. Wipe the table down with a suitable cleaning product between clients and use diluted bleach solutions only if the table comes into contact with body fluids. Some therapists use antibacterial wipes to give the table a quick cleaning and prevent drying out of the vinyl top.

Accessories

A variety of massage table accessories are available from table manufacturers to increase the client's comfort and help you work efficiently without undue stress on your body (Fig. 2-3):

- **Arm shelf:** An arm shelf can be attached to the front of the table to provide a place for clients in the prone position to rest their arms. This is useful because it gives you easy access to the sides of the client's body. In the supine position, side extenders can be placed on each side of the table to widen the table and provide more space for the arms.
- **Side extenders:** Side extenders provide a resting place for the arms in both the prone and supine positions.
- **Sit-up feature:** Some massage tables allow the therapist to place the client in a sitting position. This is a nice feature if you plan to work with pregnant clients, if you offer reflexology, or if you are also an esthetician and offer facials. A cushion is often needed to support the client's lower back because the steep angle of the upper portion of the table tends to create a gap.
- **Bolsters:** Bolsters are used to support the client's body for complete relaxation while on the table. These pillows and cushions come in a variety of shapes and sizes and are usually placed under the knees and neck when the client is supine and under the ankles when the client is prone.
- **Massage stool:** Massage stools usually have wheels so that they can be rolled around the massage table. Sitting down at appropriate points during the massage or spa treatment helps rest your feet. Most stools can be adjusted to different heights, and some are available with back supports. Some therapists instead sit on a Swiss exercise ball during sessions, which can encourage good body mechanics.
- **Step stool:** A stepping stool is useful for clients for getting on and off the table. A long, flat exercise step also works well because it is wide enough to prevent missteps.



A



B



C



D



E

FIGURE 2-3 Massage table accessories. (A) Arm shelf. (B) Side extenders. (C) Bolsters. (D) Massage stool. (E) Step stool.

Basic Linens

The centerpiece of a well-designed and comfortable spa room is the massage table well made up with linens. For therapists on a budget, plain sheets and a large bath towel can be used. Multi-tonal colors in slightly varying shades give an impression of texture and depth. Take care to match the linens to the décor of the room. An upscale spa might opt for Egyptian cotton and a matching coverlet with a multitude of different throw pillows. Massage and spa suppliers provide everything from the basics to very expensive linens.

Massage Sheets

Purchase massage sheets from a massage or spa supplier or department store (twin size). Cotton, flannel, and cotton blends all work well and feel soft and comfortable. Make sure that the material is thick enough to provide sufficient coverage, avoiding thin see-through sheets that are inappropriate for draping. Make sure that sheets are small enough not to touch the ground during the session, an unsanitary condition. White, cream, earth-toned, and pastel colors are easy to bleach, but darker colors tend to show oil stains. Massage and spa suppliers sell laundry products that help to get oil out of massage sheets, but over time, oil usually build up in the fabric and can smell or look dirty. Plan to replace massage sheets regularly to prevent this situation. Disposable sheets are available from spa suppliers, but these are not as cost-effective as washable linen and impact the environment with unnecessary waste.

Face Cradle and Bolster Covers

A pillowcase can be used to cover the face cradle, provide draping material (breast drape, anterior pelvic drape, etc.), or cover bolsters. Fitted face cradle covers available from massage suppliers are better than a pillowcase because they fit the face rest snugly and do not fall off. Fitted bolster covers that enclose the entire bolster prevent cross-contamination between clients; often, a bolster is not covered but placed under the bottom massage sheet. Face cradle and bolster covers that come in contact with the client's skin must be laundered and changed for each client.

Towels

Bath towels and larger bath sheets are often used over the top massage sheet to provide warmth and additional draping material. Choose lightweight ones that will not be bulky during draping. They are also easy to launder. Bath towels are often used to wrap hydrocollator packs or other hot packs to prevent burning the client. Hand towels are sometimes used as draping material to protect the client's hair from oil or to make a roll to support the neck. Hot, moist hand towels are used to remove spa products from the client's skin or to provide a warming body steam (placed over the face, wrapped around the feet, etc.) during the session. Any towel that comes into direct contact with the client's skin or hair must be laundered between clients.

Blankets

Have washable cotton blankets on hand to keep the client warm. Clients often experience a drop in peripheral body temperature as their blood pressure lowers during the massage or beginning of a spa treatment. This is normal, but a chilled client cannot relax completely. Heavy blankets feel nurturing and comforting for many clients and give the client the sensation of being snug and secure. Some clients find that heavy blankets feel suffocating and restrictive. Have a few options on hand to accommodate each client's needs. The blanket is always placed over the top massage sheet. If a blanket comes into contact with the client's body (which is likely), it should be laundered before it is used with another client.

Linen Storage

Linen is washed in hot water with detergent, dried with heat, and stored in a closed container. You want to have enough linen on hand to get through 2 days of business without doing laundry if possible. The amount of linen you need varies based on the type of massage and spa work you do. For example, if you provide dry room spa treatments, you are likely to go through 16 hand towels and 2 bath towels per client. A good start for a new spa bodywork practice might be 10 sets of sheets, 10 face cradle covers, 15 bath sheets, 15 bath towels, 100 hand towels, and 2 cotton blankets. Dirty linen is stored in a closed, ventilated container, preferably outside the treatment room, until it is laundered.

Hot Towel Heating Units

Hot towels are required throughout spa body treatments, even when a shower is available. You have a number of options in the way you heat and maintain your towels. These options include the following:

- **Hot towel cabinet (cabbi):** Hot towel cabinets (often called a cabbi) range in size from small 6-towel units to much larger 72-towel units. They look like small refrigerators and are placed somewhere convenient close to the treatment table.
- **Hydrocollator:** Hydrocollators are most often used to heat hydrocollator packs but also heat towels and hot sheets for body wraps. They keep water at a constant 165°F and, in busy spas, are useful as a source of hot water for filling foot soaking containers.
- **Hot stone heaters:** For massage practices and spas that are on a budget, a hot stone heating unit filled with water is a cheap and efficient alternative to the more expensive cabbi. A hot stone heater can hold up to 20 towels and is also a useful heater for hot sheet wraps, spa products, and the stones used in a hot stone massage. Remove the towels from the heating unit and wring out the excess water before putting them into an insulated soda cooler to keep them hot until use. If only a few towels are needed for the treatment, a crock pot serves the same purpose.

- **Soda cooler:** When you remove product with hot towels, the towels must be close at hand to keep the process quick and efficient. Walking back and forth to a hot towel cabinet disrupts the flow of the treatment and is time-consuming. Instead, transfer the towels from any of the previously mentioned heating units to a small soda cooler (9 to 12 quarts) and place this near to the treatment table for convenience. Make sure to close the lid of the soda cooler to maintain the heat inside each time you open it to remove a towel.

Product Warmers

There are some situations where a spa product is meant to be applied cold, but in most cases, spa product is warmed before it is applied to the body. There are many different types of spa product warmers. Some are effectively double boilers with two pots so that the spa product can warm inside a small pot placed inside a second larger water-filled heating pot or an electrically heated outer pot. Lotion warmers heat spa products to around 122°F with a thermostat to control the temperature. A hot stone heating unit can hold towels on one side and a metal or Pyrex container full of spa product on the other. To avoid contamination, cover the container with a lid while it is in the heating unit. Metal warmers will contaminate seaweed and mud, so usually, these products are heated in a Pyrex glass container in a water bath and then placed in a plastic container before the treatment (glass may break, so it is dangerous). Never use a microwave oven to heat spa products because microwaves are likely to affect many of the product's therapeutic properties. Lastly, many products will break down, change consistency, or lose their therapeutic benefits if left in a warmer for too long.

Treatment bars are an expensive but handy way to heat several products at the same time. These bars are usually built into the treatment room and have a number of inlaid pans on a large heater, rather like the food heaters used in buffets at restaurants. The heater pans can hold such varied items as towels, hot stones, products, hot soapy water for hand washing, hot wrap sheets, and product application brushes.

Paraffin Warmers

Paraffin warmers (sometimes called “dips”) hold paraffin wax that is used to cover the hands and feet of the client. Paraffin has been used to treat arthritis or sore joints but is most often applied to enhance other spa services. It is best to use a high-quality professional unit on a rolling stand rather than an ordinary home care unit, which usually heats up more slowly and does not have good temperature control.

Body Wrap Materials

In many spa body treatments, the client is wrapped to allow the treatment product to absorb or to encourage

perspiration. The type of material used for the wrap will depend on the amount of trapped body heat needed for the wrap to be effective and the type of treatment product being used during the session. These body wrap materials are commonly used:

- **Heavy wool blanket:** A heavy wool blanket is ideal for trapping enough heat to make the client perspire in detoxification wraps. The blanket must be large enough to wrap up and around a large person (80 to 90 inches works well). Washable wool is essential because the blanket will need to be washed between clients.
- **Thermal “space” blanket:** The thermal blanket is a heavy emergency blanket. It is plastic on the outside and has foil on the inside to prevent loss of body heat.
- **Wrap sheets:** Hot (or cold) wet wrap sheets (for wet wraps such as herbal, coffee or milk, and honey) are made of 100% cotton, heavy muslin, or a combination of linen and either cotton or fleece. Flannel is never used with hot wet sheet wraps because it is difficult to wring out completely, so it may burn the client.
- **Body wrap plastic and Mylar:** Plastic and Mylar sheeting (Mylar is like a light tinfoil) are used with messy products such as seaweed or mud. If the body was wrapped in a fabric, the fabric rather than the skin would absorb the product. Plastic and Mylar come on large rolls that are cut to about 6 feet per client. Mylar tends to keep the body warmer but is a bit more expensive.

Body-Warming Equipment

In a spa body treatment, the client might be draped with only a hand towel across the breasts and a hand towel across the genitals. If external heating is not provided, the client might get cold during the treatment. Here are some of the ways you might ensure the client's warmth and comfort during a session:

- **Heat lamps:** Heat lamps can be hung above the treatment table and placed on a dimmer switch to allow for more or less heat. Free-standing units with flexible necks are available, but these have large heavy bases that take up a good deal of space in the treatment room.
- **Electric table warmers:** Electric table warmers can be used to heat up the sheets before the client gets onto the treatment table. For body wrap treatments, the client will often be lying on a piece of plastic sheeting that sits on top of a thermal blanket and wool wrap blanket. Electric table warmers cannot warm the client sufficiently through all of these layers and are not used in this situation.
- **Table pads:** Wool and fleece table pads provide extra softness and warmth on the massage table. Many contain electrical heating devices with adjustable heat controls to keep the client warm during the session. Some therapists believe that electrical devices disrupt the client's electromagnetic energy field, however, and use

such pads only to warm the table; they turn off the pad once the client arrives. Wool is a desirable material because it breathes and allows the body to regulate its own temperature a little better. The drawback of wool pads is that they require dry cleaning and may cause some clients to experience allergic reactions. Synthetic fiber and cotton pads are also available.

- **Fomentek:** A Fomentek is a large water bottle designed to sit flat on the treatment table. Put the bottle under a pillowcase and place it directly beneath the plastic layer or the wet sheet. This provides warmth and comfort during a body wrap.
- **Microwavable packs:** Corn, rice, or flax packs heated in a microwave are a good way to apply external heat to a client during a spa treatment. Do not use a hydrocollator pack because the client may get burned if he or she lies down on top of the pack. Instead, hydrocollator packs can be placed under the feet to increase core body temperature.
- **Booties and mitts:** Electric or microwavable booties and mitts are good for keeping spa products warm on the feet or hands. They can be used at any time to keep the client warm, but if used for too long, the client's limbs may start to feel heavy and swollen. Because thermal booties and mitts cause increased vasodilatation in the distal limb, it is important to use flushing strokes toward the heart after removing them.

Spa Clothing

Clients receiving a spa body treatment may feel uncomfortable with the degree of skin exposed during the session. Although the breasts and genitals are never exposed, the client might only be draped over these areas. Disposable undergarments preserve client modesty and make spa product application easier because they are made of a thin, permeable fabric that allow spa product to reach the skin. Small-, medium-, and large-sized women's briefs, thongs, and bras and men's briefs or boxers should be made available to clients. For wet room treatments, dark blue or black disposable undergarments are much better than white ones, which become transparent when wet. A fluffy terry robe, washable spa slippers, terry hair protectors, and terry body wraps allow clients to move about in the spa or to move from one treatment room to another in comfort.

Other Dry Room Supplies

Dry rooms used for massage and spa treatments need certain basic items to be functional and efficient. These items might include the following:

- **Reference library:** During the course of your professional practice, you will need to look up a condition, medication, or other information. Key reference books that should be available include an up-to-date medical dictionary, drug reference, and a pathology reference book. Access to the Internet is also a plus because it allows you to quickly look up information on emerging drugs, pathologies, and recommendations for session protocols.
- **Clock:** A visible clock helps you stay on schedule and adjust your treatment plan as the session progresses. Spa treatments and treatment elements requiring specific application times (body wraps, mud or seaweed applications, etc.) are easily tracked using a digital timer.
- **Storage area:** A cabinet with hinged or sliding doors is best to keep extra supplies such as table cleaners, extra hand gel sanitizer, boxes of tissue, and clean linens out of sight. Soiled linens should be stored in a closed, ventilated container, preferably outside the treatment room in a separate laundry area.
- **Wastebasket:** Wastebaskets in massage treatment rooms should have a lid opened and closed with a foot pedal to prevent hand contamination. Dispose of paper towels used for cleaning the massage table and hard surfaces, used vinyl gloves, used tissues, and other items in the wastebasket. The wastebasket should be cleaned and sanitized at the end of each day.
- **Music system:** Music often significantly impacts the client's ability to relax and enjoy the session. The music system might be as simple as a CD player or MP3/iPod system. Ensure the sound has a clean quality and that the system is in good working order (no skipping CDs, etc.).
- **Supplies for cleanliness and safety:** Approved cleaning products (discussed in Chapter 3), paper towels, extra tissue boxes, gel hand sanitizer, alcohol, finger cots (vinyl finger covers to protect against the transmission of pathogens if your cuticles are rough or if your skin is broken), vinyl gloves, and a first aid kit should be stored in the treatment room for ease of access. Also, have a large, battery-operated flashlight in case of a power failure.

Wet Room Equipment

The term **wet room** refers to a treatment room that contains specialized hydrotherapy equipment such as professional grade tubs, showers, and wet tables. Often, wet rooms will be tiled and have drains in the floor for easy cleaning. The unique pieces of equipment that might be found in wet room environments can be broken into three categories: tubs, showers, and specialized environments.

Tubs

Therapeutic baths (sometimes called balneotherapy) use a variety of tubs in different sizes with different features to provide clients with a relaxing and beneficial experience (Fig. 2-4). Essential oils (aromatherapy bath), herbs (herbal bath), seaweed, seawater or algae (thalassotherapy or algotherapy), and mud or clay (fangotherapy) are common



FIGURE 2-4 Tubs. **(A)** A full-body immersion could be offered in a whirlpool, professional hydrotherapy tub, or soaking tub. It may contain additives such as seaweed, fango, or herbs. **(B)** Professional hydrotherapy tub with underwater massage.

additives that increase the therapeutic benefit of the water treatment. Tub features will vary based on the manufacture. Read the instruction manual that comes with each piece of equipment carefully for proper operation and sanitation. The types of tubs commonly used at spas include the following:

- **Foot soaking tubs:** Foot soaking tubs range from inexpensive basins filled with warm water and additives to deluxe pedicure stations with whirlpool features. Pedicure stations consist of a comfortable reclining chair with an attached foot soaking basin plumbed for water and drainage. They often have a whirlpool feature with jets that agitate the water, which feels pleasant to the feet, and a handheld spray used to remove spa product or rinse the feet. Although they are most often used during the delivery of pedicures, which is out of the massage scope of practice and provided by nail technicians, they work well for therapists offering reflexology-based foot spa treatments as discussed in Chapter 10.
- **Soaking tub:** Soaking tubs at spas are like standard bathtubs but much more luxurious. They tend to be high sided, roomy, and design savvy. Soaking tubs might be used to warm the body before a treatment or soothe the body and remove product at the conclusion of a session.
- **Whirlpool tub:** Whirlpool tubs have jets that agitate the water and “bounce” it against the client’s body. This manipulates the soft tissue and causes effects similar to some massage strokes. Whirlpool tubs might be used as a standalone treatment or as the beginning or ending to a combined session where multiple treatments are strung together.
- **Hydrotherapy tub:** The main type of tub used in a spa setting is a hydrotherapy tub. These tubs are designed for professional use with multiple air and water jets. Professional hydrotherapy tubs have an underwater massage hose that uses air pressure aimed at specific body areas to

improve circulation and lymph flow. Modern hydrotherapy tubs come with a self-cleaning function that makes sanitizing the jets of the tub easier. The therapist puts a concentrated disinfectant (formulated by the manufacture of the tub) in a special holder and then pushes a button.

Showers

Therapeutic showers are used to remove a product from the client, to facilitate a desired physiological effect, to warm the body in preparation for another treatment, or to cool the body at the end of a treatment (Fig. 2-5). Shower features will vary based on the manufacture. Read the instruction manual that comes with each piece of equipment carefully for proper operation and sanitation. In a spa wet room, five main types of showers are used:

- **Handheld shower and wet table:** A handheld shower is used in combination with a wet table for the easy removal of product. Some handheld showers can deliver a pulsating water massage and may also have an attachable body brush for exfoliation. A wet table has a special surface to channel water into a receptacle under the table or a drain in the wet room floor. The table is often constructed of heavy plastic or acrylic for easy clean up and sanitation. A soft waterproof insert makes the table comfortable for the client.
- **Standard shower:** A standard home shower is less expensive than a Swiss or a Vichy shower but does not allow the same range of control. The pressure of the water, the degree of pulsation, and the temperature of the water cannot be controlled by the therapist as they can with more specialized equipment. The client is moved between the massage table and the shower as needed during the treatment to remove product, or the client uses the shower to freshen up at the end of a session.



FIGURE 2-5 Showers. **(A)** This image shows a handheld shower used in combination with a wet table. **(B)** A standard shower is less expensive than specialized showers but does not allow the same range of therapeutic control. It is used primarily for removing spa treatment products or cleaning up at the end of a session. **(C)** A Swiss shower surrounds the client with jets of water directed at specific areas of the body. **(D)** A Vichy shower is a horizontal rod with holes or water heads that rain water down onto the client from above the wet table. **(E)** A Scotch hose directs a strong stream of water at the client to increase vital energy and for other therapeutic purposes.

- **Swiss shower:** A Swiss shower surrounds the client with jets of water directed at specific areas of the body. Usually, the shower stall has pipes in all four corners with 8 to 16 water heads coming off each pipe. The water heads are adjusted according to the client's height and the treatment goals of the session. A control panel outside the shower stall allows a therapist to control contrasting warm and cool jets of water.
- **Vichy shower:** A Vichy shower is a horizontal rod with holes or water heads that rain water down onto the client from above the wet table. Vichy showers are used to rinse spa products off the client, but they can also be used as a treatment in themselves. A control panel allows the therapist to alternate between hot and cool water, which increases the therapeutic benefits of some products and uses the mechanical effects of water on soft tissue. Vichy showers have an adjustable face guard that is meant to keep water off the client's face.
- **Scotch hose:** A Scotch hose is an apparatus that directs a strong stream of water at the client for therapeutic purposes. Clients stand at the end of the wet room holding on to handles that are attached to the wall while a therapist directs the pressurized stream in a specific sequence over the client's body.

Specialized Environments

Specialized environments are used at spas to produce a specific therapeutic effect by forcing the body to maintain homeostasis in response to calculated environmental influences (Fig. 2-6). The types of therapeutic rooms or adaptations often found at spas include the following:

- **Steam room:** A steam room is a room or enclosure that can be filled with steam from a steam generator so that people can bath in the vapor to induce sweating or to aid respiratory conditions. There are many special considerations when building a steam room because it is a moist environment where all building materials must be waterproof or resistant to corrosion and decay. Seats inside the steam room are built with a slop to allow condensation to run off of their surfaces. A floor drain and nonskid floor ensures a clean and safe environment.
- **Steam showers:** Steam enclosures are specialized showers that produce the same effects as a steam room but in a shower-like environment. They often have steam heads that fill the enclosure with steam vapor and a shower fixture that can be used alternately with steam.
- **Steam cabinet:** Steam cabinets are like small steam "pods." The client sits down on a plastic bench, and the



FIGURE 2-6 Specialized environments. (A) Steam shower. (B) Steam canopy. (C) Sauna.

cabinet is closed around him or her, leaving the head exposed. Steam cabinets are often used to warm and moisten product while it is absorbing into the skin.

- **Steam canopy:** A steam canopy fits over the top of a wet table or massage table and can be used in place of a blanket for body wraps. Like a steam cabinet, the head of the client resides outside the warm and steamy interior environment, which may be used to promote detoxification or to encourage product absorption.
- **Sauna:** A sauna is a room that is constructed of either cedarwood or hemlock because these woods can withstand moisture and resist fungi. Saunas are used to promote perspiration through dry heat and to help the body to naturally detoxify. Saunas contain a *kuus*. This is an apparatus that heats rocks that are used to heat the air inside the sauna. Water is poured on the rocks to briefly elevate the humidity in the air and the temperature in the sauna.

Purchasing and Maintaining Equipment

The right equipment is an absolute necessity to the spa therapist. Keep these items in mind when you source, assess, compare, and decide on equipment purchases:

- **Durability:** Many therapists purchase economical home care equipment such as paraffin warmers or hot stone warmers with an eye to cutting costs. This type of equipment is meant for infrequent home use and can't hold up to continuous use in a busy spa or massage clinic. Purchase professional equipment that will last your business for at least 5 years.
- **Manufacturer's time in business:** Assess any equipment manufacturers for the amount of time they have been in business. Some equipment comes with warranties that can protect your investment should the item malfunction or break down. You want to know that the manufacturer is going to be in business should you need replacement parts or equipment.
- **Consumer reports:** Before purchasing equipment, read the consumer reports on the item to find out about the experiences of people who have worked specifically with the piece of equipment you are contemplating for your business.
- **Return on investment:** Spa equipment is often luxurious and opulent. It's easy to get enticed to purchase something that is beautiful but won't provide an appropriate return on investment. Think about how many specific treatments you will have to deliver in order to pay off the equipment when you contemplate what you really need for your business.

Spa Products

If you add spa treatments to your menu of services in your private practice or if you work as an employee at a spa, you will be surrounded by a multitude of different spa products.

It's important to know some basics as you start to explore the differences in spa products and methods for working with them effectively. You will also want to review the safety recommendations related to the skin and spa products discussed in Chapter 3 (Client and Therapist Safety).

Spa products fall into basic categories including cleansers, toners or astringents, exfoliation products, treatment products (sometimes called masks), and moisturizers.

Cleansers

Cleansers rid the skin of dead cells, excess sebum, dirt, and other impurities. An effective cleanser removes impurities from both the skin's surface and the pores. Soaps are alkaline and will strip the skin of its acid mantle upsetting the proper pH of the skin and leaving it dry. Soaps also leave a dulling film on the surface of the skin. It is important to find a gentle body cleanser that rinses off completely. A cleanser will often be used at the beginning of a treatment to purify the skin before a second product, such as a treatment mask, is applied. A cleanser applied with warm water provides enough lubrication for Swedish massage strokes to be used. This relaxes muscles, stimulates circulation, and adds a textural experience for the client. The use of water with the massage strokes stimulates and energizes the body.

Toners and Astringents

Toners complete the cleansing process and help to restore the skin's acid mantle. They are usually glycerine based and do not contain alcohol, so they are suitable for dry skin types. **Astringents** are a stronger form of toner designed for oily skin. **Astringents** usually contain alcohol to dissolve excess oil. Toners leave the skin feeling fresh and cool. Alcohol is very drying for the skin, but a gentle toner applied with massage strokes feels invigorating and refreshing. As we progress through chapters, you may notice that a skin toner is often used as a treatment step in the procedures section. This is a good skin care practice but also acts as a safety measure. Toners return the skin to a balanced pH, which decreases the chances of the client developing skin sensitivity to strong treatment products such as seaweed.

Exfoliation Products

Exfoliation products are used to remove trapped debris while sloughing off dead skin cells, smoothing the skin's surface, stimulating circulation in the local region, and relaxing or invigorating the body. The salt glow is a classic exfoliation treatment that first developed as a "friction" technique in traditional hydrotherapy. At the time, its primary focus was to increase the vital energy of the body and not to smooth the skin. These treatments were applied to patients in weakened conditions who had various, often undiagnosed, chronic medical conditions. Now, it is a popular and refreshing body treatment offered at most spas.

New therapists and clients practicing skin care at home often overexfoliate the skin by working too vigorously or by using exfoliation products too often. Overexfoliation on a regular basis can lead to an increase in epidermal thickness resulting in a “leathery” skin appearance. The skin should not be exfoliated more than once a week except by estheticians for a specific treatment goal.

Treatment Products

Treatment products, sometimes referred to as “masks” are usually applied with a specific purpose or treatment goal in mind. One treatment product might be applied to the body, or a series of treatment products might be applied in a particular order. There are many different treatment products options you might try depending on the session goals and the type of consistency you want in the product (the feel of the product on the skin).

Treatment products tend to have benefits for the skin and may also have benefits for muscle, stress reduction, or enhanced body energy. An example is Parafango, which is a mixture of mud and paraffin. Massage therapists might apply Parafango to relax hypertonic muscles, soothe arthritis pain, and promote greater range of motion. An esthetician would find it useful in improving the appearance of cellulite. A full-body seaweed mask is an effective treatment for fibromyalgia, stress reduction, and low energy. The mineral elements in many seaweed products are absorbed through the skin and support the general health of the entire body by stimulating metabolism and the natural detoxification processes of the body (see the safety information on seaweed before using it on yourself or with clients). An esthetician will apply a mask to the facial or body skin to tighten sagging skin, absorb excess oil, hydrate and moisturize the skin, soothe irritated skin, and beautify the skin.

Moisturizers

Moisturizers are usually applied at the end of a session to replace any natural skin oils and moisture lost during the other steps of the treatment. Moisturizers are most often formulated to soften the epidermis and increase the skin hydration (water content) by reducing evaporation. They might also be formulated to tighten the skin so that it appears firmer or to deliver therapeutic components such as retinol (vitamin A), which reduce the appearance of fine lines, wrinkles, and skin discoloration. Moisturizing components can be broken into three areas:

- **Occlusives:** These are components in moisturizers that work by forming a thin film on the surface of the skin to reduce moisture loss from evaporation.
- **Humectants:** This type of component attracts water from the air in order to hydrate skin.
- **Emollients:** These components restore oils to skin that is deficient in factors such as amino-lipids to make the skin softer, pliable, and more resilient.

Moisturizers can be classified depending on their oil, water, and wax content. In general, from heavier to lighter, you will find:

- **Balms or butters:** These types of products are often water free and contain mixtures of oil and beeswax that are very heavy and protective. They might be used in cold weather seasons to lock moisture into the skin and guard against lower temperatures and the elements such as wind, which can chap the skin.
- **Creams:** Creams are combinations of oil and water but tend to have more oil than lotions.
- **Lotions:** A lotion tends to have a lower emollient content than a cream and may be water based or aloe vera based. It feels lighter on the skin because it is less occlusive.

Important Product Terms

Learning to read a product label is an important skill for anyone applying spa products to clients. A product label will indicate the type of seaweed or botanical product which has been added, if dyes or fragrances have been added, if the product has ingredients that might be potential allergens for a particular client, or that the product has undesirable fillers or chemicals. *Milady’s Skin Care and Cosmetic Ingredient Dictionary* by Natalia Michalun is an excellent guide to product ingredients.¹ The following terms are used widely, so they require a basic explanation.

pH

The pH of a product refers to its level of acidity or alkalinity; pH is measured on a scale of 1 to 14, from acid to alkaline. A pH of 7, which is in the middle of the scale, is considered to be neutral. If the product’s pH is lower than 7, it is acidic. If its pH is higher than 7, it is alkaline. The skin is naturally slightly acidic with a pH between 4 and 6 depending on the skin type. In general, the less acidic the skin (the higher the pH number) is naturally, the more prone it is to irritation and sensitivity. The more acidic the skin (the lower the pH number) is naturally, the less prone it is to sensitivity.

Antioxidants

Antioxidants are substances that prevent damage to cells and DNA by free radicals. Free radicals are compounds produced by chemical reactions in the cell that involve oxidation. Normal metabolic reactions and external factors such as UV radiation, exposure to chemicals such as pesticides, air pollution, drugs, and cigarette smoking can produce free radicals. Free radicals interfere with a cell’s biochemistry and play a role in some diseases associated with age including heart disease and cancer. They attack fats, carbohydrates, proteins, and enzymes including the collagen in the dermis. This results in decreased skin elasticity and pliability. Common antioxidants include vitamins E and C, carotenoids (lycopene, lutein, beta-carotene), selenium, green tea, and honey. These ingredients are often found in anti-aging cosmetics or after-sun products.

Botanicals

Botanicals are plant extracts used in spa products to achieve a specific therapeutic goal. The botanical extracts added to a preparation are often chosen because they are anti-inflammatory, soothing, or antiseptic, although they may have a wide range of other actions depending on the extract. The concentration of the botanical extract and other components in the preparation will determine the overall therapeutic value of the preparation. Sometimes, an extract is added to a preparation for marketing purposes in very low concentrations, so it will add very little if anything to the therapeutic properties of the product. Sometimes, the preparation only contains an isolated chemical component of the original botanical extract.

Fragrance

Fragrances enhance the smell of a product, and even products such as seaweed and mud are often fragranced. The fragrance used will be either natural or synthetic. Natural fragrances are usually based on natural essential oils or botanical extracts. Synthetic fragrances are usually composed of a small number of artificially synthesized compounds, which on their own may cause skin irritation or unwanted side effects such as headaches or a slightly sore throat. The popularity of aromatherapy has led to the increased use of essential oils in expensive skin care lines. Although this is a positive move, it is difficult to determine the quality and purity of the essential oils that are being used.

Natural Ingredients

The term *natural* is not regulated in the cosmetic industry.² A company can legally put just about anything in their product and call it “natural” if they want to. A product line claiming to be all natural will usually still contain some synthetic ingredients, dyes, or preservatives. In aromatherapy, it is well known that an essential oil may smell differently from batch to batch. The smell of the oil is naturally variable due to the climatic conditions during the year in which it was grown, the time of day at which it was harvested, the skill of the distiller, and the means by which it was stored and shipped. All of these circumstances will affect the final chemical composition of the oil and therefore its therapeutic properties and its smell. If the oil smells the same from batch to batch, the consumer would be right to wonder if the oil has been adulterated with isolated components or synthetic additives to achieve a reliable fragrance. Many products claiming to be all natural have a consistent fragrance, which is not possible without the addition of other chemicals to standardize the scent.

Product Exploration

It is important to know the products that you are using and to “play” with the products before you apply them to a client. Individual seaweeds will have different mixing and spreading properties. Some types of mud will be difficult

to remove from the client’s body and may require a foaming cleanser to lift it off the client’s skin. Some products may dry out quickly and need a plastic cover to keep them moist. It is not a good idea to find these things out during a session. Ordering and trying out new spa products is the best way to discover new treatments and new ways of using products. Only by practicing regularly with products will the treatment steps and transitions between the steps become easier. For example, there is an exfoliation product on the market that goes on wet and dries as it is rubbed in. It is brushed away with a dry towel. It requires only one towel for removal on the entire body (eight towels would normally be required). This is faster and easier than a “wet” exfoliation requiring hot towel removal, and it feels just as satisfying as dry skin brushing (discussed in Chapter 8).

Your Spa Environment

The client’s perception of the massage business is created or altered through his or her five senses because this is how we interpret our environment. We create a special spa environment by paying attention to what the client sees, hears, smells, tastes, and feels during the session. If you own your spa business, you have control of many of the issues we are about to discuss. If you work as an employee, you will have less opportunity to determine how the environment of the business is set up. Still, by considering client perception and comfort issues, you can make good choices in the development of your own business space or make good recommendations to your employer if it is necessary.

What the Client Sees—Décor

Every business has its own unique focus and personality. A therapist who practices relaxation massage, soothing spa body treatments, and stress reduction is likely to operate in a different environment from the therapist who practices clinical massage and spa body treatments with a rehabilitative or health care focus. The first may choose soothing color combinations and images of natural beauty for the walls, whereas the second might choose a neutral color palette, medical charts, and anatomical models. To choose your own appropriate décor, consider the techniques you will use and the types of clients you desire. Color, window treatments, flooring, lighting, wall decorations, and extra touches are all elements of decoration.

Color

There are many ways to think about color, and choose the colors that are right for your business. Therapists can learn from color psychology and color symbolism in making their decisions.

Color psychology is a field of study that evaluates the effect of color on human behavior and emotion. Color symbolism explores the cultural significance of color and what



FIGURE 2-7 Color psychology is a field of study that evaluates the effect of color on human behavior and emotion. This diagram shows some of the effects of color based on research.

colors mean to different groups of people. Color psychology is appropriate for situations in which the business has no cultural overtones. For example, a therapist who delivers relaxation treatments might use a green palate because studies have demonstrated that green colors decrease tension and stress, slow breathing patterns, and, in some cases, decrease blood pressure.^{3,4} A clinical massage therapist or a spa focused on physical fitness might note the results of a study showing weight lifters can lift more weight in rooms with a blue palate; blues seem to promote strength and physical gains.⁵ A therapist working with pregnant mothers, parents, and infants would not choose a yellow palate because research shows that babies cry more frequently in yellow rooms (Fig. 2-7).⁶

Color symbolism works well when a business has cultural overtones or a specific client group (Fig. 2-8). For example, a business focused on Eastern bodywork might choose colors with cultural significance in Asian countries. The color red might play a decisive role because in Asia, red is the color of good luck and a wedding color. It has positive, joyful overtones. A business set in a busy urban area and wanting to attract businessmen might choose a blue palate because,

in Western society, blue is associated with excelling (blue ribbon), loyalty (true blue), and noble descent (blue blood). It is also associated with intelligence (bluestocking) and morality (blue laws).

Window Treatments

Window treatments are an important design feature in any room and provide privacy, light control, and style. In a spa environment, privacy is very important. Window treatments should not be so sheer that people outside can look in and see the body treatment session. Window treatments also control light entering the room. Natural light streaming through sparkling windows might be desirable during the client consultation or assessment. When the spa treatment starts, softer, dimmer light is more relaxing. You can choose between semi-sheer fabrics that diffuse the light and rich opaque fabrics that shut it out completely.

Windows are often the main focal point in the treatment room. Interesting and well-planned window treatments add style and eye-catching appeal. They also absorb sounds from outside and from the room itself, helping create a



FIGURE 2-8 Color symbolism explores the cultural significance of color and what colors mean to different groups of people. This diagram shows some of the cultural associations of color.

quieter overall environment while conserving energy by insulating the glass.

Lighting

In the treatment room, dimmer switches work well. Lights can be made bright for cleaning or sanitizing equipment, put at a medium setting for the health intake consultation, and turned down for the spa treatment. Several pools of soft, diffused light or diffuse natural light are more relaxing than one bright light in a corner or the room being too dark. Avoid the use of candles because open flames are a safety hazard, and they can pollute the air, especially when they are used in small rooms.

Wall Decorations

Wall decorations can promote the image of the business, make a soothing impression on the client, and dampen sound. In relaxation-oriented spas, images of natural beauty are often

used to help clients feel connected to the earth and nature. Clinical or rehabilitative businesses benefit from medical charts and images that allow clients to see and understand the structures involved in their soft tissue condition. Businesses specializing in Eastern bodywork or Eastern-inspired spa treatments are likely to hang Asian images or objects on the walls to evoke a sense of that culture and create continuity in the client's experience. Wall decorations can be functional as well as beautiful. For example, fabric wall hangings dampen noise, whereas a stylish mirror gives the client a place to freshen up at the end of the session and allows the therapist to check his or her body mechanics during the session.

Extra Touches

Decorative items on shelves, side tables, and windowsills help create interest and define the room's style. A relaxation business using an all-natural theme might display shells, nonblooming

plants (to avoid allergies), or interesting stones. A clinical or rehabilitative business might feature anatomical models of the body. Rattan baskets, bamboo, and Japanese river stones might adorn an Eastern bodywork business. Items can be functional as well as decorative. For example, in a business focusing on ayurvedic bodywork, one therapist has different types of Indian, Nepalese, and Bhutanese bells and chimes on display. They are beautiful to look at but also sound lovely when she rings one to signal the beginning and end of the session.

What the Client Hears

The auditory environment is also important because it sets the tone for the session and may mask outside noise. Consider the treatment room flooring. A tile or wood floor may cause echoes that are annoying or distracting. The wrong sort of music may also be disturbing and irritating to the client. Most therapists have probably heard spa or massage CDs that are downright alarming. One CD on the market features wolves howling incessantly in every song—it is difficult for a client who feels like prey to relax!

The right music can evoke strong feelings and beneficial physiological changes in the client. Research shows that music decreases anxiety, decreases systolic blood pressure, and decreases heart rate even when the person is actively stressed.⁷ Music also exerts complex influences on the central nervous system and can, in a short period of time, change brain waves associated with an alert state to brain waves associated with a relaxed state.⁸ In a single session of music therapy delivered to hospice patients with chronic pain conditions, music decreased the participants' overall levels of pain and increased their physical comfort.⁹ Research also shows that the positive physiological benefits of music are increased when patients can choose their own music.¹⁰ It is a good idea to have a variety of musical styles available and to ask clients about their musical preferences during the client consultation. Clients can also be encouraged to bring their own appropriate music for the session.

What the Client Smells

Good ventilation and fresh air are important in the spa treatment space. In the warm, closed environment of the treatment room, aromas from a previous client (e.g., heavy perfume, cigarette smoke) can persist into the next session if the room is not well ventilated. Open the windows between clients if possible or point a fan at the ceiling to circulate the air. Leafy, nonblooming foliage plants make good natural air purifiers. Because many clients have allergies to blossoms, flowers, despite their beauty, should not be used in the treatment room.

Therapists must also consider their own smells and how they may impact a client. Avoid strong-smelling deodorants, perfumes, and aftershave products. Brush your teeth after meals and rinse your mouth with mouthwash between clients. Smokers should not smoke after showering in the

morning until after the last session of the day. The use of a sea salt scrub on your hands can help to exfoliate skin that holds the aroma of cigarette smoke. Although this might seem harsh, clients who do not smoke often find the lingering smell of cigarette smoke intolerable.

In a therapeutic setting, the good smells from natural essential oils used in aromatherapy can promote relaxation and a pleasant mood. This is important because stress is at the core of many modern diseases, and studies suggest that decreasing stress improves one's health and immunity.^{11,12} Smells can evoke intense emotional reactions and can even be used to change behavioral patterns. Credible evidence shows agreeable aromas can improve our mood and sense of well-being.¹³ This is not surprising because olfactory receptors are directly connected to the limbic system, the oldest and most emotional part of the human brain.

In a study of how scent impacts social relationships, people in photographs were given a higher "attractiveness rating" when the test subjects were exposed to a pleasant fragrance. In a test of shampoos, a product initially ranked last in performance was ranked first in a second test after its aroma was adjusted.¹⁴

Therapists can use gentle, soft aromas to enhance the client's perception of the business and to provide an emotionally satisfying experience. For example, diffusing citrus essential oils throughout an area can purify the air, repel insects, enhance mood, and make the area smell clean and fresh. A commercial nebulizing diffuser works well to eliminate microbes and promote a clean, healthy living or working space (Fig. 2-9). Avoid the use of strong scents and even



FIGURE 2-9 Nebulizing diffuser. A commercial nebulizing diffuser works well to promote a clean, healthy living, or working space without overscenting the air.

too much of a soft scent. Don't use scented carpet sprays, laundry detergent, or fabric softeners because these have synthetic ingredients and may irritate clients.

When using aromas, use products with natural rather than synthetic fragrances. Synthetic fragrances are artificial and do not come from aromatic plants, fruits, or flowers. Clients often develop adverse reactions to synthetic fragrances (headaches, sore throat, sneezing, coughing, and emotional irritation) and may come to dislike all aromas as a result. Aromatherapy and the use of pure, natural essential oils are discussed in detail in Chapter 7, Introduction to Aromatherapy for Spa.

What the Client Tastes

In most cultures, food and drink have celebratory associations. Children commemorate their birthday with ice cream parties, cake is eaten at weddings, and special friends are invited over for a meal. Incorporating small food items in the session is a pleasant and smart practice. Clients can sometimes get up from a session and feel shaky and dizzy from low blood sugar. A small snack provides an opportunity for the client to wake up and come back to the “real world” before venturing back out into the busy world. It doesn't have to be elaborate and can be as simple as a cup of green tea served from a Chinese tea set after an Asian-inspired service or a complementary chocolate on Valentine's Day. Similarly, a treatment developed for athletes might serve a sports drink as part of the session. In the summer, clients might enjoy leaving their treatment with a colorful Popsicle to remind them that spa is fun. Granola bars and a bowl of fresh fruit might be offered to clients. Fresh, filtered water should be provided before, during, and after the session. Food and drink should be simple and manageable but focus on the intention of the offering: to welcome; to nourish on a spiritual level; and to show care, thoughtfulness, and appreciation.

What the Client Feels

Once on the treatment table, the client should be enveloped in warm, soft textures whenever possible. Bolsters support the joints in a relaxed position. Blankets, warm packs, Fomentek water bottles, and heat lamps help keep clients warm throughout the session. Lotion warmers heat massage oil or spa products so that it does not feel cold when applied. Never use a microwave oven to heat products because microwaves may affect the product's therapeutic properties. Because many products break down when heated, it is recommended to use 1-oz bottles with flip or pump lids. These small bottles are filled with fresh product at the beginning of each day so that the larger container is not exposed to heat and can remain in the refrigerator.

Some therapists have chronically cold hands, which can feel shocking to the client at the beginning of the session. Warm your hands as much as possible by holding them

under warm water, holding a warm pack, or rubbing them briskly before the session.

Accessibility and Functionality

When designing your spa space, think about each area of the business and analyze its accessibility and functionality. Consider the entrance and reception area, dressing area, and the bathroom.

Entrance and Reception

When choosing a business location, consider its accessibility. Are doorways, hallways, and bathroom entrances wide enough to accommodate a wheelchair? Is there enough space around furniture to accommodate someone in a cast and on crutches? Does a long flight of stairs make the business prohibitive for elderly clients? Is parking convenient and user-friendly or will clients be spending the first 10 minutes of their sessions looking for a space and feeling stressed?

The reception area must be friendly, neat, and functional. Clients generally fill out paperwork in this area while waiting for their session. They might also pay for the session and book additional sessions in this area. Magazines, a retail area, tea or water, and comfortable chairs and attractive furnishing help ensure the client's comfort.

The Undressing and Dressing Space

Carefully plan the space where clients remove their clothing before the session and get dressed afterward. A screened-off area provides a sense of privacy and decreases the client's anxiety that the therapist might walk into the room unexpectedly. Place a chair and hooks behind the screen where clients can hang their clothing. A small container for personal items such as keys and jewelry helps ensure clients do not misplace or forget them. A box of tissue, disposable wet wipes, and mirror are useful as well.

The Bathroom

In the bathroom, provide only liquid soap. Have on hand amenities that make it easy for clients to tidy up after the session. Gentle face cleanser, makeup remover, and moisturizer allow women to remove their makeup before a session or fix it up afterward. Disposable combs, bobby pins, spray gel, and hair bands come in handy, especially after a neck massage using oil. Contact lenses solution, spray antiperspirant (solids or gels used by more than one person are unsanitary), and mouthwash are also appreciated.

Planning Spa Treatment Rooms

If you are planning your own spa business, you need to think about how each treatment room can be organized and equipped to allow for the delivery of multiple treatments. In Chapter 15 (Treatment Design and Your Signature Spa Treatment), you will learn about how to organize

and develop a meaningful menu of services to entice clients to your business and build their loyalty. If you develop a highly specialized treatment, you may need a highly specialized treatment room to enable its delivery. The problem is that a treatment room designed solely for a specialized

treatment it is unlikely to generate revenue on a daily basis and becomes a wasted space. Plan your menu and your treatment rooms with enough flexibility so that each room is generating income for your business every hour you are open.

SPA FUSION INTEGRATION OF SKILLS



STUDY TIP: Up to the Test!

To do well on any written test, you must not only know the information but also have a good test-taking plan. A good plan helps prevent test anxiety and leads to better test scores. Try the PASS method to do your best on the next test:

P = Prepare: Prepare for the test by breaking the test topics into different study sessions. Don't try to learn a whole chapter the night before the test. For example, for a test on a chapter with three key subject headings, you might plan four study sessions. Study one subject in each of the first three study sessions and then study all the topics together in the final study session. Write yourself a test from the chapter. By combing the chapter for test questions, you predict what the instructor might ask and have a good chapter review in the process.

A = Arrive early: Before leaving for school, eat a light meal but avoid sugar, which can adversely affect your thinking. Drink lots of water because people think better when they are hydrated. Get plenty of sleep the night before the test so you are well rested. Arrive early and read through your notes one last time. Then put the notes aside and focus on your breathing while you clear your mind.

S = See success: Don't fall into negative thinking (e.g., "I don't know this chapter well enough and I'm sure to fail!"). Give yourself positive energy (e.g., "I studied. I'm ready. I'll do great!"). See yourself succeeding and answering every question with ease. Visualizing success helps your mind relax and focus on the test content.

S = Strategize: Proven test-taking strategies can help you score high. First, read the directions carefully. Many students assume they understand the directions and then make wrong choices based on false assumptions. Next, answer everything you know first. This warms up your brain and gives you confidence. If you're stuck, underline key words and define them in the margins of the test or on scrap paper. Thinking about key terms often unlocks the answer to a test question. Look for absolutes such as *always* and *never*.

Absolutes in an answer choice often signal that it's the wrong choice. Finally, when your tests are returned to you corrected, look it over carefully and determine the sources of the test's information, which helps you know what to study next time. For example, if you missed two lectures but know the textbook material well, you still might have difficulty on a test if the instructor asks questions primarily from lecture content. You now know that attending every lecture is a must if you want a good grade in this particular class.

SPA INSPIRATION: There Is No Substitute for Direct Experience!

Isadora Duncan, the famous American dancer, remarked, "What one has not experienced, one will never understand in print." Spa equipment is best understood through direct experience. Have some fun by contacting local spas in your area. Let them know that you are a student in a spa program and would like to visit the spa as part of your learning process. Ask a therapist to show you around and describe the different types of products and equipment he or she uses in their facility. This way, you will have an excellent point of reference when you start to think about purchasing your own equipment and create your own spa environment.

CHAPTER WRAP-UP

The quality of the equipment that you use, the quality of lubricants and spa products that you use for massage and spa treatments, and the time and care you put into planning your spa space convey your level of professionalism to your clients. Although it may seem early to start thinking about equipment needs and décor for your business, it's not too early to explore options. Try out different massage tables and different lubricants. Purchase sample sizes of spa products such as mud, salts, and seaweed. Start to explore interior design and think about color choices and window treatments and visit a spa show in your area for demonstrations of specialized equipment. Starting now

SPA FUSION

INTEGRATION OF SKILLS (continued)



helps ensure you to be prepared to enter the massage and spa profession with a clear and informed plan. This also helps you keep your spa career vision alive, an important motivator when the massage and/or spa program gets challenging!

REVIEW QUESTIONS

Multiple Choice

1. Dry room equipment is:
 - a. Equipment that has a self-drying feature
 - b. Equipment used in a room where water treatments are delivered
 - c. Equipment used in a room where water treatments are not delivered
 - d. Equipment that is meant to get wet
2. A Fomentek is:
 - a. A shower with seven water heads
 - b. A large water bottle designed to sit flat on the treatment table
 - c. A type of wrap blanket that is highly insulated
 - d. A heat lamp hung over the top of the massage table
3. A wet table:
 - a. Has a plush, comfortable velvet-like cover that resists water
 - b. Has a cold hard surface to channel water
 - c. Has a special surface to channel water covered by a plastic mat for comfort
 - d. Has a special surface that has a self-drying finish for use between clients
4. A shower that surrounds the client with jets of water directed at specific areas of the body from shower heads in the four corners of the stall is called:
 - a. A Swiss shower
 - b. A Kneipp shower
 - c. A Vichy shower
 - d. A Dutch shower
5. A shower with a horizontal rod with holes or water heads that rain water down onto the client from above the wet table is called:
 - a. A Swiss shower
 - b. A Kneipp shower
 - c. A Vichy shower
 - d. A Dutch shower

True or False

6. _____ There are some situations where a spa product is meant to be applied warm, but, in most cases, spa product is cooled before it is applied to the body.
7. _____ The main type of tub used in a spa setting is a common bathtub designed for professional use with color therapy to cause the water to change colors during the session.
8. _____ Steam cabinets are like small steam “pods.” The client sits down on a plastic bench, and the cabinet is closed around him or her, leaving the head exposed.
9. _____ A sauna is a room that can be filled with steam from a steam generator so that people can bath in the vapor to induce sweating or to aid respiratory conditions.
10. _____ Exfoliation products are used to remove trapped debris while sloughing off dead skin cells, smoothing the skin’s surface, and invigorating the body.