

# MANI-PEDI

## PROTOCOL

# MANI-PEDI

Product you will need:

## 1. UNZENTED COLLECTION



UNZENTED CONCRETA

UNZENTED WASH

UNZENTED TRUFFLE JAR

UNZENTED LOTION

UNZENTED BODY OIL

UNZENTED BODY POLISH

You will use UNZENTED product as the base of mani/pedi.

The products shown above are placed at your station to create an elegant presentation.

## 2. MANI-PEDI AROMATIC OILS



You will use mani/pedi aromatic oils to easily add aroma to the UNZENTED product. The guest's favorite aromatic oil is placed at the station and used with the UNZENTED base.

## 3. AROMA JOURNEY STATION



Guests use the Aroma Journey Station to select a favorite aroma as they soak. Self guided.

# MANI-PEDI PROTOCOL

1 | Greet the guest.

2 | Have them choose polish color.

3 | Begin treatment.

## SOAK

- 1 Truffle, 2-3 pumps of Wash.
- Educate on Truffle and Wash as you place in water.
  - Truffle | Hydrating, detoxifying Bath Truffle. Shea hydrates. Epsom detoxifies. Arnica restores sore, tired feet.
  - Wash | Ultra rich organic shea butter softens heels and cuticles as fruit extracts gently exfoliate.

## AROMA JOURNEY

- Present Aroma Journey Station to guest.
- Share..."Your mani/pedi comes with the option of your own personal aroma or UNZENTED. Please feel free to smell and pick your favorite and if you have two let me know and I'll create a personal blend just for you"

## CUTICLE WORK

- Get pearl size of UNZENTED Concreta. Place on the top of your hands, then smooth by rubbing your finger back and forth and melting product with your body heat.
- Apply Concreta as cuticle mask - used for organic cuticle remover.
- Push back cuticles.
- Educate on Concreta as you push back cuticles.
  - Concreta | Organic, hand-harvested shea butter is used as a deep conditioning cuticle and spot treatment. By keeping the nail hydrated it helps strengthen nails and promote healthy nail growth.

## AROMA JOURNEY STATION

- Ask guest which aroma they choose or if they prefer UNZENTED.
- Remove Aroma Journey Station from guest.
- Get Mani/pedi Aromatic Oil in guest's favorite aroma and place next to UNZENTED product at station.

## EXFOLIATION

- Remove feet from water and COMPLETELY dry off.
- Exfoliate with 1/2 tablespoon (about the size of your thumbprint) of Polish, only the bottom of dry feet first, focus on calluses and dry areas during the treatment.

**Tip:** If feet are ticklish hold liver point firmly and use long, slow strokes.

- Ask guest their favorite preference: "Mr/s \_\_\_, would you like coarse or mild exfoliation?"
  - a.** Coarse | Pump two pumps of Oil in guest's chosen aroma and apply to legs. Bring Polish that is already on feet (bottom and top) to legs and mix with the Oil on legs. \*Add more Polish if desired.
  - b.** Mild | Two pumps of Wash. Get a little water in your hands from the throne. Bring Wash to a nice lather and then bring Polish from feet (bottom and top) up to legs, mix with Wash and Massage. \*Add a little more Polish if desired.
- Tip:** Why is the Wash version milder? Because water dissolves the salt faster and the lather acts as a buffer. However, guest is still getting an exfoliation from the fruit extracts that are in the Wash.
- c.** Educate on Wash and Polish while you scrub their feet.
  - Body Polish | Sugar particles and detoxifying salt particles remove rough, dry skin as shea butter hydrates.
  - Wash | Fruit extracts provide gentle exfoliation for sensitive or freshly shaven skin.

## HYDRATION

### *Lotion and Oil Combo*

- 2 pumps of UNZENTED Lotion and Oil (UNZENTED or in guest's chosen aroma). Mix in hands and apply to feet and legs.
- Educate: When you mix the age-defying probiotic lotion with our cashmere coconut oil you create a hydrating and anti-aging superboost that is 5x more powerful for the skin.

### *Concreta Mask*

- Quarter (about the size of your thumbprint) size of Concreta.
- Put in palm of hands and rub palms together to melt Concreta into a smooth butter.
- Apply all over feet.
- Educate: A mask of organic shea butter seals in moisture and protects skin, for long lasting hydration and nourished skin.

### *Wrap*

- Wrap feet with hot towels or booties.

### *Massage*

- While feet are wrapped massage leg.
- Remove hot towels and massage feet.

### *Attar or Eau de Toilette Application*

- Apply Attar or spritz Eau de Toilette on both wrists.
- Share..."This is your favorite aroma to enjoy the rest of the day"

## RECOMMEND PRODUCT

- Effortlessly direct guests to retail with the Home Care Card.
- Hand guest the Aroma Journey RX Card with all the product you used during treatment checked off.
- Educate: Let guest know if they would like to achieve this look and feel at home all of these products are at the front desk.

**Tip:** Ideally, if you can walk your guest to the retail area and present the card your sales will soar.