

spa opportunities

2 DECEMBER - 15 DECEMBER 2011 ISSUE 126

Daily news & jobs: www.spaopportunities.com

La Costa Resort and Spa relaunches

La Costa Resort and Spa in California, US, has been relaunched by KSL Resorts, following the completion of an extensive US\$50m (£37.1m, €31.7m) renovation of the property.

Facilities at the Spanish mission-style resort include The Spa at La Costa, which includes an internal area spanning 28,000sq ft (2,601sq m) and has 42 treatment rooms.

A 15,000sq ft (1,394sq m) Spa Courtyard includes an outdoor pool and a Reflexology Path adjacent to the herb garden, which is one of only a few in the US, as well as a Spa Café.

The Reflexology Path features smooth cobblestones or beach stones embedded in concrete and laid in specific patterns to stimulate the feet. Walking along the path aims to provide a deep-working therapy and simulate pressure points in the feet.



The resort's 28,000sq ft spa boasts a total of 42 treatment rooms

The Salon at La Costa has been reintroduced as a full-service salon as part of the renovation, while the resort has also teamed up with Carlsbad-based hair care group Eufora.

Other facilities at the resort include an adult-only pool with café and bar; three infinity-edged whirlpools; and the Chopra Center for Wellbeing, which is located on the grounds of the resort.



The 350-bedroom resort is due to open in 2014

Margaritaville Hollywood Beach Resort

Hotel management firm Coral Hospitality Partners is working with The Lojeta Group to create a 350-bedroom luxury resort in Hollywood Beach, Florida, US.

Margaritaville Hollywood Beach Resort will target both families and couples. Facilities at the resort will include a "tropical spa" with a number of treatment rooms, wet facilities and a spa garden. Exact details of the resort will be made available at a later date. Work is set to begin in 2012 with an opening scheduled for early 2014.

Rosewood opens Sense spa at Vancouver hotel

Sense, A Rosewood Spa, has opened at the historic Rosewood Hotel Georgia in Vancouver, BC, Canada.

The 3,000sq ft (279sq m) spa has five treatment rooms, along with an indoor saltwater swimming pool and fitness club stocked with Cybex and Technogym equipment.

The spa's signature treatment, Vancouver Sensation, is a custom blend scrub that imparts the "feel of a glacial breeze and the aroma of mountain air". Other treatments include hot stone and deep-tissue massage, exfoliating body treatments and facials.

Romania to invest in spa tourism

The Romanian government is backing a scheme which aims to promote the country as a spa destination to inbound visitors.

As part of the campaign, twenty resorts will be graded as historic spa resorts by the Department of Regional Development and Tourism (DRDT). The first ten resorts - which include Olanesti, Ocna Sibiului, Govora and Herculane - have been already granted the status with a further 10 being announced during 2012. The accreditation will aim to highlight Romania's spa heritage.

Emilian Imbri, tourism advisor for DRDT, said: "By a government resolution, these ten resorts are the first to have been labelled as spa resorts for balneotherapy.



Ten resorts have received government accreditation

"The next step is for the Ministry of Health to officially grant the certification."

Imbri added that to obtain an accreditation, resorts must meet a number of requirements. These include the stipulation that the resort must have a history in offering spa treatments for more than 100 years

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Daintree Eco Lodge and Spa to be sold

Daintree Eco Lodge and Spa, the award-winning boutique rainforest retreat in Queensland, Australia, has been put up for sale by the family that founded it around 15 years ago.

The resort is sited amid 30 acres (12.1 hectares) of the Daintree Rainforest and has secured nearly 30 awards, including World's Leading Eco-Lodge at two World Travel Awards. Facilities include the Daintree Wellness Spa, which uses Daintree Essentials products made from native and natural ingredients from the surrounding rainforest and spring water.

The spa, which offers a range of Aboriginal-inspired treatments, aims to "harnesses potent natural forces to create a healing environment that is unique". The Julymba Restaurant and Aboriginal Art Gallery is also among the



The eco-friendly resort has won a number of sustainability awards

facilities, in addition to an undercover swimming pool with sun deck.

Colliers International's Jay Beattie said: "The owners of this resort and spa have created a tranquil haven, that's sustainable, at one with nature and celebrates local Aboriginal rainforest culture, yet is also luxurious and indulgent."

Meritage Resort and Spa prepares for expansion

The 158-bedroom Meritage Resort and Spa in Napa Valley, California, US, is to expand its capacity by a further 165 bedrooms in early 2012. The resort, which boasts an 9,000sq ft (836sq m) underground spa, has also joined Associated Luxury Hotels International as part

of its expansion strategy.

Situated beneath the grape-crusher statue at the Meritage, the resort's Spa Terra features 10 private, temperature-controlled treatment rooms, separate male and female steam saunas and soaking pools with water walls.

Accor and Ayers Rock to create indigenous jobs

Australia's Ayers Rock Resort has entered into a partnership with hotel operator Accor in a bid to drive forward a "new vision" for the iconic property and tourist attraction.

The agreement will see Accor provide a full range of services to complement the day-to-day operation of the resort, which is run by Voyages Indigenous Tourism Australia (VITA).

It is hoped Accor will open up new markets for the resort and increase domestic leisure and conference demand, while also creating new job opportunities for Indigenous Australians. A number of initiatives will be undertaken as part of the "new vision", which include a new "under-the-stars" dining experience and the refurbishment of each of the resort's hotels.



Accor has been brought in to provide a number of services at the resort

Other plans include an Indigenous-themed playground and activities centre; the creation of a National Indigenous Training Academy; and a new conference and exhibition centre.

Facilities at Ayers Rock Resort include five swimming pools and the Red Ochre Spa, which is located within the Sails in the Desert hotel.



Trio of Mexican spas for Hard Rock

Hard Rock International (HRI) has confirmed plans to open three branded hotels in Cancun, Puerto Vallarta and Riviera Maya, Mexico, over the course of 2012. It follows the signing of an agreement with Palace Resorts LLC for the conversion of the properties into Hard Rock Hotels, commencing with Hard Rock Cancun early next year.

The 601-bedroom Hard Rock Cancun will boast a spa with outdoor palapa-style massage areas and an "expansive poolscape".

Hard Rock Puerto Vallarta is also due to open during the first half of 2012 and is to include two swimming pools; a spa area; four restaurants and a Moon Lounge.

Elsewhere, Hard Rock Riviera Maya will combine two Palace Resorts properties - Aventura Cove Palace and Aventura Spa Palace - and is due to open in the second half of 2012.



MARKET RESEARCH/SHUTTERFLY

Facilities at Aventura Spa Palace include a spa with 75 treatment rooms

The 489-bedroom Aventura Cove Palace will be transformed to boast a dinner theatre venue; swimming pools; four bars; and family-friendly facilities such as a teen club.

Meanwhile, the 777-bedroom adults-only Aventura Spa Palace, which will also be rebranded, currently incorporates a spa with a total of 75 treatment rooms and offering the signature Temazcal treatment.

Waldorf Astoria to enter The Netherlands

Hilton Worldwide has confirmed that it will open its first Waldorf Astoria-branded property in The Netherlands, after securing a new agreement with Dijkhuis Vastgoed Management.

Waldorf Astoria Amsterdam will launch in 2013 and will see six historic buildings alongside the Herengracht canal combined in order to house the 94-bedroom hotel.

Facilities will include a 500sq m (5,382sq ft) health club and spa, in addition to a number of dining experiences and 400sq m (4,306sq ft) of conference and meeting space.

John Vanderslice, global head of luxury and lifestyle brands at Hilton Worldwide, said: "The Waldorf Astoria Hotels and Resorts brand has become a touchstone for defining luxury



Hilton Worldwide is expanding its Waldorf Astoria portfolio in Europe

experiences and its growth is one of the strongest in its hospitality segment.

"Our hotels are destinations of elegant style and comfort, reflecting great design and architecture in thoughtful details and Waldorf Astoria Amsterdam will be an exquisite asset to our brand when it opens in 2013."

Self-help author jailed over sweat lodge deaths

Self-help author James Arthur Ray has been sent to prison for negligent homicide following the death of three people during a sweat lodge ceremony in, Arizona, US, in October 2009.

According to reports, Yavapai County Superior Court Judge Warren Darrow

sentenced Ray to three two-year terms to run concurrently, as well as being ordered to pay restitution. A further 18 people were hospitalised following the incident. The prosecution argued that Ray had increased the heat to dangerous levels and ignored pleas for help.



Payne will head a new management arm at Topaz

Former Champneys MD Ray Payne joins Topaz

Ray Payne, former managing director of Champneys Health Resorts, has joined spa consultancy and management company, Topaz. Payne, who spent 12 years at the helm of Champneys, has been tasked with leading a new division for the company, Topaz Management Services (TMS).

TMS will focus exclusively on the hospitality, spa and wellness sectors to offer a contractual management service along with management and marketing consultancy services. Payne said his decision to leave Champneys came as he felt it was time to "offer his experience and expertise to other businesses in the industry".

"I had originally planned to set up on my own as a consultant," said Payne. "But seeing the diverse range of activities that Topaz is involved with, I decided to approach them with the idea of creating a dedicated business which would provide management services to the hospitality sector."

New group spa manager for Leela Palaces

The Leela Palaces, Hotels and Resorts has confirmed the appointment of Tricia Bannister as its new group spa manager, who will oversee spa operations at the group's eight properties.

Bannister joins the Mumbai, India-based hospitality operator from Agua Spa at The Delano in Miami Beach, US, and has more than 20 years of experience of spa operations in the US.

Madhu Nair, the director of interior design and operations at The Leela Palaces, Hotels and Resorts said, "Tricia brings with her an impeccable reputation for excellence and a proven record in developing, opening, marketing and managing spa facilities."

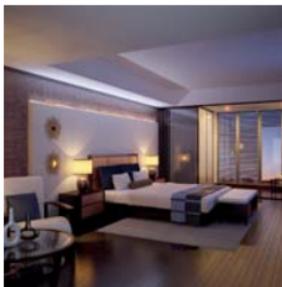
ICMI expands European hotel portfolio

Le Spa at the Sofitel Philippine Plaza Manila Hotel in the capital city of The Philippines has reopened after a redevelopment.

The refurbishment works were forced after the seafloor hotel and spa were flooded following typhoon Pedring - a severe storm - hit Manila in September this year.

The storm destroyed a sea wall which allowed sea water to flush into the property - also forcing the evacuation of guests.

As part of the reopening, a range of new treatments have been introduced at Le Spa, including the two-hour "ultimate chocolate treat".



More hotels changed hands in 2011 then in 2010

Europe's hospitality sector remains 'robust'

New research from professional services firm Deloitte has found that Europe's hospitality sector has remained "robust" throughout 2011, despite ongoing economic uncertainty. In a survey of senior industry figures, more than half (51 per cent) said current trading was better than expected and a further 17 per cent said that performance was "unchanged".

The research was undertaken ahead of the Deloitte Hotel Investment Conference in London and also found that investment in luxury hotel assets is poised to continue.

Meanwhile, the UK was found to be the most popular location out of the top five European markets for future hotel developments, with 46 per cent of votes.

Nick van Marken, global head - advisory, travel, hospitality and leisure at Deloitte, said: "Despite ongoing economic uncertainty, global hotel transactions in the first half of 2011 were more than double the same period in 2010. Funding is still a challenge as lenders focus on reducing balance sheet risk. Cash-rich investors have been the main beneficiaries of the credit squeeze."

Facebook app from GramercyOne

GramercyOne, the company behind SpaBooker, has launched a new Facebook app which will enable businesses to sell gift certificates directly from their Facebook pages.

The app allows the creation of instant gift certificates which consumers can print, email and send viral across the world's largest social media network. The new app will run off GramercyOne's Booker platform, which is used by more than 2,700 businesses around the globe - ranging from large hotel chains to single-location spas, fitness centres and local service businesses.

According to GramercyOne, holiday gift certificates account for more than 33 per cent of total sales across businesses that use the Booker platform during the holiday season, with sales totalling US\$8.3m (6.2m euro, £5.3m) in 2010.



The app allows spas to offer printable vouchers from their Facebook page

The company predicts that more than US\$20m (14.8m euro, £12.7m) will be transacted across the Booker Platform in gift certificate and card sales this holiday season.

Daniel Lizio-Katzen, GramercyOne's COO said: "Gift certificates are crucial for holiday sales. At a time of year when business owners are busier than ever, our gifting tools make it easy for them to leverage their online and mobile presence to maximize sales."

Hilton retail site to sell eforea products

Hilton Hotels and Resorts (HHR) has announced that its hiltontohome.com retail website is to offer skincare and beauty products from its global spa concept, eforea: spa at Hilton. Peter Thomas Roth; Kerstin Florian; L'TYA; and VitaMan products, which are used across Hilton's eforea estate, will be on sale to consumers through the website from 25 November. The eforea: spa at Hilton concept was launched by HHR in October 2010 and currently has seven locations at hotels around the world, with a further 90 in the development phase.

Tyra Lowman, senior director global spa brands, luxury and full service, Hilton Worldwide, said: "The start of the holiday gifting season is a perfect time to share our



The eforea: spa at Hilton-branded products went on sale on 25 November

most popular eforea: spa at Hilton products. "The eforea concept strives to help our guests emerge brighter and we hope our carefully curated product collection helps shoppers bring what they love about eforea: spa at Hilton into their everyday lives."

Investor brothers acquire Mayflower Inn and Spa

Investor Alan Kanders and his brother Warren Kanders have taken over the ownership of the luxury Mayflower Inn & Spa in Litchfield Hills, Connecticut, US.

Famous for its 20,000sq ft (1,900sq m) destination, stand-alone spa as well as its gourmet

restaurant, the boutique hotel offers accommodation in 30 design-led bedrooms.

Spa facilities include a number of treatment rooms, hammam, an indoor swimming pool, spa pool, relaxation areas and a health and fitness club with four exercise studios.

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US and Chinese markets drive Intercontinental's Q3 growth

InterContinental Hotels Group (IHG) has posted a 6.4 per cent increase in global RevPAR during the third quarter of 2011, which was driven by growth in Greater China and the US.

Compared with the three months to 30 September 2010, IHG saw a 10.8 per cent growth in RevPAR for the Greater China region and 8 per cent growth in the US.

However, the group said that global RevPAR growth stood at 7 per cent for the third quarter if Egypt, Japan and Bahrain were excluded. Elsewhere, IHG reported an increase in revenue for the three-month period and a reduction in its net debt, while operating profits were also up on the same quarter in 2010.



Pinks Boutique offers a range of organic products

Radisson Edwardian deal for Pinks Boutique

Organic spa brand Pinks Boutique has confirmed that it has secured a partnership to supply Radisson Edwardian, one of the largest privately-owned hotel groups in the UK. The Spa at Radisson Edwardian's newly-launched hotel in Guildford, Surrey, will be among the locations to offer Pinks products and treatments as a result of the agreement.

Lara Lymanpan, group spa manager at Radisson Edwardian, said: "The Pinks Boutique range of products and treatment rituals feels like a perfect fit for our spas."

East River Spa at New Providence Wharf in London will offer Pinks manicure and pedicure treatments, as well as using Pinks products for all of its waxing services.

Visitors at The Spa at Guildford are to be able to benefit from Pinks' manicures, pedicures, facials and waxing, with both The Spa and East River Spa also retailing the products.

Bannatyne opens 33rd UK spa

The Bannatyne Group has announced the launch of its latest UK spa at the Fairfield health club near Stotfold, Bedfordshire, UK which is open to both members and non-members. Facilities at the new £200,000 spa – the group's 33rd in the UK – include six treatment rooms; a double treatment room; and a relaxation balcony, as well as a spray tan room and a manicure and pedicure area.

The spa will complement existing relaxation facilities at the health club, which comprise a 14-seat spa pool; a large relaxation area alongside a 16m swimming pool; and a steamroom. Treatments for both men and women are on offer at the spa and are provided by Elemis, with ID Bare Essentials; Gelish Semi Permanent Nailcare; and Essie nail care also available.

Justin Musgrove, spa director of The Bannatyne Group, said: "The new spa in



With 33 spas, Bannatyne is one of the country's largest spa operators

Fairfield is an essential part of Bannatyne's drive towards creating an enhanced wellbeing concept under one roof, while also providing a new dimension for members of the health club.

"In line with all our existing health clubs and spas, the Bannatyne Spa in Fairfield will provide a high quality service and experience for every visitor, offering the latest treatments and using leading luxury product ranges."

Nashville hotel to join Autograph Collection

Nashville's historic 125-bedroom Union Street Hotel in Tennessee, US, is set to become the 27th property to join Marriott International's Autograph Collection in January 2012.

The hotel, which will be the state's first to be incorporated into the Autograph Collection, is

housed in the city's former L&N Railroad train station following a conversion in 1986.

Real estate developers Turnberry Associates and Corner Partnership undertook an US\$11m (EUR8.2m, £7m) revamp and restoration in 2005, which took two years to complete.

MWB Group reports 'challenging' trading

MWB Group, the parent company of the Malmaison and Hotel du Vin boutique brands, has reported "challenging" trading conditions for the first four months of the financial year.

The group said that demand in the period between 1 July and 18 November had "softened" due to consumer confidence being impacted by UK and Eurozone economic concerns. However, Malmaison was able to deliver RevPAR in line with figures for 2010 as a result of improvements in room rates, while overall revenues were up 1.5 per cent on last year.

The period also saw the completion of five hotel sales and leasebacks totalling £102.9m, with proceeds used to reduce Malmaison's



MWB operates the Malmaison and Hotel du Vin boutique brands

borrowings by around £100m to £180m.

A MWB spokesperson said: "The completion of the Malmaison transactions, along with the refinancing that was completed in June 2011, provide a more stable platform from which our operating businesses can move forward."

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Le Meridien***** Stuttgart, Germany
The Ritz Hotel***** Paris, France
The Dolder Grand***** Zurich, Switzerland
Grand Hotel Kempinski***** Strba-Strbské Pleso, Slovakia
Jumeirah Zabeel Saray, Palm Island***** Dubai, UAE
The Ritz Carlton***** Istanbul, Turkey
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Hotel Arlberg***** Lech am Arlberg, Austria
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Hotel Prezydent***** Krynica-Zdrój, Poland
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Location: Swissôtel The Bosphorus, Istanbul, Turkey

Spameeting is an exclusive two-day business meeting concept offering the most prestigious projects' sponsors a unique opportunity to have face-to-face meetings with the finest designers and suppliers from the world of wellness and Spas. Projects will be coming from Turkey and Europe.

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www.spameeting.com

8-9 December 2011

Asia Spa Show 2011a

Shanghai, China

New event aimed at senior executives and technicians in the Asian spa sector.

Tel: +8621 6085 1000

www.noppen.com.cn/upcoming/11131/

22-23 January 2012

2nd Annual Spa Marketplace

Hilton Hawaiian Village

The two-day event has a focus on future salon services, wellness, anti-aging, new medical aesthetics, spa trends and medical tourism. Today, there are over 800 Hawaiian lodging facilities as well as over 600 spas of every type serving over 7 million Hawaiian residents and visitors.

Educational Workshops will also offer CEU credits for an array of seminars on spa therapies, business and marketing practices.

Tel: +1 450 833 2400

www.HawaiiSpaMarketplace.com

8-11 February 2012

Kosmetik Expo

Marriott Moscow Royal Aurora Hotel,

A key beauty trade show in Russia.

Tel: +7 495 937 13 18

www.ki-expo.ru

15-17 February 2012

Aesthetic Life

Kiev, Ukraine

This inaugural spa and wellness trade show and conference is part of Kiev's Healthy Nation event.

Tel: +380 44 423 30 89

<http://hn2012.treex.com.ua>

4-5 March 2012

Professional Beauty & European Spa Convention

ExCel London, UK

Focused on strategy and business issues the convention gives a platform to spa owners and senior managers to share their experiences of operating a successful spa. Running alongside a dedicated spa exhibition at Professional Beauty, the UK's largest trade show for the beauty industry the European Spa Convention is set to attract day spas, hotel spas, resort spas and destination spas.

Tel: +44 (0) 20 7351 0536

www.professionalbeauty.co.uk

11-12 March 2012

Spa & Salon Expo

The New Riviera Hotel, Las Vegas, US

The event is designed to appeal to owners, operators, directors and managers for styling and beauty salons; all spa segments, including resort, destination, day, medi/medical, eco, organic and salon spas; aesthetics and wellness centers; tanning salons; boutiques and specialty shops, beauty supply stores, health and nutrition stores

Tel: +1 702-436-6854

www.bestvalueexpos.com/DHBPE.html

13-14 March 2012

Retail Business Technology Expo and Cards & Payments Solutions

Location: Earls Court 2, London, United Kingdom

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right tools, solutions and advice to run their businesses even more effectively.

Tel: 0044 28 874 2728

www.retailbusinesstechnologyexpo.com

14-17 March 2012

SpaTec Spring 2012

The Ritz-Carlton Orlando, Grande Lakes, Florida, US

A 3-day forum of one-on-one meetings between corporate spa owners, directors and design/management companies and leading spa suppliers and vendors from the following categories:

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www.mcleaneventsinternational.com/events/SpatecSpringNA12/about/

26-27 March 2012

Spameeting Europe

Tivoli Lisboa, Portugal, Lisbon, Portugal

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3-6 June 2012

Global Spa Summit

Aspen, Colorado, US

The first gathering to be held in the US since 2008, the 2012 Summit will be very unique, as it's being held in collaboration with the 61-year-old Aspen Institute, one of the most prestigious think-tanks in the world.

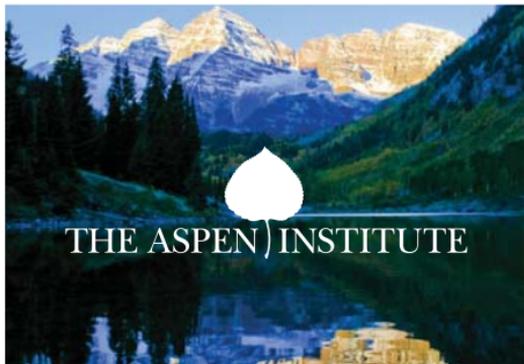
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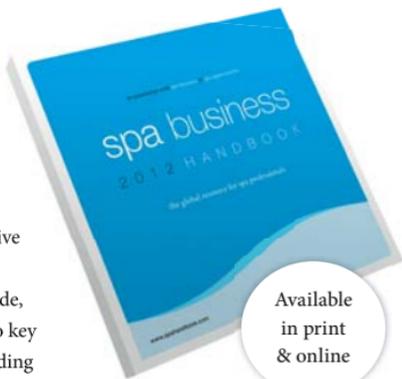
- Industry movers and shakers
- Key industry statistics and research
- A 2012 diary highlighting events, shows and networking opportunities
- Predictions and trends for 2012
- A development pipeline
- Trends and research
- Fitness

{ Supplier information }

- Company profiles including key information, contact details, images of products and a picture of a key contact
- A-Z listing of trade associations

The print edition will be available at £25 per copy

The *Spa Business Handbook* is the ultimate reference guide for the international spa market. Published in 2012 as a comprehensive resource for operators and suppliers worldwide, it will be distributed to key decision makers including leading hotel and spa operators, suppliers, developers, consultants and other experts. It will also be distributed at key spa events, making it a must to be seen in.



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OPINION

Don't miss out on detox

As the new year approaches, spas shouldn't overlook the opportunity to cater for people looking to start the year with a detox programme

New Year is the traditional time for detox and love it or hate it, you would be missing out on key revenue if you didn't play ball.

It used to be that detox was a dirty word, when the 'D' word is mentioned, the natural thought process goes something like: "I'm giving up, I'm not allowed, I've got to stay in and I'll be using products that smell more medicinal than magical". Detox was something to be endured and if you were enjoying it then you were probably not doing it properly!

It's time to re think detox, detox is not just for Christmas! Detox done correctly can be pure luxury. Detox is delicious, it is about giving a few things up so that you can have a whole load more, it's about making yourself look and feel fabulous – it is salon and spa heaven. Detox is all year round too – New Year, new you. Spring clean, beach babe or little black dress – there's always a reason to run detox programmes and



Jane Scrivner

Jane is managing director and creator of Skincare ranges and appliances at Jane Scrivner and Sparcana and has worked with Howard Consulting on spa projects

"You will probably already have the tools and treatments on your menu to be fully 'detox equipped'"

they provide a year round reason to sell detox 'maintenance' products.

Any detox book will talk you through the healthy foods and eating part but it's your job to make the body stuff happen! Detox is about increasing circulation, boosting energy levels, improving lymph function, removing dull skin cells and deep cleansing. Gone are the days when detox was about removing poisonous toxins and they have been replaced with the idea that we live and barely survive on 'empty' foods, high in 'low' nutrition. Detox is about uber healthy food, energising exercise, destressing and positive thinking – not to mention glowing, smooth and gorgeous skin.

When your clients mention they're 'Going to Detox' then you can be there, ready and waiting with their indulgent, detox accelerating treatment plan, let them know that you can help. Becoming a resource and support for their improved health and wellbeing will give your customers a reason to come back, helping them achieve better results means they will attribute you with an element of their success.

You will probably already have the tools and treatments on your menu to make this happen. Sure, invest in a new range or training, but take a look and see – you're probably fully 'detox

equipped' already. Don't forget the 'homecare' aspect. Using dry skin brushes regularly will get great results and improve the lymph function. Using bath and body oils or creams that are formulated to increase circulation and reduce fluid retention – most anti cellulite products do this really well – are good for moving things on. Body scrubs are great as are any facial masques designed for deep cleansing.

Work on their 'detox treatment plan' with them. Start them with a full exfoliation or body brushing to get the circulation boosted and skin glowing. Follow up with a wrap, cocoon or mud treatment to sweat away and purge the toxins then finish with some 'tangibles' like manicure, pedicure and full on facials so that they can really 'see' the results of their efforts. Plan these treatments to fall every few days of their detox so that they feel like little 'rewards'. It breaks up what could be a daunting few weeks into smaller, bite sized detoxes, punctuated with luxury!

Maybe even get your entire staff on a detox programme, giving them every reason to share with their customers how amazing they are feeling and how it has transformed their skin. Your business will benefit from increased revenue and boundless energy from staff!

SAFE SPACE

Lockers



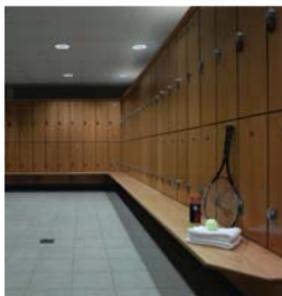
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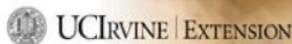
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ESPA

Chinese milestone for Marriott

Marriott International has reached its latest milestone in China, with the signing of the 345-bedroom JW Marriott Hotel Shenyang to become its 100th property in the country.

The US-based hospitality group currently operates 56 hotels across China under a number of its brands, with an additional 44 projects now confirmed as being in the pipeline.

China is seen as one of Marriott International's most important markets other than the US, and the group is to open one hotel a month in China for at least the next three years.

There are currently 11 properties operated under the signature Marriott Hotels and Resorts brand in China, with a further 17 more to open over the coming years. Luxury brand JW Marriott's presence stands at six hotels, with



Marriott's Chinese pipeline has now reached 100 hotel properties

four more to open by 2014. The Renaissance Hotels, Ritz-Carlton and Courtyard brands are also poised for expansion.

Marriott International's Simon Cooper, said: "China is an incredible market and it is a great endorsement of our operations in the country that we have reached the benchmark of 100 hotels open or under development here."

First L'Occitane-branded spa for the US

Resort operator Club Med has teamed up with spa supplier L'Occitane to launch the first L'Occitane-branded spa at Club Med Sandpiper Bay, Florida, US in December 2011. The opening of the spa will form part of a major US\$28m renovation project for the resort. The 5,000sq ft (465sq m) spa will feature seven indoor treatment rooms including one designed for couples massages, a manicure and pedicure area, Zen lounge and a L'Occitane boutique featuring more than 80 products.

The full-service spa will offer services from anti-aging facials and massages to wraps and body treatments. The spa will also feature teen and junior treatments for younger guests ages 8-17 including TOEtally About Me pedicures



The opening of the spa will form part of a US\$28m redevelopment

and Cheeks facials. In addition to expert treatments, the spa will feature a yoga program designed to balance the body and mind through a range of classes.

Xavier Mufraggi, CEO of Club Med North America, said: "Well-being is at the core of both the Club Med and L'Occitane philosophies."

New director for AWAY spa at W Retreat Vieques

Jennifer Findlay has been appointed the new spa director of W Retreat & Spa-Vieques Island, Puerto Rico.

Findlay brings more than 10 years of expertise in spa and holistic health to W Vieques, as well as an extensive background in leisure

services as a personal coach, trainer, yoga teacher, and kinesiologist. She joins from her native Toronto, where she was a founding partner of 889 Yonge, an eco-conscious wellness and yoga community aimed at providing all aspects of holistic medicine.

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