

Newsletter



LILIAN TERRY INTERNATIONAL

May 2009

Greetings all.

Take time out to enjoy some reading material full of news directly from Lilian Terry International.

What has been happening at LTI since our last news letter?

Well we are delighted to inform you that we have sent our first order to Japan, considered to be one of the most difficult markets to get into. This is only our first order but we will keep you updated. We have also recently sent orders to UK, Dubai, USA and Kenya. We now have distributors in PE, John and Liandre Hawkes as well as Annemarie Hayes who has become the distributor of our products in Tanzania. We wish them a long and happy relationship with LTI.



We started the year by going down to Bloemfontein to visit Brenda (Nov-u) our distributor there and did a bit of training, the hospitality we received there was great! We then proceeded to Cape Town in February to train therapists at some Gingko Spa's notably Steenberg, Arniston and Erinvale.

Our Pretoria representative Mercia also did a country trip down to Mpumalanga to visit and train our clients there which she thoroughly enjoyed!

Derek and Nicola ventured down to HZN popping in to various Spa's on the way namely Logique de Beaute, Senses Day Spa and Granny Mouse Country House and Spa. It was exciting to revisit Granny Mouse as they have recently revamped their Spa and employed new and motivated staff - we wish them well.



Our visit to the breathtakingly beautiful Harkloof Spa and Wildlife retreat was another high point of our trip. Harkloof Spa has been awarded the Tatler award at the Dorchester Hotel, quickly followed by another at Indoba in Durban in May. It is easy to see why they keep winning these Destination Spa awards. We are proud to be their suppliers.

Here's Nicola training the Thai therapists at Harkloof Spa.

With all that said, local training continues both for new and existing clientele in product knowledge, refresher and retail selling techniques. If you require any of the above mentioned trainings and are based in the Johannesburg or Pretoria areas please contact us at the office 012 361 2606.

WHAT IS NEW IN THE COMING MONTHS.

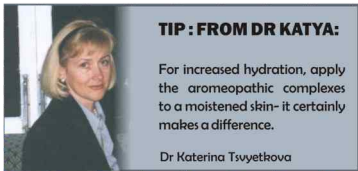
We are pleased to inform you that the long awaited bed which we have been involved with for the past 2 years will be arriving on our shores in August. This world class bed is used to treat clients by stimulating their senses, combining light, sound, colour and vibration to enhance relaxation and balance. Our Italian distributors have informed us that the first 3 completed beds have already been sold in Italy. The launch of this bed in SA will be at Professional Beauty at the end of August on the LTI stand. What makes it even more exciting is that Paulo and Ana, the designers and owners, will be present at our stand to introduce their innovative concept.

NEW COMPLEXES

You will no doubt have seen the enticing new packaging of our facial complexes. These have been received extremely well by the market and if you have not seen them, please do give our reps a call.

Mercia Laubscher - 084 610 0003 (Pretoria)
Carmen Strauss - 082 387 7111 (Johannesburg)





TIP : FROM DR KATYA:

For increased hydration, apply the armoepathic complexes to a moistened skin- it certainly makes a difference.

Dr Katerina Tsvyetskova

EXHIBITION DATES

Beauty World - 9th June
Dubai

Novelles Esta theque - 26-27 July
Radisson Hotel - JNB

Prof Beauty - 30-31st Aug
Gallagher Estate-Midrand

ISPA - 6th-8th Oct
Texas, USA

Cosmoprof - 11th-13th Nov
Hong Kong

News

We will shortly be introducing information on the LT I range of products also on CD. The trend is to go paperless, this is our small contribution to the survival of our planet.



TRENDS

While on the subject of trends, we hear the word Wellness everywhere, which will continue for several years to come. What does Wellness imply? Wellness is generally used to mean a healthy balance of the mind-body and spirit that results in an overall feeling of well-being. This can easily be achieved by retailing the complexes to your client who has already benefited from their salon treatment for maintenance in the comfort of their home.

The importance of Sports massage is becoming very popular. With so many sporting events taking place and of course the the football world cup coming in

2010 this is certainly a growth area. Preparation is vital for those who would like to advertise their services and products to build their businesses and enhance the participants performance efficiently prior and/ post events.

Try the LTI Sports Energy and the Sports Muscle as these complexes are beneficial for cyclists, golfers, runners, in fact they can be used for any sporting or athletic person.

College Training

We have also returned from a fun training at the Academy for Beauty Therapy in Assagay, KZN with a large group of very smart and humorous students. We wish them luck with the upcoming exams!



Baby Massage

Remember our Baby Complexes which have been specifically designed by Lilian with 30 years massage experience and Dr. Katya with 25 years experience as a pediatrician and homeopath. We also have a chart available indicating the various complexes suitable for use during pregnancy and the complexes that have been designed specifically for children. If you require a chart please contact us.

NB. Please do not dilute the Professional complexes as you will not get the required effects. Every complex has been carefully and accurately blended to ensure specific results. Please don't change the formula.

Deadline reminder: The half yearly top therapist application forms are to be returned at the end of June. The top therapist per area will be announced in the next newsletter as well as the Top New comer Spa award winner. Good luck!

Well that's all for now and looking forward to seeing you at Prof Beauty in August.

Derek, Dr Katya and the LTI team.

