

Newsletter



LILIAN TERRY INTERNATIONAL

September 2008

Dear Friends of Aromeopathy

Welcome to our early summer edition of the LTI news letter. Summer is here and most welcome!

It was a pleasure meeting so many of you at Professional Beauty JHB at our stand. Once again Professional Beauty exhibition proved to be the event of the year for the Beauty and Spa Industry in SA.

What has been happening at Lilian Terry in the past three months since our last news letter?

In July we visited our UK distributor, La Cure, in Bournemouth (southern part of England) where Lilian presented a seminar on the use and application of LTI products at the Heaven Spa.

Later in July saw us at Cosmoprof in Las Vegas USA where we exhibited our product range with our US distributor Fran Kotze. The exhibition was very interesting as it outlined the new trends in the cosmetic and packaging industry in USA.

Next it was across the border to The Grand Hotel Portorosê, Slovenia (part of the old Yugoslavia) which is on the shores of the Adriatic sea - a beautiful place surrounded by hills and forests. It was here that we carried out 3 days of training to 20 therapists and spa directors of the new Kempinski and Life Class & Spa Resorts .



The therapists with Lilian, Ana and Paulo (MD of Isidea Spa - front) at The Grand Hotel at Portorosê

The Spa Director Lea Sevšek who has designed the Thai Spa has successfully integrated Thailand into Slovenia!! She has adjusted traditional Thai treatments to consider the physiological and psychological profile of 21st century European men and women. This has been achieved by limiting the stretching component and introducing more lymphatic drainage and fascia release. Lilian experienced their signature Thai treatment as a very relaxing and calming therapy. The use of LTI products has introduced a powerful, results orientated dimension to their treatments.



Lea Sevšek, Ana (Isidea Spa Owner and distributor) and Lilian



Phillip (far left), MD of La Cure and Sonya Olivier with Lilian

Early this month we visited our distributor in Italy for training at the ISIDEASPA and LTI training centre at Monfalcone near Venice. Apart from the spa facilities, the training centre can host up to 50 therapists for theoretical and practical seminars.



Lilian and Derek at Isidea Spa, Italy

LTI range has also been chosen for the new **Joya Spa** of the **Montelucia Resort and Spa** at the foothills of the Camelback Mountains, Arizona. This Spa is part of the Intercontinental Hotel and Spa Group, which opens its doors next month, Fran Kotze our distributor is presently training their staff.

The spa has added five of Lilian's treatment regimes to its menu. They carry her holistic philosophy towards optimising health results for the clients.

Furthermore, we are presently in advanced negotiations with Japan, Latvia and Hungary as they are interested in distributing our products.



It is important to take good care of our health when there is a change of seasons. During these changes, especially when we go into winter, our body experiences a decreased immune activity due to lower temperatures and a more sedentary lifestyle. When it is colder we tend to move less, our general energy levels are lower so sitting comfortably in a warm room becomes an attractive option. I would suggest that you start every morning with application of **Circula** complex to get the blood circulation going. Should you experience slight symptoms of flu I would suggest application of **Lungo Care** to the upper torso during the day and before going to bed. **Sinoless** applied inside your nostrils will help with sinus congestion and speed up recovery. Do not forget to take a good dose of Vitamin C. which works very well as an immune booster. Look after yourself and have a healthy winter.

SOUTH AFRICAN MARKET

We are pleased to inform you that **Karkloof Spa**, a destination Spa near Pietermaritzburg, now stocks the LTI range of products. Designated as a **Wellness Sanctuary**, Karkloof spa has 17 therapy rooms each with a view over the native bushland. The game farm at Karkloof breeds a number of animals including buffalo, black and white rhino, antelope species, zebra, giraffe and wildebeest.

CONGRATULATIONS TO RUIMSIG SPA.

We would also like to congratulate **Ruimsig Spa** (one of our clients situated in the Roodepoort area) who won the **TOP DESTINATION SPA** award of the year at the recent Professional Beauty spa award ceremony in September. Well done to Madelyn (spa manager) and Sarah (assistant manager) for all the hard work! If that wasn't enough, Ruimsig's very own therapist, Leanne de Veer won the **THERAPIST OF THE YEAR** award for her signature treatment where she uses the Lilian Terry Aromepathy Complexes. Well done Leanne we are so proud of you! Keep up the good work!

New packaging

For some time now we have been looking at re packaging our Facial Complexes, at your request. (we do listen to you!). While at the Cosmoprof exhibition we saw a bottle with a pump which we thought was right for our range. We have since contacted the manufacturer and ordered them. Hopefully they will be here by the end of October.

EXHIBITIONS

The final one for 2008 will be at ISPA Conference and Expo in Las Vegas in mid November - the premier event in the USA Spa Industry. This is the gathering place for all the top Spa Directors, Managers, Buyers etc with very good speakers at this 4 day event.

While at Prof Beauty I gathered that several Spa Managers from SA will be attending this event. We will be delighted to welcome them to our stand # 938.

Exhibitions 2009

Although it is only late September plans are already being made with the co operation of the Department of Trade and Industry to take 8 SA companies to exhibit at Professional in Beauty in London in early March 2009. We will keep you informed in our next news letter.



It is so good to wake up in the morning and see new bright green leaves on the trees and feel a comfortable warmth in the air. Do we feel comfortable looking at our bodies and faces after winter? In most cases I would say the answer is NO. So what can we do about it? There are a few tips I would like to share with you. Start your day with a warm glass of water with freshly squeezed lemon juice. After a warm/cold shower (always finish it with cold water) and dry body brushing, apply our Cellulotherapy Complexes. Start with number 1 for 2 weeks, number 2 for 2 weeks and number 3 for 2 weeks. While using these products you will experience not only a decrease in cellulite and fat deposits but you will also feel so much better in yourself as they act as strong immune and detoxifying agents. They have a slight appetite decreasing activity so that you will not feel so hungry! For dry and dull skin I would recommend using our Vital Regen range as it will give your skin a boost and a glow you are looking for. There is always an answer to every problem if you only try to find it. My wish for you is to see you happy with a slimmer figure, less cellulite and radiant skin.

We would also like to take this time to welcome to the Lilian Terry Team our new sales representative Mercia-Jeanne Laubscher who joined us from Revitalise Day Spa. Mercia will be our new Sales Representative for the Pretoria, Limpopo and Mpumalanga areas. We wish her a long and successful journey with us! So for any queries from any of the above mentioned areas please don't hesitate to contact her. Mercia's contact details are as follows:
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