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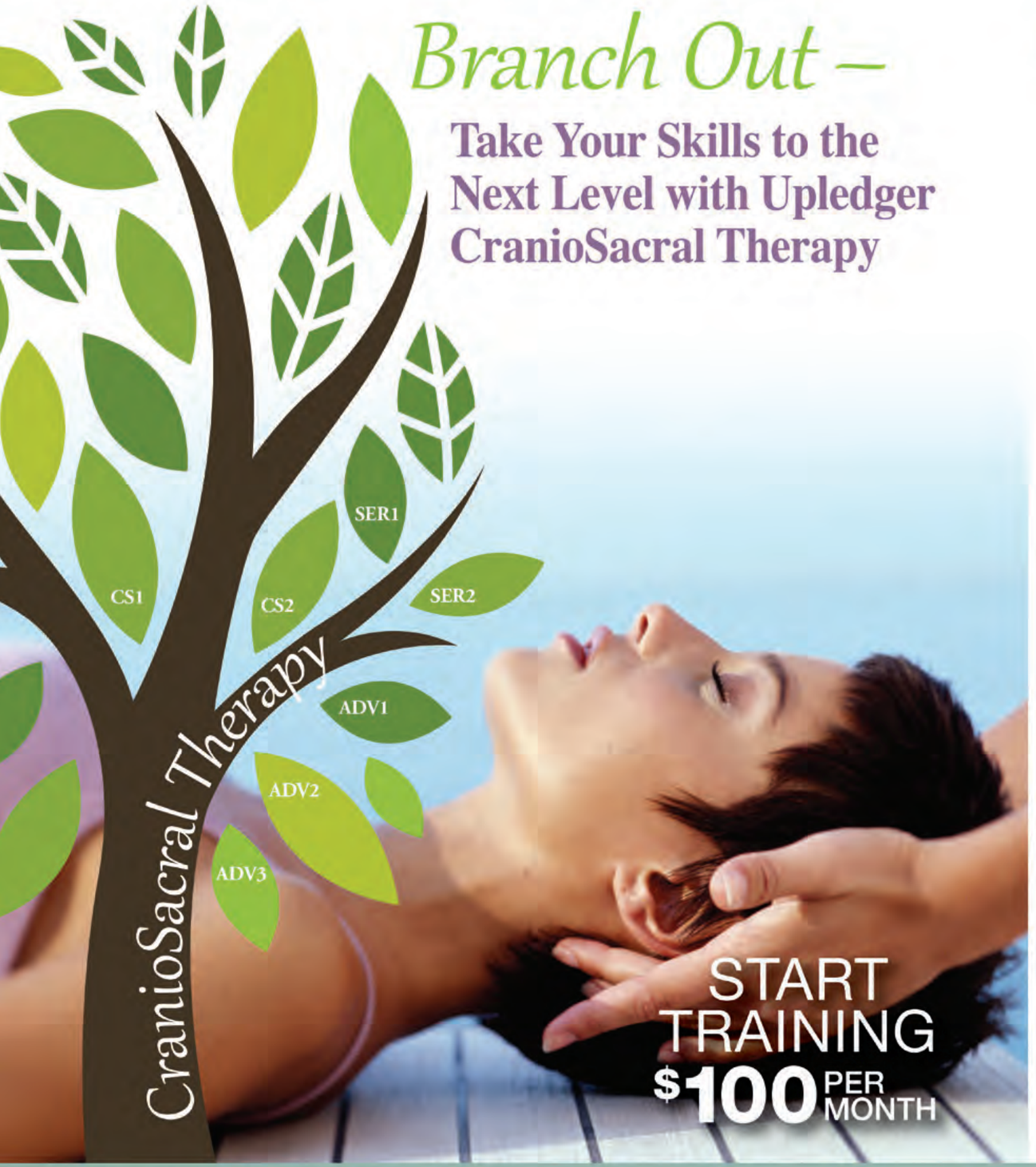

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Welcome to the 12th annual *MASSAGE Magazine* Buyers Guide, a cross-referenced, comprehensive guide to the companies serving the massage profession. We publish this issue every January as a resource meant to support therapists' business and session-room success.

New this year, we present "Retail Success," the *MASSAGE Magazine* guide to incorporating client home-care products into a practice. This issue also features "Apps for Your Practice," our annual report on helpful applications related to massage, business, anatomy, self-care and customer service.

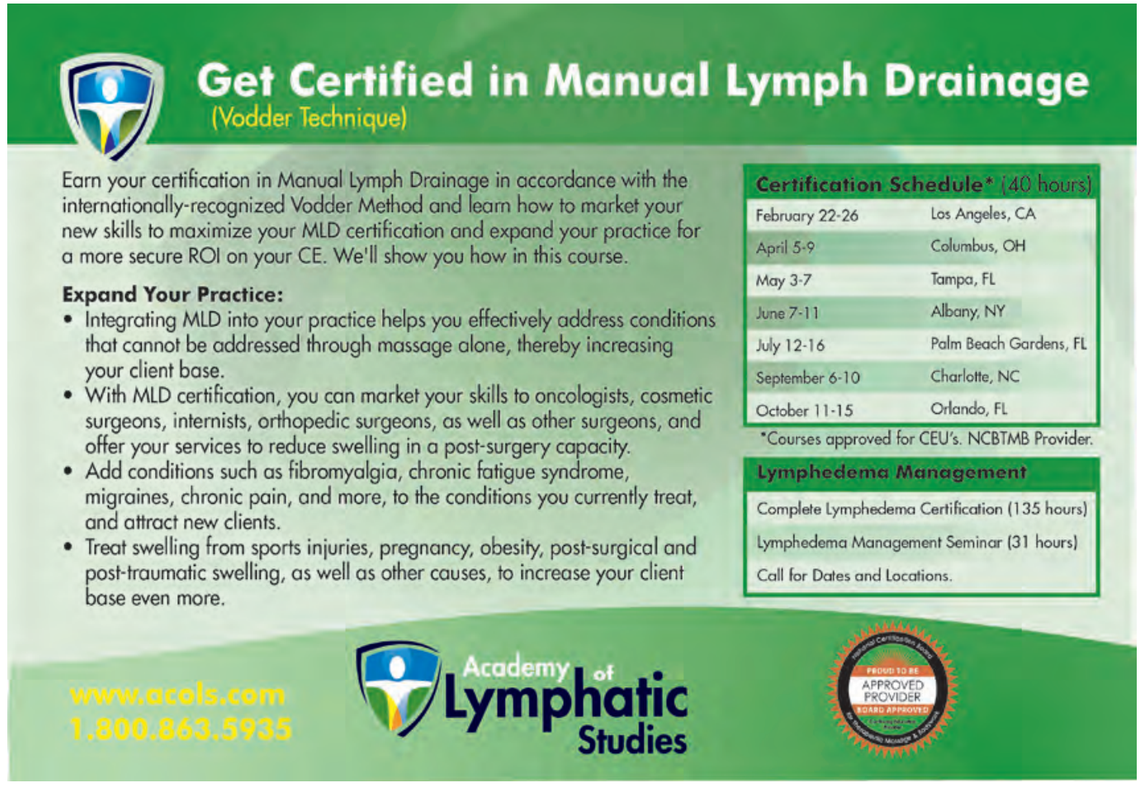
This Buyers Guide also contains "Scholarships, Grants & Giveaways," "Massage Research Organizations," "Exam Resources," a calendar of events, and an A-Z Company Directory of the service providers, educators and product companies serving the massage field.

Access our Buyers Guide information online, all year long, at massagemag.com. All of the companies that serve the massage profession can continuously update their listings on our website, so you have immediate access to the latest product news and information.

Keep this issue at hand throughout the year and use it to locate the goods, continuing education and services you need to run your massage practice and assist your clients.

We'd love to know how this Buyers Guide helped you. Please feel free to contact me at edit@massagemag.com.

Karen Menehan



Retail Success

Massage clients and therapists benefit from product sales

Succeed at Retailing

by Laura Allen

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I often hear from massage therapists that they don't make enough money, and that they're afraid of becoming burned out. Having another stream of income is never a bad thing for anyone, as long as you go about it in the right way. Retail sales is an ethical, potentially lucrative secondary income stream, and there is no reason not to consider adding a retail component to a massage practice.

There are many massage therapists who may already be retailing products in their practice, and many more who may have thought about it, but haven't taken the plunge.

Regarding massage therapists in the haven't-taken-the-plunge camp, why might that be? Some people might hesitate to make any investment in products for fear of losing money; others may feel that sales of any kind raises an ethical issue. Still others who might like to retail may believe they just don't have the space to do so.

Let's break all this down.

Ethics

It is not unethical to sell something, but it is *always* unethical to tell a client that they *need* anything you are selling, no matter what it is, or how much you think it might be just the thing for them.

I have personally experienced massage therapists on my own social media pages soliciting me to buy something. It was especially disturbing during my husband's serious illness, when people were trying to sell me things they claimed would help him. That is so wrong on so many levels.

It's unethical to make any type of medical claim, or to go outside professional scope of practice through word or deed. Promising people that using frankincense oil is going to cure their cancer, for example, or that drinking a smoothie is going to cause them to lose weight, or that a certain skin care product will make them look years younger, is rampant on social media—and one can only assume that if a massage therapist is saying such things on his or her Facebook page, he or she is probably saying it to clients in the office.

In the same vein, recruiting clients to be part of a multi-level marketing organization is never a good idea. If they value you as their therapist, they may agree to buy products they don't really want, or invest time or money to keep from hurting your feelings. If they invest money in your weight loss shakes, for example, and fail to lose the weight you've claimed they were going to lose, or fail to make the commissions you said they would make, it could cause ill will and harm your therapeutic relationship.

There is an inherent power differential in our therapeutic relationships, and it's in our favor. You should also always remain aware that when you become a retailer, you are placing yourself in the position of being in a dual relationship with the client. Clients tend to view us as authority figures, so telling someone they *need* the product you're offering is taking unfair advantage of that relationship—and is indeed an ethical violation.

In my own practice of more than a dozen years, where I employed other therapists, my staff members were forbidden to sell anything at all, unless the client said something about it first, such as, "I love this heated neck pillow—do you sell it?"

There are some employment situations where selling is an expected part of the job, and the pressure to sell may be high.

For example, it is a common practice when working at some franchises, spas and cruise lines that you earn commissions for selling retail products, and you may even have a sales quota to meet. I have heard from massage therapists in other employment situations who complained of this, and were uncomfortable with the expectation that they may be expected to sell a product they don't even personally use or believe to be beneficial.

Be sure, when you're seeking a job, to ask if selling is a part of it; and if you feel uncomfortable about that, you may want to look elsewhere.

Choose well

I learned by trial and error in my own business that the only things I was going to be successful in retailing were the products I actually used with clients during a session, such as the previously mentioned neck pillows, hot-and-cold packs, and topical pain relief products.

Over the years, I allowed people to talk me into investing in other things—handmade jewelry, soaps and other items that usually ended up languishing on the shelves, with the possible exception of around holiday time when someone might be looking for that extra little gift.

When the client has actually experienced a product and benefitted from it or just enjoyed it, they are more apt to purchase it. That's not to say you *can't* sell your beaded earrings or handmade candles in your space, but it does present a more clinical image, if that's the image you're going for, when you limit yourself to therapeutic products.

Product display

If your office is large enough to have plenty of space for a display area, great, but even those with limited space can still have a few offerings. Pinterest is a great website for getting display ideas (in fact, I have a board on the Soothing Touch Pinterest page full of them); you don't have to get stuck in the "I'll just get a bookshelf" mode.

If you're a one-room operation, you might use a pretty basket, or a vintage hatbox to display your items. A shabby-chic dresser could be used to store sheets and supplies, and the top can be used as a display area. A corner shelf works for people in small areas. Shelves that are attached to the wall keep things off the floor and don't interfere in your work area when space is tight.

> **The smart thing to do is start with small quantities, until you find out how well a product is going to sell.**

Host events

Hosting a pop-up sale or Ladies' Day was always a popular event in my office. I hosted these types of events once or twice a year with great success. I would invite vendors to set up in the classroom at my office—people with offerings such as handmade items, makeup, purses, clothing, or other things of interest to women.

Refreshments and free chair massage were offered all day, and I took a small percentage of sales or bartered the selling space for some of the goods for personal use or to give as gifts. I would also run a special on gift certificates and package sales during these events, and broke my personal record by selling several thousand dollars' worth of gift certificates in one day during one such event.

Start small

One thing that is discouraging is getting stuck with a lot of product you don't sell. The smart thing to do is start with small quantities; avoid going overboard buying a lot to start out with, until you find out how well a product is going to sell. Having to deal with three bottles of lotion that didn't sell is better than having to deal with three dozen.

Educate yourself

If you're going to sell anything, you need to be an expert on it. Be sure you know the shelf life of any products that

are subject to expiration dates—which includes virtually every product that contains water. People don't think of water as being an ingredient that expires, but it does eventually grow bacteria, even when preservatives are added, so be sure not to sell out-of-date product.

Educate clients

You should be prepared to answer any question about any product you're offering. Never give people a made-up answer—you could end up causing harm. You should know the ingredients in any ingestible product, skin care or cosmetic item you are selling. Many people have nut allergies, and most items that contain any type of nut oil, or that are processed in a facility where nut oils are processed, are of a special concern.

There are also people who have allergies to other ingredients. In almost 20 years of doing massage, I had never heard anyone say they had an allergy to chamomile, and in the past six months alone, I've had six people tell me they have an allergy to it. I recently had a woman ask if the stearic acid in a product was animal or vegetable. She wasn't vegan, but she had a specific allergy to stearic acid derived from animal products.

If you retail any type of product that people are going to ingest or put on their body, then you should always have the safety data sheets from the manufacturer on file so you can give intelligent answers to any questions you may be asked.

Product liability

You may believe that only the manufacturer is responsible, and that you have no personal liability for selling a product that causes harm, but that's usually not true. Therapists have to be aware of this, not only for the products they're selling, but also for products they use with clients.

Operating without liability insurance is taking a huge risk. A client in my own practice got a quarter-sized blister from a product a few years ago, and the therapist's liability insurance paid her $15,000 in damages.

Be aware of product liability if you are making your own products, as some therapists do. It's nearing the holiday season as I am writing this, and I often see massage therapists on social media who are making homemade scrubs or oil blends, either to give as gifts to clients or to sell. Be certain to include a label with the ingredients, and realize that you may be held responsible for any allergic reaction or other harm.

Happy selling

Retailing can be a great way to supplement your income, but remember that the responsibility is yours to do it ethically. You don't want clients questioning your motives, or ever feeling pressured to buy anything.

Read "If You're Not Retailing—What's Your Excuse?," by Laura Allen, at massagemag.com/retailexcuse.

Laura Allen is a massage therapist, author, educator, and the Massage Division Director of Soothing Touch (soothingtouch.com). Her latest book is *Nina McIntosh's The Educated Heart, 4th edition*, published by Lippincott Williams & Wilkins. She resides in Western North Carolina with her husband Champ, also a massage therapist. M

3 BIG BENEFITS OF RETAILING

1 Retail results in more income. Retailing products in your office will allow you to generate income for you that is not dependent on being paid specifically for your time without you physically performing a session. If you sell items online through your website, you will make money while you are not even in your office.

2 Retail creates better customer service. When you make products and supplies available for sale at your clinic, you will provide better customer service.

If a client is in pain or in need of something like a hot pad, analgesic cream or massage tool to get rid of knots in the comfort of his own home, you are providing a great service by making products convenient for your client to purchase directly from you. It is not pushy; you are simplifying your client's life.

When you suggest items that will benefit your clients, they appreciate they don't have to research on their own what product would be best for them. When you teach them how to use the item, they will feel more comfortable using it.

3 Retail brings in new clients. When you promote the fact that you carry specific items at your location, it actually helps you generate more clients. When potential clients who are looking to buy an item search online and find your website, it will often get them in your door. Once they come in to purchase the product from you, they often decide to set an appointment for your massage service.

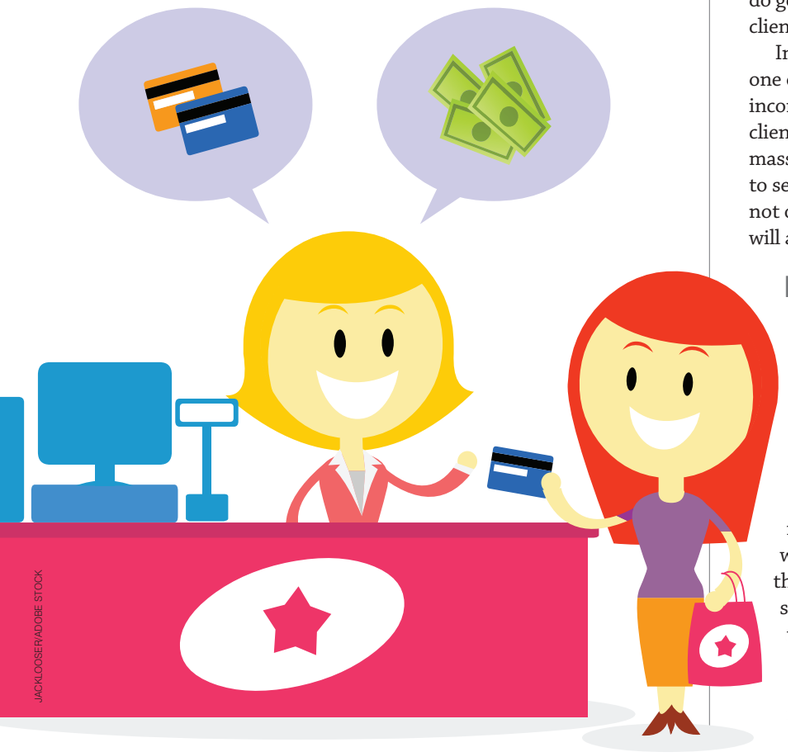
—Irene Diamond, R.T.

Make More Money

How to Use Retail to Help Clients *and* Your Bottom Line

by Irene Diamond, R.T.

"How do I make more money?" It's a common cry among massage therapists. Have you wondered the same thing?



Of course, the first thought therapists have, as the way to increase revenue, is to get more clients. It's true the more clients you see, the more money you can make. But because of the physical nature of massage, there is a limit to the number of hours you can provide massage. It's pretty agreed upon that a full practice for a single practitioner is about 20 hours of hands-on appointment time.

So what happens when all your appointment timeslots are filled in your calendar? If you're like many successfully booked therapists, once you hit your schedule cap, you actually can't fit in any additional clients. So even though you do generate a nice income from seeing all those clients, you will reach a limit on your income.

Instead of trying to squeeze in more clients, one of the easiest ways to generate additional income and provide more service to your clients is to incorporate a retail aspect into your massage business. Once you find a few items to sell that your clients need and want, you will not only have a new revenue stream, but you will add a new level of service to your clientele.

Real-world success

I so often hear therapists tell me they feel product sales are too aggressive to share with clients—but since when is it wrong or pushy to provide a product your clients can benefit from?

I'd like to tell you about a coaching client I had a few years back who, after 13 years of fighting it, began to incorporate retail into his practice. He was a podiatrist who would treat his patients and then send them with instructions to go to the drug store down the street to buy inserts for their shoes to cushion their feet. I stressed the value of providing orthotic inserts to his patients on-site. If he made his recommended brand of orthotics available, his patients wouldn't have to make a trip to the store and stand there staring at a sea of options, only to get frustrated about what to buy and possibly leave without buying anything.

He balked at my suggestion to retail orthotics, but once he tried it, he soon realized what an enhanced service it was for his patients to have the shoe inserts right at his office. Now his patients could purchase them from him instead of having to leave and go find them on their own. Now he could hand them the pair that was sure to fit, and make some money on the transaction. He would even ask them if they wanted him to open the package and help put them in their shoes.

Of course, most patients said *yes*. They loved the extra service and they loved not having to run to a store. An important thing to note is the patients did not mind paying a few extra dollars to be able to get the inserts in his office because he saved them time and un-needed stress.

Now before you say, "Yeah, but he's not a massage therapist," let me tell you about another coaching client who *is* a massage therapist.

She never sold products before we worked together, but I suggested she simply go to Costco and buy a few packs of ThermaCare heating pads. She added $3 to $5 per pack to the price she bought them for. When she had a client who could benefit from applying heat to their back or neck, she would ethically suggest the hot packs to her clients. She would let them know she had them available or they could go to any drug store and find them, probably for even a little less money.

> **From the choice of products to suggested usage, the client's best interest should always be foremost.**

Guess what? Almost every single client she offered the hot packs to bought them even though they knew they were marked up to a higher price.

Why did they buy from her? Because they trusted her and trusted her product suggestion was based on what was needed, not just to make a sale.

They also felt the added convenience of getting the product right then and there was well worth paying more for it to avoid hassle. Because the item was in her office, the client saved time from having to go to the store to find the correct item or make choices from all available products on the shelf and then spend more time at the check-out register and drive home.

When you include retailing as an aspect of your practice, you will do it ethically and with integrity. From the choice of products to your suggested usage, the client's best interest should always be first and foremost.

Only suggest products you believe will benefit clients, never make false claims and always give clients the choice of whether or not to purchase from you.

If the need for an item comes up during a session, discuss the benefits of it with your client. The conversation should be private while you're still in the treatment room. However, your retail products are best discussed after the session and not while your hands are on your client. This allows you to keep your session focused on the treatment, plus it keeps your professional boundaries intact. If your clients ask about an item during the session, you can simply say, "That's a great product and I will explain it more once you are dressed."

Additionally, clients may see a product they are interested in buying while they are standing and checking out. To adhere to HIPAA rules, if the item is specific to their health, rather than a music CD, for example, be sure your conversation is discreet—and if other people are present, go into a private room to discuss how the product can benefit their health and wellness.

A short list of popular, easy-to-sell items includes self-massage tools, heating pads, cold packs, exercise balls and bands, candles, analgesics, lotions or creams, and music CDs.

Display retail items in your reception area and if they're small enough, have them visible at your front desk so they are at both hand and eye level. Post images and descriptions of your products on your website and, if possible, include client reviews. Pick one product at a time to send out educational information via email to clients discussing the benefits of the item and your other clients' positive experiences from using it.

A new revenue stream

Once you find a few products that sell well for you, you can choose to provide a wider range of items. Always choose products based on what your clients would like or need—and remember, you can always ask them directly for suggestions of products to carry that will make their life better.

Good luck with adding this new revenue stream to your practice. Remember, you are not only adding to your bottom line, but also to the satisfaction of your clients.

Irene Diamond, R.T. (thediamondmethod.com), is a rehabilitation therapist and creator of successfulmassagetherapist.org. She is founder of Active Myofascial Therapy—The Diamond Method, and a Massage Therapy Hall of Fame inductee. She is dedicated to taking businesses from good to great, with her strategic insight and knowledge. M

Sales Tax & Licenses

ALEXANDER NOVIKOV/ADOBE STOCK

by Cherie Sohnen-Moe

Dealing with sales tax is one of the biggest concerns therapists have about product sales. Visions of stacks of paperwork and endless reels of red tape take over their thoughts. Yet, collecting and remitting sales tax is quite easy to do once you have the proper licenses.

Most states require you to collect sales tax on products you sell, although certain food-based products are exempt. Many cities and counties impose additional local sales taxes. These tax rates range from less than 1 percent to more than 10 percent. Luckily, states provide easy-to-read charts that list the local tax rates.

For instance, the state sales tax rate in Arizona is 5.6 percent. There are 91 incorporated cities in Arizona, each with its own additional local sales tax. There are many different sales tax rates throughout this state. The city of Tucson, Arizona, for example, charges an additional 2 percent sales tax, plus there is a .5 percent sales tax charged by Pima County, in which Tucson is located. Thus, if your practice is located in the city of Tucson, you must collect 8.1 percent sales tax on products sold.

Sales tax is calculated by multiplying the purchase price by the applicable tax rate, and is collected by the seller at the time of sale. Continuing with our example, if you sell $1,000 worth of products in Tucson, you must collect $81 in sales tax. Technically, you don't have to "collect" it, but that is the amount you must remit to the government. If you don't charge your clients the sales tax, that money comes out of *your* pocket.

Licensing requirements

You need a transaction privilege tax license if you live in a state that requires you to collect and remit sales tax. Sometimes, that license is bundled with a business license. Keep in mind that in most states a business license is not the same as an occupational or professional license. Many states don't even require service businesses to have a business license; you only need to apply for a transaction privilege tax license.

The U.S. Small Business Administration maintains a list of state and federal entities overseeing licenses and permits (sba.gov/licenses-and-permits).

FindLaw is another website to explore (smallbusiness.findlaw.com). Search for *business license* to access information on how to obtain business licenses and permits.

Whether you do your research online, in person or via telephone, be sure to contact your city or county business licensing division for its requirements. The government rules and regulations can change at any time.

For example, until a few years ago in Tucson, Arizona, you applied for a city business license (with an annual renewal fee) and then, if you sold products, you applied for a separate transaction privilege tax license (which had a one-time fee of $12 paid to the state). Currently, you have the option to get a business license that allows you to sell products or one that is just for services. Yet in most cities in Arizona, businesses need a separate transaction privilege tax license.

If you have any difficulty retrieving the information you need from the above sources, go to your state department of revenue website. I searched a couple of different states and found the department of revenue websites have the most complete, clear information—and included local requirements, too.

Necessary information

Compile the following information before filling out the transaction privilege tax license form:

- Business name
- Business entity (e.g., sole proprietor, LLC, PSC) and date it was established
- Employer ID Number (federal business tax ID) or Social Security Number if you are a sole proprietor with no employees (simplefilings.gov-tax.net/Federal-EIN)
- The start date for collecting sales tax in your state
- The type of products or services to be sold
- The amount of sales tax you estimate you will collect
- If you have more than one location, whether you will be filing consolidated returns

Reports

How often you must submit reports and the collected sales tax varies. Usually you are required to fill out a form on a monthly basis for the first year. If the volume is low, the state might reduce it to quarterly or even annually. Remember that while it is called state sales tax, the percentages usually vary by the type of taxable activity and the city.

Many office-management software programs also track your inventory.

Also, if you purchase products to resell, you don't need to pay sales tax to the companies that sell you the products. The companies from which you purchase products often ask for your resale number (which is on the transaction privilege tax license).

Once you know the sales tax rate you need to charge, you are on your way. If you use an accounting or office-management software program, it should calculate the amount of sales tax to charge for each sale and prepare your sales tax reports. Many of these programs also track your inventory, so you can be automatically reminded when a stock level is getting low, and they can output a variety of reports to use to track sales trends.

Smart business

Retailing products is smart business. Selling products benefits the client in that it extends your massage-session benefits at home and increases your income, all at the same time. I encourage you to explore adding—or increasing—retail sales to your practice.

Cherie Sohnen-Moe (sohnen-moe.com) is an author, business coach, international workshop leader and successful business owner since 1978. She has served as a faculty member at the Desert Institute of Healing Arts and the Arizona School of Acupuncture and Oriental Medicine and is president of the Alliance for Massage Therapy Education. She is the author of *Business Mastery* and *Present Yourself Powerfully,* and co-author of *The Ethics of Touch.*

SHIRONOSOV/THINKSTOCK

Retail Therapy

Create Health in Clients & Your Practice

by Felicia Brown, L.M.B.T.

Selling retail to your massage clients is both ethical and beneficial—for therapist and client—and should be an important part of every therapist's practice.

Yet, stand in front of any group of massage therapists or massage therapy students and ask, "Why are you a massage therapist?" or "Why do you want to be a massage therapist?" and most people will respond with one or more of the following answers:

• "I had a chronic pain or health issue and massage was the only thing that helped me recover, feel better and get healthy."

• "I love making people feel good and helping them relax, get out of pain and improve their well-being and lives."

• "I've always been told I had a gift for touch and decided to make a career of it."

• "I want to make a difference in the world."

The crux of each of these answers is we are all called to help people through our touch and related knowledge about health, wellness, the body, posture, relaxation and related areas.

Another way to say this is we do massage to help people find solutions to their health, wellness or stress-management concerns and issues. We are there to meet their needs for creating a better, more relaxed, pain-free life. We want to serve others.

Regardless of *your* answer, selling retail is an integral part of our path and career.

In fact, selling retail products that help clients meet their needs or improve their levels of pain, stress or overall well-being is a perfectly natural fit for most massage therapy businesses. Honestly, suggesting someone purchase a neck wrap that can be heated or chilled and used between visits is no different than making a referral to another practitioner, demonstrating self-care techniques (stretching, how to stand in alignment) or suggesting a client reschedule additional appointments to help him reach his desired goals.

In other branches of the spa-and-wellness industry, such as esthetics, selling products is an understood and expected part of the client experience. This is how it should be in the massage profession as well.

Bridge the gap

Why is there so much confusion and so many differences of opinion among massage therapists when it comes to retailing?

It's sad to say, but unfortunately some massage schools, instructors and even state licensing boards insinuate selling retail is somehow detrimental to the client. Some people seem to think by suggesting products—even products that can help clients achieve their goals of wellness or relaxation, or lengthen the relaxation experience—massage therapists are somehow in conflict with the client's main interest of getting massage. Some people even go so far as to say selling retail is unethical and bad for a massage business.

However, unless a particular product is something so off-purpose from the client's goals or is out of the therapist's scope of practice or knowledge base—selling dietary or weight-loss supplements without adequate training or knowledge and appropriate licensure, for example—this assertion is way off-base.

In fact, if therapists are *not* selling products meant to enhance the client's results or wellness, they may actually be doing a disservice to their clients.

Think about it. When you use the word *massage* or *spa*, most people immediately think of a tranquil environment, relaxing and healing services, or they just envision a place to unwind and get away. Combined with that, they think about how great they will feel during a session. They will also want to find ways to extend the experience and effects of the session.

As such, it is also important to remember that most people come to a massage, spa or wellness business seeking solutions for pain relief, stress management or related issues. Someone who comes in for a massage might be suffering from a few aches and pains or general tension, or be recovering from an injury. Clients receiving body treatments like cellulite wraps, self-tanning or body polishes are probably preparing for something special, such as a big event or trip.

When clients have these services done at a reputable clinic, practice or spa business, they expect to be treated by knowledgeable professionals who can not only provide treatments but also make educated suggestions about how to continue to improve their condition after they leave. For this reason, it is vital that massage professionals are prepared to meet those client needs with a proper array of at-home products for body and mind.

> **Meet client needs with a proper array of at-home products for body and mind.**

Satisfaction and service

It is also extremely important for massage therapists to think of the retail area as a powerful contributor to a business' financial health, not just in terms of retail revenues but also in client results, retention, satisfaction and service.

I suggest you take a moment before continuing to read this article to do this exercise:

1. Make a list of products you could possibly suggest to your clients, in terms of home care, that might have a logical retail component.

2. If you are uncomfortable thinking of these as items to sell, begin by thinking of what you would give your clients to take home if you could do so at no cost to them.

3. Think only of products that are within your scope of practice, such as items that relate to the body, including body-care, aromatherapy and self-massage products; items that are considered more as gift items, including CDs, candles and boxed gift packs; or reference materials that relate to the work you do, including DVDs and books.

Once you have this list, you will see there are many products your clients can use to support their self-care between sessions—and by offering such products in your practice, you will better support your clients' health.

How to sell retail products

Let's take a look at a few possible scenarios in which a therapist can ethically sell products to a client, as well as

AFRICA STUDIO/ADOBE STOCK

Be wary of selling handmade products, oils and lotions that are not regulated or properly insured against client injury or reactions.

some situations in which retail sales might not be such a good idea.

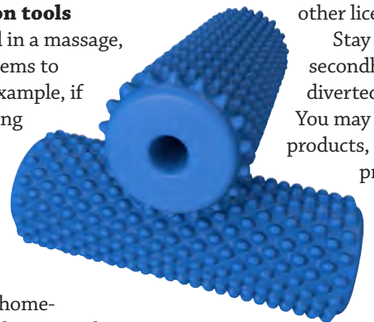
Professional products

During a massage, you use a variety of professional-grade products, including massage therapy oil or lotion, topical analgesics, heat or cooling packs, aromatherapy, foot lotion, eye pillows and so on. You may also play CDs or downloadable music tracks, burn candles or use "positive thought cards" on your table.

PHOTOS BY ADOBE STOCK

Unless otherwise stated by a product manufacturer, each of these products—if allowable in your scope of practice—is a logical and ethical fit for your retail offerings. And as the client has already "tested them" in the treatment room, they are already aware of the general benefits or effects and should be easy to suggest or sell.

Home-care and relaxation tools



In addition to items used in a massage, there may be some logical items to carry in your practice. For example, if you suggest yoga or stretching as a part of home care, DVDs that show common stretches you recommend make perfect sense.

For people who need pain relief between visits, there are a variety of home-care massage tools that, while not used in a typical massage, are a great choice for clients to use on themselves when they do not have time or funds for a massage appointment.

Read "Retail Success: How to Choose Products," by Felicia Hayes, at massagemag.com/chooseproducts.

Gifts and general wellness

Depending on your type of client and practice, there are other items that can be an ethical fit for your business, such as clothing, locally made crafts, and books, DVDs and CDs on topics including meditation, holistic health and natural healing. The keys are understanding your clients' needs and staying within your scope of practice.

Gray areas

Depending on licensure and what is allowable in your business, some product-related gray areas to avoid or to bring on only with diligent research include makeup, skin-care products and hair-care products. This includes many of the multilevel or direct marketing products out there. Just because the general public is able to sell them does not mean doing so while licensed as a massage therapist is ethical or suggested.

No-nos

Of course, you may only offer products that are within your scope of practice as a massage therapist or other licensed specialty.

Stay away from resale products from eBay or other secondhand networks, as well as products possibly diverted from their intended markets or distributors. You may also want to be wary of selling handmade products, oils and lotions that are not regulated or properly insured against client injury or reactions, as there is little to no protection for you if a client has an incident.

Many options

In addition to selling retail products, you can explore other options for providing clients with the home-care choices they need, in ways that are convenient for them and beneficial for you:

Include with a service or package purchase

Choose something that has a high perceived value but is not too expensive to give away with a client's first massage, such as an analgesic. If you offer multiple services or packages, you might include a corresponding product, such as a take-home body polish or moisturizer, that is actually charged as a part of the purchase price of the package.

Include with gift certificate purchases

Whether a client purchases online gift certificates through your website or at your office or business, including some kind of retail product with the purchase by increasing the price slightly can increase your gift certificate sales.

For example, if your average gift certificate sale is $50 and you want to increase that amount to $75, include a free gift with purchase, such as an aromatherapy neck wrap.

Give away as a thank-you or loyalty gift

At the end of the year or during a client appreciation week, you can give clients a retail gift to thank them for their business. Ideally, this is something you carry in stock in case they want to get more as they use up what you gave them or to purchase for a friend.

Improved results

Selling the right retail products for the right reasons will provide clients with what they really want: solutions to their problems.

By making it easy for your clients to buy those items, you are doing just that and helping them improve their overall level of satisfaction, results and well-being. As a bonus, selling retail will benefit your bottom line and the health of your business.

Felicia Brown, L.M.B.T., is the owner of Spalutions! (spalutions.com), which provides business and marketing coaching and consulting for massage, spa and wellness professionals. She is a sought-after public speaker with appearances at many national and international conferences, and has been featured in numerous trade publications. She is a licensed massage therapist and National Certification Board for Therapeutic Massage & Bodywork-approved education provider.

Read "Create a Script to Improve Sales Communication with Clients," by Gael Wood, at massagemag.com/improvesales.

Educate Clients

Don't Sell Products!

by Karen Menehan

SYLVIROBI/ADOBE STOCK

"I got into massage therapy to help people with my hands—not to be a salesperson." This is one sentiment sometimes voiced by massage therapists when presented with the concept of adding retail sales to their practices.

Salespeople are often equated with less-than-positive stereotypes: They are pushy, insensitive, unconscious to the customer's needs—in short, everything a massage therapist is not.

But retail sales within a massage practice do not really have much to do with sales, and certainly don't reflect any of the stereotypical behavior mentioned above. Instead, sales of self-care products to massage clients is all about education.

The products familiar to most massage therapists are hard to find by clients; offering them at the end of a session assists the client in maintaining health between sessions—and in relying on her massage therapist in another way, beyond hands-on relief.

There *are* legitimate concerns regarding combining sales with a hands-on practice, but, according to massage-business experts, with thoughtfulness and common sense, any massage therapist can offer products for sale—and boost both client health and practice income.

The commonly held concerns surrounding sales in the massage field include: Fear of abuse of power within the therapist-client relationship, belief that clients will judge the therapist who sells products as pushy, the idea that opening the door to sales means transforming a practice into a mini Walmart, and the impression that if product sales won't generate substantial income, they're not worth considering.

In reality, you can offer products to your clients in a way that is relaxed, ethical and supports your professional mission of client care.

Massage-business experts and therapists who sell products have examined the issues surrounding sales in the massage field—and they have a wealth of advice to offer on how to successfully integrate product sales into your practice.

The power differential

In a typical client-practitioner relationship, the practitioner naturally has more power than the client. The reason clients hand over power to therapists rests in certain unconscious dynamics, explained the late Nina MacIntosh, author of *The Educated Heart: Professional Boundaries for Massage Therapists, Bodyworkers, and Movement Teachers*. (MacIntosh was interviewed on this topic in 2007; she passed away in 2010.) "[Clients] are in a more passive and dependent role," she said. "They are seeing us in an unnatural situation when we are at our most compassionate and are focused on them and what is best for them."

What can then occur, added MacIntosh, is the client putting the therapist on a "power pedestal" and looking up to her as an authority figure. There is no doubt that the power differential exists; however, if that differential is kept in mind and addressed appropriately, it doesn't have to preclude product sales.

"There's a medium ground here," said Cherie Sohnen-Moe, co-author, with Ben E. Benjamin, of *The Ethics of Touch: The Hands-on Practitioner's Guide to Creating a Professional, Safe and Enduring Practice*. "Most times you can find a midway point where you can do things that are ethical and not crossing the line."

For instance, informing the client about products you have available should take place before or after the session, never during the session when the client is at his most vulnerable.

Before the session, you can tell the client that you have available any of the products you will be using during the session. Or, after the session, you can ask the client if she felt a particular benefit from, for example, an aromatherapy blend you used, or from having her legs propped on a bolster. If she replies in the affirmative, tell her that you have those products available for her to use at home, between sessions.

"The main ethical issue about selling retail products is that we don't want to take advantage of the trust, affection or authority that clients give us because of our role," said MacIntosh. "A hard sell is totally unethical and may also turn off our clients, who have come, after all, for a massage and not a retail opportunity."

Product sales as self-care

A concept that will help ensure an ethical approach to sales, and prevent clients from perceiving you as pushy, is to realize you don't have to actually *sell* anything. Instead, focus on the fact that you are educating clients about products for their personal use. This is actually the most important thing to remember in the product venue: Your purpose in offering products is not to make a sale, but to offer clients the opportunity to embrace self-care.

One way to do that is to offer the same products you use in session. For example, if you use a cryotherapy gel on a client's particularly tight trapezius, you can indicate after the session that self-application of the gel between office visits would be beneficial.

> **Offering products expands the circle of healing from your session room outward, to include the client's home.**

Other products that can be used at home include, but aren't limited to, bolsters, lubricants, CDs, heatable grain bags, aromatherapy blends, cold-packs, pain-relieving gels and sprays, candles, self-massage books and tools, and electronic massage chairs. Offering such products expands the circle of healing from your session room outward, to include the client's home care.

"What [product sales] does is involve everybody in the healing process," said Debra Berman, assistant director of Bellanina Day Spa in Ann Arbor, Michigan. "If I [as a client] buy a neck roll or a balm or a bolster, I've accepted some responsibility for some of my self-care."

Encouraging self-care through product sales is also a way of providing a service to busy clients. Instead of having to search the internet or drive across town to the health-food store, they can purchase massage-related items in your office—which further expands the relaxation aspect of your practice.

Some manufacturers have point-of-sale display units that a therapist can place in the waiting room, said Fred Osborne, chief operating officer of Sombra Cosmetics, a manufacturer of professional therapy products.

"These point-of-sale displays sometimes come with a brochure or some type of literature to explain the benefits of using the product," Osborne said. "Invest in a nice display unit to help make the sale easy for both you and your client."

If you have discovered products that could improve the client's health, then go ahead and make them available to clients, said Bob Baxter, president of Helios Health Products, a pain-relief products company that offers re-sell opportunities to health-care professionals. "It's not much different than discovering a great product and sending a friend or client to a store to buy it," he added.

Product appropriateness is key

Another practice that keeps product sales on an ethical high road, and your inventory well within your control, is making sure you only offer items that you wholeheartedly believe in. Deciding to sell products doesn't have to mean turning your session room into a product showroom. You might decide to offer just one or two products—and if that is the amount you feel comfortable with, that's plenty.

If you specialize in pain relief, a small shelf containing pain-relieving analgesics would fit into your practice as a natural extension of your bodywork.

"Retail products sold by the massage therapist should be complementary to the business of massage. Otherwise, the clients may resent the massage therapist for pushing unrelated products on them," said Colleen S. Holloway, the author of *Success Beyond Work: What Prosperous Massage Therapists Know—Minimum Work, Maximum Profits, and a Sellable Business*.

If you specialize in pain relief, for example, a small shelf containing pain-relieving analgesics would fit into your practice as a natural extension of your bodywork. In general, the products you offer should be aligned as closely as possible to the type of work you do.

"[Massage]-related items in general would be safe territory," said Angie Patrick, director of business development for Massage Warehouse, a Scrip Company. "[But] if a therapist also happened to be a real estate agent, it would not be in good taste to discuss the three-bedroom, two-bath fixer-upper while engaged in client-care options."

In addition to offering only massage-related products, you should steer clear of offering any type of product that could be considered outside your scope of practice. To make that determination, check with your state massage board or local regulators. One area of particular concern to massage business-and-ethics experts is the sale of supplements.

"Gray areas come into play with products like vitamins and supplements, where care must be taken not to diagnose or treat something that would be outside scope of practice and the domain of other types of health-care practitioners," explained Mimi Wang, president of Golden Sunshine USA, a Chinese herb company that offers re-sell opportunities to health-care professionals.

If a massage therapist is not allowed by law to offer supplements, she could be fined or prosecuted for operating outside her scope of practice. At best, her professional reputation may be at risk.

"My concern is that if someone sees that a therapist is [selling supplements] to me, it actually makes them less credible," said Sohnen-Moe. "If you have 40 different supplements that you're selling and you're not a certified nutritionist and you haven't done extensive training, how do I know how you're going to treat my body in the bodywork session? Are [you] really qualified to do what you say you can?"

For the same reason, massage therapists should steer clear of any products that make medical claims.

What the experts conclude is that there are plenty of massage-related products available to offer to clients, without risking a breach of scope of practice.

"The massage therapist has to do due diligence and be critical [of] what really fits within their comfort zone as a massage therapist," said David Rossi, who was director of the health-care division of Interactive Health LLC, an electronic massage-chair and handheld-massage-tool company that offers re-sell opportunities to health-care professionals, when this article was written.

Ultimately, if you decide to carry products, it is your responsibility to do the research to make sure you believe in them wholeheartedly and would not be put into legal jeopardy by selling them.

How your bottom line benefits

By selling products, you will enhance and strengthen your relationship with clients, according to Osborne, "because clients will feel that the therapist is trying to meet a need or fill some void in their life.

"Seeing or using the product at home will also provide a daily reminder of the quality services provided by the therapist, possibly resulting in more visits, more often, by the client," he added.

How much profit you make selling products depends mostly on whether you re-sell products that you purchase at retail prices, or sell products that you obtain from companies that specialize in offering re-sell opportunities to health-care professionals.

For example, if you buy 10 bottles of essential-oil-infused lotion at your local health-food store to offer to clients, you can mark them up just slightly to cover the time and gasoline you spent obtaining them, meaning you'll either break even or make a small gain. This type of product sales will put you at the low end of the profit spectrum.

Another, potentially more lucrative, way to approach product sales is to pursue re-sell opportunities. That way, you pay less for the products to begin with, and realize a greater profit from each sale.

If you decided to sell electronic massage chairs, for example, you would sign up as a re-seller and purchase one chair for clients to use while waiting for their session. If they express interest in purchasing a chair, you would simply give them a brochure that contains ordering information. When the client places an order, you are credited with the sale and sent a check.

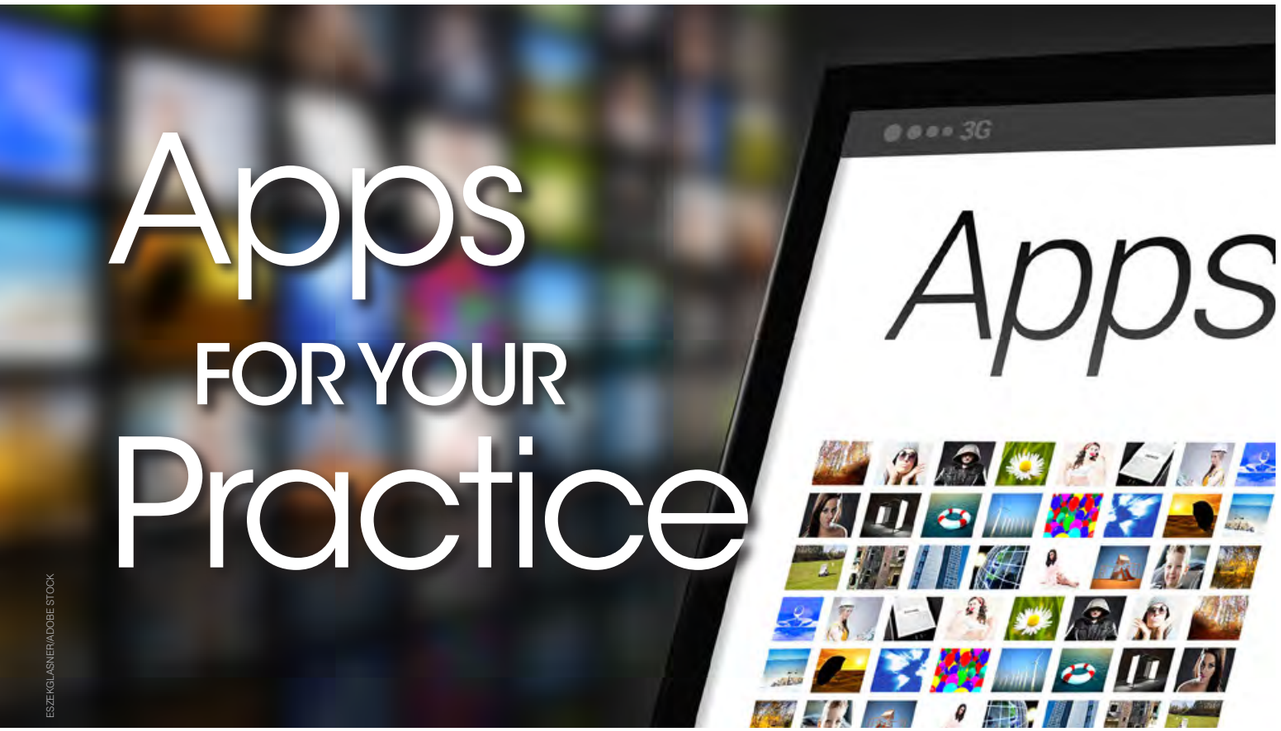
But whatever type of product sales you create, remember: Products' real value to your practice is more about how clients perceive you.

"If you position yourself as the expert when it comes to client self-care, you will not only strengthen your relationship with your client, your practice will prosper financially," said Patrick. "Becoming the go-to source for your client can also encourage your clients to recommend your services to their friends and family. As their resident expert, you have positioned yourself and your practice in a perfect trajectory for success."

Showing clients you support their ongoing wellness through self-care leads them to have a deeper appreciation for your services, which creates better health for them—and greater financial health for your practice.

Karen Menehan is *MASSAGE Magazine*'s editor in chief. Her recent articles include "Stay Safe Out There: 5 Keys to Outcall Massage Security" (September 2016) and "New Massage Continuing Education Plan Met with Opposition" (massagemag.com, Nov. 2, 2016).

Read "Make More Money with Retail Products: Your 5-Step Plan," by Brandi Schlossberg, at massagemag.com/5stepplan.



ESZEKGLASNER/ADOBE STOCK

There are apps to address virtually every facet of a massage practice. Apps can help you learn anatomy and massage techniques, study for your licensing exam, explore modalities, streamline business practices and provide music for sessions.

Practice

Massage Therapist (LMT) Client Intake Application

Capture client contact information, massage history and medical history, with the option of attaching a photograph of the client to his record. This app serves as an alternative to paper forms. Compatible with Windows desktop and mobile devices, as well as Android, iPhone and iPad.

Canvas • gocanvas.com

Intuit QuickBooks Payments

This app enables you to send invoices and accept bank account or credit card payments online or with your iPad, iPhone or Android phone or device.

Intuit • intuit.com

PayPal Here

Accept client payments via your smartphone or tablet by plugging PayPal Here's mobile card reader into your device's audio jack. Clients can pay via credit or debit card, and don't need to be PayPal customers in order to use this method. You can also easily track retail sales, generate reports, and issue invoices or refunds. Compatible with iOS, Android and Windows devices.

PayPal Inc. • paypal.com

Square

Take payments with your iPhone or Android phone by plugging in the Square Reader device; set up a countertop point of sale by attaching the Square Stand to your iPad. You can also create a library of items you sell, with names, photos and prices; send clients email or text receipts; track sales data; and customize and sell gift cards.

Square • squareup.com

Relax Melodies

Three apps—Relax Melodies, Relax Melodies Seasons and Relax Melodies Oriental—combine your choice of music with white noise to effect relaxation. Certain apps are compatible with Windows Phone, Android and iOS operating systems.

Ipnos Soft • ipnossoft.com

Clear

If you're an Apple user, this app offers a simple interface for creating personalized to-do lists and setting reminders so you won't forget important tasks. Lists sync via iCloud so they remain up-to-date across Mac, iPhone and iPad.

Real Mac Software • realmacsoftware.com/clear

MINDBODY Express

This app allows you to create a detailed profile for each client, keep track of appointments, manage registration for classes you teach, sell products and accept payments. Compatible with Android and iOS operating systems.

MINDBODY • mindbodyonline.com

Artichoke

This app features easy-to-use tools to power your massage business, in the office or on the go. It includes online scheduling, payment processing, client management, reports, balance tracking and appointment reminders. Artichoke is a responsive online app designed to work on desktop computers as well as mobile devices.

Artichoke • getartichoke.com

Booksy Biz

Using this app, clients can view your real-time appointment availability and receive immediate confirmation and reminder emails; and you'll receive notifications of booked appointments. In addition to mobile access, Booksy features scheduling widgets you can embed into your practice's website and Facebook page. Compatible with Android and iOS operating systems.

Booksy • biz.booksy.net

Click4Time Booking App

Check your schedule on the go; manage appointments, resources, staff schedules and client data; and create SOAP notes, custom intake forms and invoices. Clients can use a simple, convenient interface to book appointments with you online, 24/7. Compatible with Android and iOS operating systems.

Click4Time • click4time.com

MozyPro

This app helps protect against data loss by offering online backup for all your files—documents, photos, music and more. You can set up regular backups, sync backups across all your computers and devices, and access files anytime on your mobile device by downloading the Mozy app. Compatible with Android and iOS operating systems.

Mozy • mozy.com

Google Play Music

This app provides access to more than 35,000 songs, featuring categories such as Today's Best Music, Having Fun at Work, and Waking Up Happy. Accessible online or via Android and iOS operating systems.

Google • play.google.com/music

Technique

Massage Techniques

This app features 130 massage techniques, 13 full massage routines and an anatomy section. Each technique includes a video demonstration, still image and description. Compatible with Kindle devices; Windows desktops, tablets and phones; and Android and iOS operating systems.

Real Bodywork • realbodywork.com

Muscle Premium

Take an interactive dive into the human body, with information about muscles, attachments and actions. A 3-D atlas section includes information about more than 600 muscles, 200 bones and hundreds of peripheral nerves and ligaments. Compatible with Windows desktop and touch, Mac, Android and iOS operating systems.

Visible Body • visiblebody.com

Natural Remedies with Aromatherapy

This app features 72 recipes for self-care and natural-healing products made with essential oils. Compatible with iOS and Android operating systems.

Aromahead Institute • aromahead.com

Complete Anatomy Lab

View, zoom and rotate parts of 12 complete body systems, including the skeletal, muscular and lymphatic. You can also watch animations, reveal layers, create notes and share screenshots. Compatible with iPads running at least the iOS 9 operating system.

3D4Medical • completeanatomy.3d4medical.com

Anatomy in Motion

This app features more than 450 flash cards, 225 muscles and 100 animations, as well as note-taking capabilities. It also includes more than 650 board-level study questions. Compatible with iOS operating systems.

Mografi • mografi.com

PalpationMapp
This app provides a detailed, high-definition visual guide to identifying and palpating 91 essential muscles. The videos in this app are based on content from the *Trail Guide to the Body* DVD. Compatible with iOS operating systems.
Books of Discovery • booksofdiscovery.com

Self-Care

Soothe
Use this app to schedule a massage for self-care, seven days per week, from 8:00 a.m. to midnight—including holidays. If you're certified, have your own massage table and have reliable transportation, you can apply to become a Soothe therapist. Compatible with Android and iOS operating systems.
Soothe LLC • soothe.com

Massage Envy Spa
Find a Massage Envy Spa near you and make massage appointments, as well as note specific areas of discomfort, tension or pain and choose the degree of pressure you would like your therapist to use. This information is picked up after you schedule an appointment at a Massage Envy franchise location. Compatible with Android and iOS operating systems.
Massage Envy • massageenvy.com

MyFitnessPal
If you're trying to start or maintain a healthier lifestyle, this app offers many helpful tools. It provides a database of nutritional information on thousands of foods, plus the ability to track your meals, exercise, weight, measurements and water intake. It also functions as a social network where you can connect with others who share your health-and-wellness goals. Compatible with Android, Windows Phone and iOS operating systems.
MyFitnessPal • myfitnesspal.com

Headspace
Designed to teach you how to meditate, this app is available in both free and premium versions. Free access includes the Take10 10-minute meditation program, while subscribers get access to Headspace's full content collection on a variety of wellness topics. You can also connect with friends for motivation. Compatible with Android and iOS 9 or later operating systems.
Headspace Inc • headspace.com

LaVida Massage Mobile App
This app sends clients mobile-exclusive promos and makes scheduling at a LaVida Massage franchise location simple. Compatible with Android and iOS operating systems.
LaVida Massage • lavidamassage.com

Health
This all-in-one app is created to be a dashboard for all your health and fitness information. Track everything from nutrition and calories burned to medications, allergies and cholesterol, all in the same place. Share data with other apps you use—or with your physician—and track your progress over time. Available for devices running iOS 8 and higher, including the Apple Watch.
Apple • apple.com/ios/health

1:1 Nutrition Coaching by Rise
Rise matches you with a personal nutrition coach, a registered dietician who can help you reach your goals. Use the mobile app to snap pictures of your meals, and your coach will give you daily one-on-one feedback, suggestions and motivation. You can also track your progress. Compatible with iOS operating systems.
Rise • rise.us

Zeel Massage On Demand
This app lets you book a massage appointment for self-care, or sign up to have clients referred to you and earn approximately 70 to 75 percent of the session fee. Compatible with Android and iOS operating systems.
Zeel Massage On Demand • zeel.com

JZ Fitness Nutrition
This app offers nutrition and workout tracking, plus daily feedback on your progress. Instead of counting calories, it aims to help you eat a balanced mix of the macronutrients your body needs, and makes meal and portion suggestions tailored to your gender, weight and health goals. Compatible with Android and iOS operating systems.
JZ Fitness • jzfitness.com

iSleep Easy
This app contains nine guided meditations with optional music or nature sounds, designed to help you fall asleep and improve the quality of your sleep. You can create your own playlists based on your favorites, or try one of the three pre-set playlists. Compatible with iOS and Android operating systems.
Meditation Oasis • meditationoasis.com

Yogeze
Designed to help defuse the tensions that accumulate while working at the computer, this app features 3-D animated characters who appear discreetly on your monitor and demonstrate one of 10 relaxing movements to mirror. These reminders will help you resume a healthy posture, take a breath, let go of stress, rejuvenate and feel better. Compatible with Windows, Mac, Android and iOS operating systems.
BackEze LLC • backeze.com

Lumosity
With this app you can give your brain a workout, helping improve your memory and problem-solving skills through short, fun games developed by neuroscientists. Access more than 50 games on the website or via any mobile device, and keep track of how your performance improves over time. Play online, or on Android or iOS devices.
Lumos Labs Inc. • lumosity.com

Students

MBLEx Exam Prep 2017 Edition
Study anywhere, using your mobile device. Review critical information in study mode, or switch to simulation mode to practice test-taking. The app includes questions on anatomy, physiology and kinesiology; bodywork application and assessment; pathology; professional standards; and ethics, business and legal practices. Compatible with iOS and Android operating systems.
Pocket Prep Inc. • massage.pocket-prep.com

Flashcard Machine
Create your own set of flashcards to help you memorize key concepts, then review them on your smartphone or tablet. This app features pop quiz creation capability, a time-based study mode, study reminders, and the ability to collaborate with other users on your cards. Compatible with iOS and Android operating systems, as well as Kindle Fire devices.
Flashcard Machine Mobile LLC • flashcardmachine.com

Google Keep
Make sure your study notes are right at your fingertips, wherever you need them. Using Google Keep, you can take notes, make lists, record audio and add photos, then review everything from your mobile devices or computer. Set reminders so you don't forget important tasks, and share your notes with study partners. Compatible with iOS and Android operating systems; also available via the website and as a Google Chrome browser app.
Google • google.com/keep

AudioNote
With this app, you can record instructors' lectures while also typing notes; the app will synchronize your written notes with the recording so you can recall the context in which you typed them. You can also highlight information and upload files directly to iCloud or Dropbox for easy sharing. Compatible with Windows, Mac, Android and iOS operating systems.
Luminant Software • luminantsoftware.com

Evernote
Keep study notes organized while also clipping full pages from the internet into your notebooks, which you can read right in the Evernote app on your desktop computer or mobile device; everything stays synced across your devices. Make checklists of important tasks and set reminders so you don't neglect anything. You can share and discuss with classmates within the app, for easy study collaboration. In addition, the premium edition offers the ability to transform your notes into slideshow presentations and annotate attached PDF files. Compatible with Windows, Mac, iOS and Android operating systems.
Evernote Corporation • evernote.com Ⓜ

Massage Research Organizations

Research into complementary techniques is one way massage is making strides into the medical environment. Investigators have determined that massage benefits specific complaints, conditions and clientele; as research unfolds, massage could continue to be accepted and utilized as a valuable form of health care.

Massage Therapy Foundation

massagetherapyfoundation.org

The Massage Therapy Foundation (MTF) was formed in 1990 by the American Massage Therapy Association. Its mission is to advance the practice and use of massage therapy through grants for scientific research, community outreach and educational scholarships, available to all massage therapists.

MTF aims to bring "the benefits of massage therapy to the broadest spectrum of society through the generation, dissemination and application of knowledge in this field," according to its website. MTF awards research grants once a year to individuals or teams conducting studies on the efficacy of massage for specific conditions and the role of massage therapy in health care. Contact the foundation for applications and deadline information.

National Center for Complementary and Integrative Health

nccih.nih.gov

The National Center for Complementary and Integrative Health (NCCIH) is one of 27 institutes and centers within the National Institutes of Health. NCCIH's mission, according to its website, is to "define, through rigorous scientific investigation, the usefulness and safety of complementary and integrative health interventions and their roles in improving health and health care."

NCCIH awards grants throughout the world to support CAM research and to provide training and career-development opportunities for predoctoral, postdoctoral and career researchers. Each year, NCCIH sets research priorities in specific areas of health.

For a list of current research priorities, applications and deadline information, contact the Division of Extramural Research at NCCIH.

Touch Research Institute

miami.edu/touch-research

The Touch Research Institute (TRI) was formed in 1992 by Director Tiffany Field, Ph.D., with a startup grant from Johnson & Johnson. Since then, TRI in Miami and its affiliates in the Philippines and France have conducted more than 100 studies on the effects of massage therapy.

Significant findings include enhanced growth, decreased pain, decreased autoimmune problems and enhanced immune function. According to TRI's website, the institute's mission is to "better define touch as it promotes health and contributes to the treatment of disease."

The organization offers two-day, $500 workshops once a month in Miami. The workshops focus on research methods, and no prior experience is required. Massage therapists in the Miami area may contact TRI to participate in ongoing studies.

MassageNet Research Network

massagenet.org

This practice-based research network uses data gathered from therapists and clients, in real-world settings, to answer important research questions. The network

was established in 2009 with funding assistance from the Massage Therapy Foundation.

Its mission is to "develop and maintain communication between professional massage therapists, students, educators and researchers," according to its website. The network's founders intend to conduct high-quality research and then share those findings with others to expand the body of knowledge available in the field of massage therapy. MassageNet is committed to understanding the effectiveness of client care, as well as the health care process that occurs within individual practices.

Canadian Touch Research Center

ccrt-ctrc.org

The Canadian Touch Research Center conducts, supports and collaborates on research aimed at pain relief, pain prevention and improved

quality of life. The center's website states it is "the first in the country exclusively devoted to the knowledge advancement of massotherapy and technical touch therapies."

The center works toward this goal by implementing research that evaluates the application of touch therapies for specific conditions and publishing the results of such research.

The center emphasizes research pertaining to physical and physiological conditions, such as fibromyalgia, muscular performance and chronic muscular pain; psychological issues, such as bodily perception, behavior problems and stress; and human relations, such as massage in palliative care and for premature babies.

Ida P. Rolf Research Foundation

rolfresearchfoundation.org

The Ida P. Rolf Research Foundation was founded in fall 2007. According to its website, it "encourages and supports interdisciplinary, scientifically sound research focusing on the therapeutic mechanisms, clinical effects, longer-term health effects and utilization of Structural Integration, a therapeutic method designed to evoke whole-body improvement of function and well-being." Ⓜ

Visit massagemag.com/research to read Research Reports on massage and complementary health care modalities.

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21 Drops Essential Oil Therapy			•	•							
A Scents Worth				•							
ACE Massage Cupping & MediCupping				•							
ADORAtherapy				•						•	
Advanced Health Products	•	•		•							
Africology				•						•	
Alcanz Int'l		•									
All About Massagers			•	•							
All One Peace				•	•					•	
Amber Products		•		•		•					
American 3B Scientific				•							
Anakiri BioEnergetic Skin Care				•	•						
Angelina Organic Skincare										•	
Anson Aromatic Essentials			•	•							
Aroma Naturals		•		•						•	
Aroma Thyme	•	•	•	•	•			•		•	
Aromafloria				•				•			
Aromahead Institute				•							
Aromatec			•	•							
Aromatherapy Associates		•									
Aura Cacia			•	•						•	
Auroma Int'l	•	•		•		•	•			•	
Auromere Ayurvedic Imports							•				
Aveda		•		•	•					•	
Awakening Spirit				•						•	
AzureGreen		•	•	•		•	•				
Baby Mantra				•					•		
Bach Original Flower Remedies					•						
Badger Company				•	•					•	
Banner Therapy Products		•	•	•		•				•	
Bath and Body Bliss		•								•	
Beauty Secrets				•						•	
Bed of Nails		•								•	•
BELCAM									•		
Bellabaci				•	•				•		
Bertaut Beauty				•	•	•				•	
BestMassage.com—TAO Trading	•		•	•							
Big Kahuna Native Naturals				•							
Bindi		•		•			•				
Bio Jouvance				•							
Bio2 Int'l										•	
BioElectric Shield				•							
BioSource Naturals	•			•	•				•	•	
BIOTONE Professional Massage & Spa Therapy Products		•		•						•	•
Birch Hill Happenings Aromatherapy	•	•	•	•				•	•		
Blossom Pods				•							

COMPANY NAME	BOTTLES & DISPENSERS	CANDLES	DIFFUSERS	ESSENTIAL OILS & BLENDS	FLOWER ESSENCES	HERBS	INCENSE	INHALERS	LUBRICANTS	MISTS & SPRAYS	PILLOWS & WRAPS
BML Basic				•							
Body Concepts						•					
Body Logic	•	•	•	•	•		•				
BodyBliss				•							
Bodyceuticals										•	
BODYCOFFEE		•								•	
BodySense											•
Brittanie's Thyme				•							•
BsaB Candles		•	•	•							
Bubalina Beauty									•	•	
Bubi Bottle	•										
CA Botana Int'l									•	•	
Candle Impressions		•									
Chopra Center		•		•		•	•		•	•	•
Christine Valmy										•	
Clear My Head				•		•		•		•	
Clinical Health Services	•			•							
Conscious Colors				•						•	
Cosmic Essential Oils				•		•				•	
CosmicFlower Aromatherapy			•	•						•	
Cuccio Natural									•	•	
Deserving Thyme		•		•							
Diffuser World			•	•							
DOCTOR HOY'S Natural Pain Relief Gel									•		
Dream Organics										•	
Dreaming Earth Botanicals	•		•	•	•			•		•	
EarthLite			•	•							
Eco-Beauty Organics									•	•	
Effleurage				•					•		
ELANVEDA				•		•					
Elizabeth Van Buren			•	•						•	
Energy Muse		•					•				
Energy Wellness Products				•		•			•	•	
EO Products				•							
Epicuren Discovery				•					•	•	
Erbaviva				•						•	
Essence of Vali				•					•	•	
Essential 3			•	•					•	•	•
Essential Med Tools				•							
Evan's Garden				•		•					
Eve Taylor		•		•						•	
FarmHouse Fresh		•									
Fleur's USA				•	•						
Flow Masters		•									
Flower Essence Energy				•	•					•	
From Nature With Love	•	•		•		•					
Fully Pure			•								

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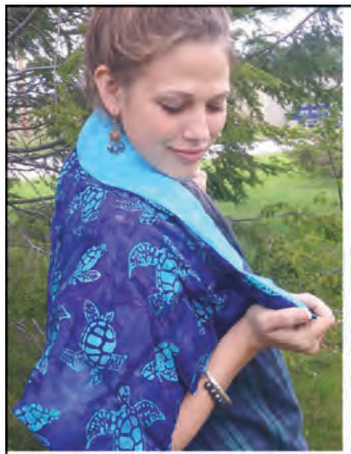

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Aromatherapy

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Gaiam		•	•	•							
Golden Ratio Woodworks				•							
Got Your Back	•	•	•	•		•		•	•		
Grampa's Garden				•							•
Great White Bottling				•							
Green Earth Massage Sheets										•	
H. Gillerman Organics				•							
Hands-On Supply	•				•		•			•	
Health Mate Saunas			•	•							
Helios Health Products				•							
Hemingway Spa and Massage Products	•			•							
Herbalist & Alchemist						•					
Heritage Store				•	•					•	
Himalayan Salt Stone Massage								•			
Hockert Sales			•	•							
Home Health					•				•		
Home Spa Organics			•	•	•						
Hoomana Restorative Therapies										•	
Hotshotz Reusable Heat Packs											•
House of Spa Brands				•							
InterNatural Natural Health & Wellness Products		•	•	•	•	•	•		•		•
Issimo Int'l		•									
ISUN Skincare				•							
Jaco Day Spa Supplies	•		•			•					
Jadience Herbal Formulas										•	•
Journey To Botanicals				•	•						
Jurlique				•							
Just Naturals & Co.		•	•	•						•	
Kare-N-Herb						•					
Kelley Pure Essential Oils	•		•	•							
Khepra Skin Care									•		
KineticWise Massage				•							
Kiss Life											•
KM Herbals Inc.				•		•				•	
Kneipp				•							
Kozy Collar											•
Lhasa OMS							•				
Lotus Brands				•			•		•		
Lotus Light Enterprises	•	•	•	•	•	•	•	•	•	•	
Luxury Therapeutics											•
Malie Kauai		•	•		•						•
Mama Mio		•									
Maroma USA		•					•				
Massage Advantage				•						•	
Massage Elements		•		•					•		•
Massage Heights	•	•	•	•					•	•	•
Massage King			•	•			•		•	•	
Massage Naturals			•	•							
Massage Products.Com		•	•	•	•		•				
Massage Warehouse & Spa Essentials		•	•	•		•			•	•	
MassageTools.com			•	•					•		
Master Massage Equipment									•		
MedEssential Oils				•				•	•		
Meyer Distributing Company				•					•		•
Mixaroma		•	•	•					•		
Morning Song Gardens		•				•					
Mountain Body Products		•		•							
Natural Formulations	•		•	•					•		
Natural Patches of Vermont				•							
Nature's Stones				•							
NaturOli Beautiful			•	•					•	•	
Naturopathica										•	
Nectarine/Terranova	•		•	•							
Nelson Bach					•						
New Age Touch				•							
New Directions Aromatics	•	•	•	•	•		•	•		•	
New Leaf Distributing Company				•	•					•	
New Life Systems	•	•	•	•		•			•		
New Moon Bodywork & Botanicals				•				•	•	•	
Nukkles											•
Oakworks											•
One Touch Massage				•	•						
Paradel Products	•										
Penn Herb Co.				•		•					
Performance Health/Bon Vital'				•							
Pevonia Botanica										•	
Pharmacopia									•		
Pisces Productions				•	•				•	•	•
Plantlife Natural Body Care	•	•	•	•						•	
Prima Fleur Botanicals				•						•	
ProMed Products Xpress		•		•							
Pure Pro Massage Products				•							
Rainshadow Labs	•	•		•	•		•				
Red Cherry Group				•						•	
Repechage									•	•	
Rocky Mountain Oils	•		•	•					•	•	
Rue and Rose Botanicals						•			•	•	
Sa-wan Spa Products						•					
Sabon		•	•	•						•	
SacredEarth Botanicals				•					•		
Sage Meditation		•					•				
Sally Beauty Supply									•		
Saltability				•				•			
San Francisco Massage Supply	•	•	•	•							
Scandle Massage Candle		•									
Set-N-Me-Free Aloe Vera Co.											•
Silver Sky Imports										•	
SKINN Cosmetics									•		
Solavedi Organics									•	•	
Soothing Touch									•		
Source Vital				•	•						•
South Seas					•				•	•	
Soylicious Candles		•									
Spa & Bodywork Market	•	•	•	•	•	•	•		•	•	•
Spa Elegance		•	•	•		•			•	•	•
SpaEquip	•	•	•	•		•			•	•	•
SpaRitual		•							•	•	
Starwest Botanicals	•	•	•	•	•	•	•			•	
Steamy Wonder Company				•	•	•					
Stronglite									•		
Sundari		•		•							
Sunset Park Massage Supplies	•	•	•	•	•	•	•	•	•	•	•
TARA Spa Therapy			•	•		•					•
Temple		•		•					•	•	
Terra Essential Scents		•		•						•	
Terra Firma Botanicals				•		•					
The Aromatherapy Factory				•							
The Auth Method										•	
The Lotus Palm				•				•			
The Med-Stone	•										
The Spa Exchange Corp.				•		•					
Therabath			•	•							
Thunder Ridge Emu Products										•	
TIR Massage Stone				•							
Tisserand Aromatherapy	•		•	•					•		
Trillium Herbal Co.				•					•		
Union Street Apothecary			•	•					•	•	
Universal Companies	•	•	•	•		•		•	•	•	
Universal Massage Products				•							
Universal Touch						•					
UPC Medical Supplies				•							
Urban Therapeutic				•					•		
V'TAE										•	
Victoria's Lavender		•		•		•			•	•	
Way Out Wax		•								•	
Whole Body Basics Training & Supplies	•								•		
Wyndmere Naturals	•	•	•	•				•		•	
Yogamats											•
Yon-Ka Paris		•		•							

Body Sculpting & Cellulite Management

COMPANY NAME	BODY WRAPS	DETOXIFICATION	LIGHT THERAPIES	LUBRICANTS	MACHINES	SAUNAS	TECHNIQUES
ACE Massage Cupping & MediCupping		•			•		•
Aesthetic Solutions			•				
Africology				•			
Alaffia Sustainable Skin Care				•			
Amber Products		•					
Angelina Organic Skincare				•			
BeautiControl				•			
Beautiful Image				•			
Bed of Nails		•					•
Bella Schneider Beauty			•	•			
Bellabaci		•		•			•
BelleCore					•		
BestMassage.com—TAO Trading						•	
Bindi		•		•			
Bio Jouvance				•			
BioGenesis Nutraceuticals		•					
Bioslimming	•	•		•			
BioSource Naturals				•			
Body Logic	•	•		•			
Body Slimming Experts					•		
BodyWraps.com	•			•		•	
CA Botana Int'l	•						
California Skincare Supply				•	•		
CBI Laboratories		•					
Chikly Health Institute		•	•				
Collagentex			•				
Daniele Henkel					•		•
Definitions Skincare	•	•		•			
DOCTOR HOY'S Natural Pain Relief Gel				•			
Dr. Singha's Natural Therapeutics		•					
ELANVEDA		•					
Energy Wellness Products	•				•		
Equavie USA				•			
Erbaviva				•			
Fleur's USA				•			
Formostar Direct	•				•		
From Nature With Love	•						
General Physiotherapy					•		
Golden Sunshine							•
Good Health Saunas						•	
Got Your Back	•	•		•			
Healing Heat						•	
Health Mate Saunas						•	
Heritage Store		•					
Hotshotz Reusable Heat Packs	•	•					•
In Light Wellness			•				
Jaco Day Spa Supplies		•		•			

COMPANY NAME	BODY WRAPS	DETOXIFICATION	LIGHT THERAPIES	LUBRICANTS	MACHINES	SAUNAS	TECHNIQUES
Jadience Herbal Formulas				•			
LightStim			•				
Lypossage esthetiques Int'l	•	•		•	•		•
m'lis	•	•		•			
Mama Mio				•			
Massage Warehouse & Spa Essentials	•			•			
Mountain Body Products				•			
Natural Formulations				•			
Nature Pure Labs							•
Nature's Stones				•			•
New Life Systems	•	•		•			
OSEA Malibu	•	•					
Oxygen Spa Superstore		•				•	
Performance Health/Bon Vital'				•			
Pevonia Botanica				•			
Phytoceane				•			
Phytomer USA	•	•		•			•
Plantlife Natural Body Care		•		•			
Prima Fleur Botanicals	•	•					
Provence Cosmetics	•	•					
Red Cherry Group	•	•		•			•
Repechage		•		•			•
Sabon				•			
SacredEarth Botanicals				•			
Saltability		•					
San Francisco Massage Supply				•			
Seaflora Skincare	•	•					
Silhouet-Tone USA					•		
Skin Kare Industries					•		
Solavedi Organics		•		•			
Source Vital				•			
Spa & Bodywork Market	•	•		•			
Spa Elegance	•	•		•			
SpaEquip	•	•	•	•	•	•	•
Sprayology		•					
Steamy Wonder Company		•				•	
Sudatonic USA	•	•	•				•
Sundari				•			
Sunlighten		•	•	•	•	•	
Sunset Park Massage Supplies		•	•	•	•		•
Sybaritic				•		•	
The Spa Exchange Corp.	•	•	•		•		•
Thunder Ridge Emu Products				•			
Tisserand Aromatherapy		•					
Universal Companies	•	•		•	•	•	•
Whole Body Basics Training & Supplies						•	

ACE Massage Cupping™ and MediCupping™ Certification Workshops

The New Generation of Cupping Therapy

Class space fills quickly, so register today!

JANUARY
13 - 15 **Sarasota, FL** - Lvl 1 ACE Massage Cupping™
14 - 16 **New Orleans, LA** - Lvl 1 MediCupping™
31 - 2/3 **Seminars at Sea** - MediCupping™ Advanced Applications: Medical Massage Cruise

FEBRUARY
4 - 5 **Flayosc, France** - Lvl 1 ACE Massage Cupping™
8 - 9 **High Point, NC** - Lvl 2 ACE Vacutherapies™
10 - 12 **Sarasota, FL** - Lvl 1 MediCupping™
25 - 26 **TBD, Italy** - Lvl 1 ACE Massage Cupping™

MARCH
4 - 5 **Flayosc, France** - Lvl 1 ACE Massage Cupping™
6 - 7 **Flayosc, France** - Lvl 2 ACE Massage Cupping™
25 - 27 **Ontario, CA** - Lvl 1 ACE Massage Cupping™
31- 4/2 **Sarasota, FL** - Lvl 2 ACE Vacutherapies™
31- 4/2 **Syracuse, Ny** - AMTA Lvl 1 ACE Massage Cupping™

April
8 - 9 **Royal Oaks, MI** - 2 Day Massage Cupping™
10 - 12 **Chicago, IL** - Lvl 1 MediCupping™
22 - 24 **Houston, TX** - Lvl 1 MediCupping™
29 - 5/1 **Flayosc, France** - Lvl 3 ACE Massage Cupping™

MAY
6 - 7 **Atlantic City, NJ** - AMTA 2 Day Massage Cupping™
8 - 9 **Cherokee, NC** - WMF 2 Day MediCupping™
13 - 15 **Reno, NV** - Lvl 1 ACE Massage Cupping™
20 - 21 **Lamboing, Switzerland** - Lvl 1 ACE Massage Cupping™
27 - 29 **Long Beach, CA** - Lvl 1 ACE Massage Cupping™

JUNE
16 - 18 **Dublin, Ireland** - Lvl 1 ACE Massage Cupping™ & MediCupping™ Fusion
23 - 25 **Elkhart, IN** - Lvl 1 ACE Massage Cupping™
23 - 25 **Pittsburg, PA** - Lvl 1 ACE Massage Cupping™
24 - 26 **Cheyenne, WY** - Lvl 1 ACE Massage Cupping™

JULY
7 - 9 **Cornelius, NC** - Lvl 1 MediCupping™
14 - 16 **Asheville, NC** - Lvl 2 ACE Vacutherapies™
21 - 23 **Cleveland, OH** - Lvl 1 MediCupping™
22 - 24 **Hartford, CT** - Lvl 1 MediCupping™

AUGUST
11 -13 **Asheville, NC** - Lvl 1 MediCupping™
26 - 28 **Salt Lake City, UT** - Lvl 1 ACE Massage Cupping™

SEPTEMBER
2 - 3 **Dublin, Ireland** - Lvl 2 ACE Vacutherapies™ 2 Day
15 - 16 **Newark, NJ** - Lvl 2 ACE Vacutherapies™
23 - 25 **Dallas, TX** - Lvl 2 ACE Vacutherapies™ Lvl 1 ACE Massage Cupping™
23 - 25 **Maui, HI** - Lvl 1 ACE Massage Cupping™

OCTOBER
13- 15 **Asheville, NC** - Lvl 2 ACE Vacutherapies™
21 - 23 **Sarasota, FL** - Lvl 1 ACE Massage Cupping™
21 - 23 **Las Vegas, NV** - Lvl 1 MediCupping™
26 - 28 **Asheville, NC** - Lvl 1 MediCupping™
28 - 29 **Flayosc, France** - Lvl 1 ACE Massage Cupping™
30 - 31 **Flayosc, France** - Lvl 2 ACE Massage Cupping™

NOVEMBER
4 - 6 **Palm Springs, CA** - Lvl 1 MediCupping™
7 - 9 **Chicago, IL**- Lvl 1 ACE Massage Cupping™
11 - 13 **Richmond, VA** - Lvl 1 MediCupping™
13 - 15 **Douglas, MI** - Lvl 1 ACE Massage Cupping™
25 - 26 **Flayosc, France** - Lvl 1 ACE Massage Cupping™

DECEMBER
1 - 3 **Sarasota, FL** - Lvl 1 MediCupping™
2 - 4 **Portland, OR** - Lvl 1 MediCupping™

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ACE Massage Cupping MediCupping

COMPANY NAME	ANSWERING SERVICES	APPOINTMENT SCHEDULERS	BILLING	BUSINESS PLANS	MAILING LIST MANAGEMENT	PRACTICE MANAGEMENT	SOAP CHARTING	SOFTWARE	WEBSITE CREATION	WEBSITE HOSTING
ABC Coding Solutions			•			•				
American Hotel & Lodging Educational Institute						•				
Appointment-Plus		•								
Athena Health Brands						•				
Atlas Business Solutions		•		•						
Body Logic			•				•	•		
Bodysite Builder		•						•	•	•
Bodywork Buddy		•				•	•	•		
Book4Time		•								
BookedIN		•	•					•		
CellCharge			•							
Center for Compassionate Touch				•						
Click4Time Software		•				•	•	•		
Clinical Health Services			•							
ClinicSense		•	•			•	•	•		
DemandForce		•				•				
EZClaim		•	•							
F.A. Davis Company				•		•				
Flash Appointments		•								
Harms Software		•	•		•					
Harris Shepard Public Relations					•					
HereToHelpYou.com					•			•	•	•
Island Software Company		•	•		•	•	•	•		
Kent Health Systems							•			
L.M.T. Success Group								•		
Land Software			•							
Markethardware.com										•
Massage Advantage	•	•				•		•		
Massage Clinic Professional		•	•			•		•		
Massage Insurance Billing		•	•			•		•		
MASSAGE Magazine						•				
MassageBook		•	•	•	•	•	•	•	•	•
MassageMinder		•					•			
Massamio		•	•		•	•			•	•
Metro Massage				•		•				
MINDBODY		•	•					•		
MotherMassage				•						
My Receptionist	•	•	•		•	•		•		
New Life Systems		•	•							
NMT Center								•		
NOTIFYall		•			•					
PAT Live	•									
PC Onsite								•		
PriceMDs								•		
Roy All Solutions			•				•	•		

COMPANY NAME	ANSWERING SERVICES	APPOINTMENT SCHEDULERS	BILLING	BUSINESS PLANS	MAILING LIST MANAGEMENT	PRACTICE MANAGEMENT	SOAP CHARTING	SOFTWARE	WEBSITE CREATION	WEBSITE HOSTING
Rubstr		•				•				
Salon Iris Software		•			•	•		•	•	•
Schedulicity		•								
Simply Appointments		•	•		•	•	•	•	•	•
Sohnen-Moe Associates				•		•	•			
SpaBoom		•							•	•
Spalutions				•		•				
Square		•	•							
SRB Solutions				•		•			•	
Sunset Park Massage Supplies		•	•			•		•		
Techspertise					•			•	•	•
The Healing Journey				•						
Timely		•				•		•		
Vistaprint									•	•
WinCity Custom Software							•	•		

Clothing

COMPANY NAME	CLIENT FOOT COVERINGS	HEADBANDS	JEWELRY	PERSONAL THERAPIST APPAREL	PROFESSIONAL THERAPIST APPAREL	ROBES	SHOES	SLIPPERS	TOWELS	TURBANS
Aetrex							•			
Akha Women's Foundation			•							
Amber Products		•								
Angel Feather		•							•	
Aravon Footwear							•			
Aroma Thyme			•							
Auroma Int'l			•							
AzureGreen			•							
Badger Company				•						
Balanced Body				•						
Banner Therapy Products					•			•		
Barco Uniforms				•	•					
Barefoot Masters					•					
BestMassage.com—TAO Trading		•				•		•	•	
BioElectric Shield			•							
Birch Hill Happenings Aromatherapy			•							
Blossom Pods			•							
Body Linen						•			•	
Body Logic		•								
BodyWraps.com	•									
BodyZone.com				•						
California Skincare Supply						•				
Chaco USA							•			
Char Designs - Saint Estate			•							
Chikly Health Institute				•						

COMPANY NAME	CLIENT FOOT COVERINGS	HEADBANDS	JEWELRY	PERSONAL THERAPIST APPAREL	PROFESSIONAL THERAPIST APPAREL	ROBES	SHOES	SLIPPERS	TOWELS	TURBANS
Chopra Center			•	•						
Claire Marie Miller Seminars				•						
Clarus Products			•							
Coyuchi				•		•			•	
Crocs							•			
Earth Therapeutics							•			
Eco-Beauty Organics			•							
Energy Muse			•							
Epicuren Discovery					•					
Essential Med Tools	•	•			•	•		•		
Exercise To Heal			•							
Fromm Int'l									•	
Full Circle				•						
Gaiam				•		•				
Get in Touch Massage Education				•						
Gilden Tree	•	•				•		•	•	
Good Night Naturals						•			•	
Got Your Back		•	•			•				
Grampa's Garden								•		
Hemingway Spa and Massage Products	•					•		•	•	
Himalayan Salt Stone Massage			•							
Hotshotz Reusable Heat Packs	•									
I Love Yoga		•	•	•						
Idee Dolce					•					
Inside Out Bodywear				•	•					

COMPANY NAME	CLIENT FOOT COVERINGS	HEADBANDS	JEWELRY	PERSONAL THERAPIST APPAREL	PROFESSIONAL THERAPIST APPAREL	ROBES	SHOES	SLIPPERS	TOWELS	TURBANS
Int'l Alliance of Healthcare Educators				•						
InterNatural Natural Health & Wellness Products			•	•						
Jaco Day Spa Supplies		•			•	•		•	•	
Justin Blair & Company							•			
Kinesio Taping				•						
LaStone Therapy			•							
Lotus Brands			•							
Lotus Light Enterprises			•	•						
Massage Elements						•				
Massage King		•								
Massage Naturals						•			•	
New Life Systems			•	•	•	•		•	•	
Nukkles								•		
Pisces Productions						•		•		

COMPANY NAME	CLIENT FOOT COVERINGS	HEADBANDS	JEWELRY	PERSONAL THERAPIST APPAREL	PROFESSIONAL THERAPIST APPAREL	ROBES	SHOES	SLIPPERS	TOWELS	TURBANS
Planet Flops							•			
Sally Beauty Supply		•	•							
Spa & Bodywork Market		•				•			•	
SpaEquip	•	•				•		•	•	•
Sunlighten						•			•	
Sunset Park Massage Supplies	•	•	•	•	•	•			•	•
Tao Mountain				•						
Temple			•							
Tempur-Pedic								•		
The Barral Institute				•	•					
The Lotus Palm				•						
Universal Companies	•	•		•	•	•		•	•	•

Earth-Friendly/Green

COMPANY NAME	APPAREL	AROMATHERAPY	CANDLES	CLEANING SUPPLIES	HERBAL PRODUCTS	LUBRICANTS	MASSAGE CHAIRS	MASSAGE TABLES	SHEETS/LINENS	SKIN CARE	SPA PRODUCTS
Bellabaci		•				•				•	•
BestMassage.com—TAO Trading		•		•	•		•	•	•	•	•
BioSource Naturals		•				•				•	•
BioTerra Herbs					•						
BIOTONE Professional Massage & Spa Therapy Products		•				•					
Birch Hill Happenings Aromatherapy		•	•			•				•	
Blossom Pods		•									
BML Basic				•							
Body Balance System								•			
Body Concepts										•	•
Body Linen									•		
Body Logic		•	•						•		•
Bodyceuticals						•				•	•
BODYCOFFEE				•							
BodySense					•						•
Brigit True Organics					•					•	
Brittanie's Thyme		•								•	
BsaB Candles			•								
Bucky Products											•
CA Botana Int'l		•								•	
Candle Impressions			•								
Char Designs - Saint Estate	•										
China-Gel					•						
Chopra Center			•		•						
Clean Ethics				•							
Clinical Health Services							•				
Comphy Company								•			
Contour Table Systems								•			
Cosmic Essential Oils		•			•					•	•
d'vine Skin Care										•	•
Daniele Henkel											•
DECLEOR		•								•	•
Definitions Skincare		•			•					•	•
derma e Natural Bodycare										•	
Devera Naturals										•	
DOCTOR HOY'S Natural Pain Relief Gel						•					•
Dream Organics		•			•					•	•
Dreaming Earth Botanicals		•		•						•	•
DrH Rejoint					•						
EarthLite		•								•	•
Eco-Beauty Organics		•								•	•
ELANVEDA		•				•				•	
Eminence Organic Skin Care										•	
Energy Wellness Products						•				•	
Essensa		•								•	•
Essential Med Tools									•		
Evan's Garden						•					
FarmHouse Fresh			•							•	
Fleur's USA										•	
Gilden Tree	•									•	•
Golden Ratio Woodworks									•		
Got Your Back										•	•
Grampa's Garden		•				•				•	•
Great White Bottling		•	•	•						•	•
Green Earth Massage Sheets									•		
Green Virgin Products				•	•	•				•	•
Hemingway Spa and Massage Products		•		•		•			•		
Herbalist & Alchemist						•					
HERBTHEORY						•					
Heritage Store						•					
Hockert Sales		•		•			•	•	•		
Hotshotz Reusable Heat Packs										•	•
House of Spa Brands		•				•					•
Ilike Organic Skin Care										•	
Innerpeace									•		
Issimo Int'l			•			•				•	•
ISUN Skincare		•								•	•
Jadience Herbal Formulas						•					
Joyful Bath Co.		•				•				•	•
JuicyforSure Skincare						•				•	•
Kare-N-Herb						•					
Kelly Green Organic				•							
KM Herbals Inc.		•				•				•	•
Kneipp		•				•				•	•
LED Technologies										•	•
Lotus Brands		•		•							
Lotus Light Enterprises		•		•		•				•	
Maroma USA			•								
Massage Elements			•								
Massage Heights		•	•								
Massage Naturals						•			•		
Massage Warehouse & Spa Essentials		•	•	•	•	•	•	•	•	•	
MassageTools.com						•		•	•		
Master Massage Equipment						•	•	•	•		
MedEssential Oils		•									
Meyer Distributing Company									•		
Miqro Pure										•	
Mixaroma		•	•							•	•
Morning Song Gardens		•	•		•					•	
Mother Earth Pillows											•
Natural Formulations		•		•	•	•			•	•	•
Natural Patches of Vermont		•								•	•
Nature Pure Labs										•	
Nature's Stones				•		•		•			
Natures Gate										•	
NaturOli Beautiful		•		•		•				•	•
Nectarine/Terranova						•					
New Age Touch											•
New Directions Aromatics		•	•	•						•	•
New Life Systems				•	•						
New Moon Bodywork & Botanicals		•				•				•	•
NovAurora Natural Skin Care										•	
Novo Supply							•	•			
Oakworks							•	•	•		•
Organic Cotton Plus									•		
Organic Fiji		•								•	•
Organic India					•						
OSEA Malibu		•			•					•	•
Oxygen Spa Superstore											•
Penn Herb Co.		•			•						
Phytomer USA										•	•
Pisces Productions		•	•	•	•		•	•	•		•
Pivotal Health Solutions—Custom Craftworks						•		•	•		•
Plantlife Natural Body Care		•	•		•					•	•
Prima Fleur Botanicals		•			•	•				•	•
ProMed Products Xpress			•	•		•			•		
Provence Cosmetics										•	
Pure Pro Massage Products						•			•		
Red Cherry Group		•				•	•			•	•
Repechage						•	•				
Rocky Mountain Oils						•	•				•
Rue and Rose Botanicals		•				•				•	•
Sa-wan Spa Products						•	•			•	•
Sabon							•			•	•
Sacred Lomi											•
SacredEarth Botanicals		•				•	•			•	
Sage Meditation			•								
Salcura Naturals										•	
Sally Beauty Supply						•	•				•
Saltability											•
San Francisco Massage Supply		•	•	•		•	•	•	•	•	•
Scandle Massage Candle			•								
Seaflora Skincare										•	•
Silver Sky Imports											•
Skin Kare Industries										•	•
Solavedi Organics		•			•	•				•	•
Sombra Professional Therapy Products						•					•
Soothing Touch		•				•				•	•
Source Vital						•	•				
South Seas										•	•
Soylicious Candles				•							
Spa & Bodywork Market	•	•		•		•	•	•	•	•	•
Spa Elegance	•	•	•		•	•	•	•	•	•	•
Spa Revolutions											•
SpaEquip	•		•	•					•		•
SpaRitual			•			•				•	•
Spongeables											•
Sprayology											•
Starwest Botanicals		•				•				•	•
Steamy Wonder Company		•							•	•	•
Stronglite									•		
Sundari			•							•	
Sunlighten										•	•
Sunset Park Massage Supplies	•	•	•	•	•	•	•	•	•	•	•
Synergie By Dynatronics									•		
t spheres		•									•
Tao Mountain										•	
TARA Spa Therapy										•	

COMPANY NAME	APPAREL	AROMATHERAPY	CANDLES	CLEANING SUPPLIES	HERBAL PRODUCTS	LUBRICANTS	MASSAGE CHAIRS	MASSAGE TABLES	SHEETS/LINENS	SKIN CARE	SPA PRODUCTS
Temple			•		•					•	•
Tempur-Pedic									•		
Terra Dolce						•				•	
Terra Essential Scents		•								•	
Terra Firma Botanicals					•					•	
TH Stone											•
The Aromatherapy Factory		•									
The Barral Institute	•							•			
The Jojoba Company						•					
The Mitchell Group										•	
The Pressure Positive Company					•						
The Spa Exchange Corp.	•	•		•	•		•	•	•	•	•
Thunder Ridge Emu Products						•				•	•
Tisserand Aromatherapy		•				•				•	•
Trillium Herbal Co.		•								•	•

COMPANY NAME	APPAREL	AROMATHERAPY	CANDLES	CLEANING SUPPLIES	HERBAL PRODUCTS	LUBRICANTS	MASSAGE CHAIRS	MASSAGE TABLES	SHEETS/LINENS	SKIN CARE	SPA PRODUCTS
Trophy Skin										•	
Union Street Apothecary		•								•	
Universal Companies	•	•	•			•			•	•	•
Universal Massage Products		•					•	•	•		
Universal Touch					•						
UPC Medical Supplies					•						
Upledger Institute Int'l	•										
Urban Therapeutic						•			•		
Victoria's Lavender		•	•		•	•				•	•
Waxelene						•				•	•
Whole Body Basics Training & Supplies				•	•	•			•	•	•
Yoga Sak	•										
ZAO Organic Makeup										•	
Zen Organics		•			•	•				•	•

Education

COMPANY NAME	CERTIFICATION	CONTINUING EDUCATION	EDUCATIONAL TRAVEL & RETREATS	HOME STUDY	LIVE SEMINARS & WORKSHOPS	ONLINE COURSES	PODCASTS & WEBINARS	TEXTBOOKS
A Foundation for Healthy Family Living	•	•	•		•			
Academy of Lymphatic Studies	•	•		•	•	•		•
ACE Massage Cupping & MediCupping	•	•	•	•	•			
Acuball						•		
Acuity Soundworks					•			
Acumed Medical		•			•			
Acutonics		•			•			
Adawehi Institute		•	•	•	•	•		•
Advanced Manual-Medicine					•			
Aesthetic VideoSource		•		•		•		•
All One Peace			•					
Aloha Int'l					•			
American 3B Scientific		•						
American Bowen Academy	•	•			•		•	
American Hotel & Lodging Educational Institute				•		•		•
American Massage Conference	•	•	•		•			
Anatomy Trains	•	•			•		•	•
Animal Dynamics		•			•			
Aromahead Institute	•				•	•		
Art Riggs Deep Tissue & Manual Therapy Education Systems		•			•			•
Ashiatsu Deepfeet Bar Therapy	•	•		•	•			
At Peace Media		•		•	•	•	•	
Baby's First Massage	•	•		•	•			
Bach Original Flower Remedies	•	•		•	•	•		
Balanced Body	•	•			•			
Bamboo-Fusion		•			•			
Barbara Brennan School of Healing	•	•			•			
Barefoot Masters		•		•	•			•
Bastyr University	•	•		•	•			•
Beauty Secrets		•			•			
Bellabaci	•			•	•			•
Bellanina Institute	•	•		•	•		•	
Bertaut Beauty					•			

COMPANY NAME	CERTIFICATION	CONTINUING EDUCATION	EDUCATIONAL TRAVEL & RETREATS	HOME STUDY	LIVE SEMINARS & WORKSHOPS	ONLINE COURSES	PODCASTS & WEBINARS	TEXTBOOKS
BestMassage.com—TAO Trading	•	•		•		•		•
BioGenesis Nutraceuticals							•	
BioSonic					•			
BioSource Naturals		•			•			
BioSync Research Institute	•	•			•			
Body Logic	•	•		•				•
Body Memory Recall		•	•					•
Body Therapy Education CE	•	•		•		•		•
Bodywork for the Childbearing Year	•	•			•			
BodyZone.com	•	•			•	•		
Books of Discovery								•
Borboleta Beauty	•	•			•			
CA Botana Int'l		•		•	•			
CBI Laboratories							•	
Cengage Learning	•	•		•	•	•		
Center for Compassionate Touch	•	•		•	•	•		
Center for Massage Therapy CE		•		•		•		•
CEUonline		•						
Chi Nei Tsang Institute	•	•	•					
Chicago Center for Myofascial Pain Relief	•	•	•		•			
Chikly Health Institute	•	•			•			•
ChinaStudies	•		•					
Christine Valmy	•	•			•			
Claire Marie Miller Seminars	•	•		•	•			
Clinical Massage Therapy					•			
Comphy Company			•		•			
Conscious Colors	•			•	•	•	•	
Cosmic Essential Oils		•						
CosmicFlower Aromatherapy		•			•			
Cross Country Education		•			•	•	•	
Curties-Overzet Publications					•			•
Day-Break Geriatric Massage Institute	•	•			•			
Debbie Roberts Seminars		•			•			
Dr. James Mally		•			•	•		•

Cupping is the fastest growing therapeutic technique in the Healthcare Industry

ICTA International Cupping Therapy Association

> Comprehensive Certification Program and Modern Equipment
> ICTA Membership: Marketing Materials, Support, Resources, Training Opportunities and International Representation
> Earn your CCT Designation as a Certified Cupping Therapist

Decompression techniques are gentle, surprisingly effective with sustainable results
Reduces wear & tear on the therapist - extending the practitioners career by decades

MANY CUPPING METHODS LEARN THEM ALL

Aquatic • Dynamic • Facial • Flash • Magnetic • Massage • Sports • Stationary

CONTEMPORARY CUPPING METHODS

Austin	1/6-8	Atlanta	2/24-26	Meadowlands	4/7-9
Dallas	1/13-15	Boston	2/24-26	Lincoln City	4/8-10
Seattle	1/20-22	Calgary	2/24-26	Billings	4/21-23
St Louis	1/21-23	Santa Barbara	2/24-26	Colo Spgs	4/28-30
Orlando	1/27-29	Indianapolis	3/2-4	Edmonton	4/29-5/1
Toronto	1/27-29	Bellingham	3/6-8	Nashville	5/5-7
Priest River	1/30-2/1	Houston	3/10-12	Bend	5/19-21
Richmond	2/2-4	Cleveland	3/16-18	Boca Raton	5/19-21
Portland	2/3-5	Salt Lake City	3/23-25	Ann Arbor	5/26-28
San Antonio	2/10-12	Chicago	3/24-26	Sedona	5/26-28
Cedar Rapids	2/16-18	Charleston	4/1-3	TriCities	6/2-4

ADVANCED CUPPING TECHNIQUES

Kansas City	1/8-9	Boston	2/27-28
Seattle	1/23-24	Calgary	3/4-5
Long Beach	1/26-27	Indianapolis	3/5-6
Toronto	1/30-31	Billings	4/24-25
Portland	2/6-7	Edmonton	5/6-7

many more dates on our website...

Bend	5/22-23
Boca Raton	5/23-24
Sedona	5/24-25
Calgary	6/3-4

FACIAL CUPPING REJUVENATION

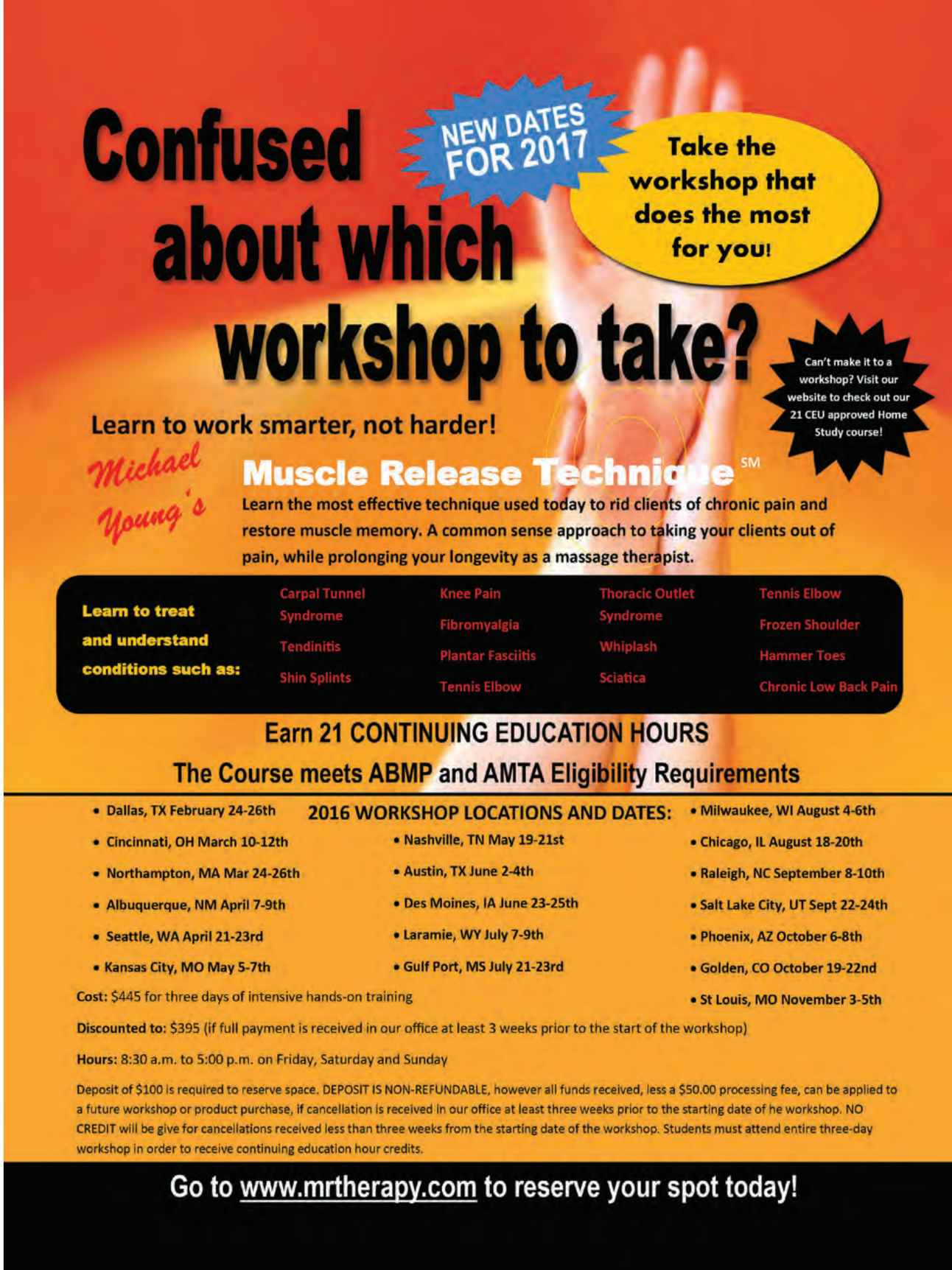
Dallas	1/16	Orlando	1/30	Santa Barbara	2/23	Houston	3/13
Toronto	1/21	Portland	2/2	Atlanta	2/27	Chicago	3/27
Long Beach	1/30	San Antonio	2/13	Calgary	2/27	Seattle	3/27

NCBTMB, NCCAOM, DCA, TXDHS, RMTA, NYSED, MTAA, MTAM, FLBAT, FLBOA, FLBOM, LABMT, NHPC APPROVED

Register Online - CUPPINGTHERAPY.ORG - 425.999.2225

COMPANY NAME	CERTIFICATION	CONTINUING EDUCATION	EDUCATIONAL TRAVEL & RETREATS	HOME STUDY	LIVE SEMINARS & WORKSHOPS	ONLINE COURSES	PODCASTS & WEBINARS	TEXTBOOKS
EarthRise Retreat Center			•		•			
Elena Zabala Wellness Institute	•	•	•		•	•		
Elsevier						•		•
Energy Transformations		•		•	•			
Epicuren Discovery		•			•			
Equissage	•	•				•		
Erchonia		•			•			
F.A. Davis Company							•	•
Federation of State Massage Therapy Boards	•							
Feldenkrais Resources					•			
Fijian Massage		•		•	•			
Five Branches University	•	•			•			
Flora Medica	•	•		•				•
Flow Masters					•			
Flower Essence Energy					•			
Freedom From Body Memory					•			
Freedom From Pain Institute	•	•		•	•		•	•
Full Circle		•		•	•			
Get in Touch Massage Education		•		•	•	•		•
Get Your Edge					•			
Golf Ball Massage	•	•		•		•		
Got Your Back	•	•		•		•	•	•
Great River Craniosacral Therapy Institute		•			•			
Guild for Structural Integration		•			•			

COMPANY NAME	CERTIFICATION	CONTINUING EDUCATION	EDUCATIONAL TRAVEL & RETREATS	HOME STUDY	LIVE SEMINARS & WORKSHOPS	ONLINE COURSES	PODCASTS & WEBINARS	TEXTBOOKS
Hamoea Healing Arts		•	•	•	•		•	
Hancock Craniosomatic Institute					•			
Hawaii Bodyworkers Retreat	•	•	•		•			
Hawaiian Temple Bodywork		•		•	•			
Head Massage NYC	•	•	•					
Healing Circle Massage					•			
Healing From the Core–Suzanne Scurlock-Durana		•			•			•
Healing Professionals					•			
Healing Sounds					•			
Health Matters Seminars	•	•	•	•	•	•	•	
Health Positive		•		•		•		•
Hendrickson Method Institute	•	•	•		•			
Herbalist & Alchemist					•		•	•
Himalayan Salt Stone Massage					•			
Hoomana Restorative Therapies	•	•			•			
House of Spa Brands		•	•		•			
imassage		•			•		•	
Infant Massage USA		•			•			
Inner Soulutions					•			
Innersource	•	•		•	•	•		•
Insparation Management					•	•	•	•
Int'l Alliance of Healthcare Educators	•				•			•
Int'l Sound Healing Institute	•	•	•		•			



Education

COMPANY NAME	CERTIFICATION	CONTINUING EDUCATION	EDUCATIONAL TRAVEL & RETREATS	HOME STUDY	LIVE SEMINARS & WORKSHOPS	ONLINE COURSES	PODCASTS & WEBINARS	TEXTBOOKS
Integral Anatomy Productions		•			•	•		
Integrated Energy Therapy		•						
Integrated Touch Therapy		•			•			•
Jamu Asian Spa Rituals	•	•						
Jono Modalities	•	•			•		•	
Jumozy	•	•		•		•		
Kent Health Systems		•		•	•	•	•	
Kinesio Taping	•			•	•			
Kinesis Myofascial Integration		•			•		•	
Kinetic Chain Release	•	•	•		•			
L.M.T. Success Group	•	•	•		•			•
Liddle Kidz Foundation	•	•			•			
Lotus Blossom Wellness	•	•			•			
Lowe's Orthopedic Massage Training	•	•		•	•	•	•	•
Lypossage esthetiques Int'l	•	•		•				•
Massage and Spa Success	•	•				•	•	
Massage Doula Network	•	•		•				
Massage Heights		•				•		
Massage Insurance Billing		•		•	•			•
MASSAGE Magazine		•				•		
Massage Publications		•		•	•			
Massage Therapy Foundation		•			•	•	•	
MassageMinder								•
Massamio		•		•	•	•	•	
MedEssential Oils		•			•			
MedicalMassage-EDU.com		•			•			•
Metro Massage					•	•		
Momentum		•				•		
Mother Earth Pillows		•				•		
MotherMassage	•	•				•	•	•
Muscle Management		•						•
Muscle Wisdom		•				•		
My Learning Library	•	•	•	•	•			
MYO Pain Relief Center		•				•		
Myofascial Release Seminars		•				•		•
Myokinesthetic System	•	•		•	•			
National Bodywork Seminars		•		•	•			
National Certification Board for Therapeutic Massage & Bodywork	•							
Nature Pure Labs						•		
Nature's Stones		•				•		
Neuromodulation Technique Seminars						•		
New Directions Aromatics								•
New Life Systems		•		•			•	
NMT Center	•	•				•		•
North Atlantic Books								•
Nurturing the Mother		•				•		
Olympic Massage		•		•		•		
Omega Institute		•			•			
OPTP								•
Orthopedic Massage Education & Research	•	•	•		•	•	•	•
Orthopedics-Online		•		•				
Parker Seminars	•	•						
Perlow Productions							•	
PetMassage	•	•		•	•			•
Pine Island Publishers				•				•
Polarity Healthcare		•			•			
ProMed Products Xpress								•
Pure Pro Massage Products					•		•	
PUSH Trainings					•			
Quantum-Touch		•			•			
Ralph Stephens Seminars	•	•	•	•	•		•	•
Ray of Light Massage Training		•	•	•	•	•	•	
Real Bodywork						•		
ReikiTeacher.Org					•			
Repechage		•	•		•			
Repetitive Use Injury Therapy		•			•			
Rolf Institute of Structural Integration	•	•			•			
Rossiter & Associates		•		•	•			
Sacred Lomi	•	•	•	•	•	•		
Sacro Wedgy		•						
Save Your Hands	•	•		•	•	•	•	•

Education

COMPANY NAME	CERTIFICATION	CONTINUING EDUCATION	EDUCATIONAL TRAVEL & RETREATS	HOME STUDY	LIVE SEMINARS & WORKSHOPS	ONLINE COURSES	PODCASTS & WEBINARS	TEXTBOOKS
Shea Educational Group		•			•			•
Sohnen-Moe Associates		•		•	•		•	•
SOM Therapy		•		•	•	•		
Somanautics Workshops		•			•	•		
Sound Universe		•						•
Sounds True					•	•	•	
Southwest Ashiatsu	•	•			•			
Spa & Bodywork Market		•		•	•	•		•
Spa Revolutions				•	•			
SpaEquip		•						
Spalutions		•	•	•	•	•	•	
SRB Solutions					•	•	•	
St. John Neuromuscular Seminars		•		•	•			•
Stretching								•
Sunset Park Massage Supplies		•		•		•		•
Sybaritic					•			
Tao Mountain		•		•				•
Tara Brach					•		•	
Techspertise						•	•	
Thai Massage & Bodywork		•			•			
The Auth Method	•	•		•	•			•
The Barral Institute	•	•	•	•	•	•		•
The Center for Pain Management	•	•			•			
The Finesse Massage Technique	•	•			•			
The Raymond Method					•			
The Rosen Method					•			
The Tao of Massage					•			
Thomas Myers					•			
Tom Myers					•			
Touch Research Institute					•			
Trager Institute					•			
Tui Na Institute					•			
Upledger Institute					•			
Vasti Jackson					•			
Vibrant Touch					•			
Visceral Manipulation					•			
Wellness Institute					•			
Wellness Institute of Maui					•			
Wellness Seminars					•			
Wellness Workshops					•			
Wellspring Institute					•			
Wild Rose College of Natural Healing					•			
Yamuna Body Rolling					•			
Yoga Anatomy					•			
Yoga Journal					•			
Zero Balancing					•			

COMPANY NAME	CERTIFICATION	CONTINUING EDUCATION	EDUCATIONAL TRAVEL & RETREATS	HOME STUDY	LIVE SEMINARS & WORKSHOPS	ONLINE COURSES	PODCASTS & WEBINARS	TEXTBOOKS
The Healing Core					•			
The Healing Journey		•	•		•	•		
The Lotus Palm	•	•			•			•
The Spa Buzz			•		•			
The Thumbby Co.		•						
The Trager Approach					•			
The Waters of Niagara		•						
Thumper Massager		•						
TIR Massage Stone				•	•			•
Todd Durkin Enterprises					•			
Tools for Touch	•	•		•	•			
Touch For Health		•			•			•
Tuning Fork Therapy	•	•					•	
UltraSports Massage Therapy	•	•			•			
Universal Touch	•	•		•	•	•		
Upledger Institute Int'l	•	•			•			•
WellPeople					•		•	
Whole Body Basics Training & Supplies		•	•	•	•	•	•	
Yamuna Body Rolling	•	•			•			
yourCEPlace.com		•		•		•		

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Kansas City, KS • April 24-26, '17
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Chicago, IL • August 3-6, '17

HAWAII RETREAT • 48 CE's
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1. Medical Massage Practitioners™ are the most highly compensated in the industry.
2. The number of hospitals offering massage increased by 1/3 in just two years. Source: American Hospital Association
3. Your largest competitors (franchise and day spas) generally do not participate in Medical Massage.
4. Medical Massage Practitioners™ are not limited to working in Doctor's office or hospital, but can practice in their own office or even a home based outcall practice.
5. Helping their clients get well with physician prescribed massage therapy is a source of tremendous personal satisfaction for LMTs.

"I felt the Medical Massage Certification was necessary to be taken seriously in the medical field. When applying to one of the largest hospital systems in my state, I discovered that they wouldn't even accept my application without proof of my certification."
—Robin Valentino, LMT, MMP

"This MMP Certification is wonderful. I am amazed at the referrals received this past year from orthopedic and work comp physicians, chiropractors and physical therapists."
—Steve Matthews, RMT, MMP

Expanded Schedule online!

2017 SCHEDULE

PROFESSIONAL LEVEL		MASTERS LEVEL	
Ft. Lauderdale, FL	January 7/8	Ft. Lauderdale, FL	February 11/12
Tampa, FL	January 14/15	Tampa, FL	February 18/19
Orlando, FL	January 21/22	Orlando, FL	February 18/19
Ft. Myers, FL	January 28/29	Ft. Myers, FL	February 25/26
Caribbean Cruise	February 12-17	Richmond, VA	April 1/2
Richmond, VA	February 25/26	Philadelphia, PA	April 1/2
Philadelphia, PA	March 4/5	Pittsburgh, PA	April 8/9
Pittsburgh, PA	March 11/12	Hartford, CT	April 22/23
Hartford, CT	March 18/19	St. Louis, MO	April 22/23
St. Louis, MO	March 18/19	Boston, MA	April 29/30
Boston, MA	March 25/26	**COSTA RICA***	**APRIL 29-MAY 6**
Baltimore, MD	April 8/9	Chicago, IL	May 6/7
Chicago, IL	April 8/9	**BALTIMORE, MD***	**MAY 20/21**
Charlotte, NC	April 22/23	Charlotte NC	May 20/21
Atlanta, GA	April 29/30	Portland, OR	June 3/4
COSTA RICA*	**APRIL 29-MAY 6**	Atlanta, GA	June 3/4
Portland, OR	May 13/14	Denver, CO	June 10/11
Dallas, TX	May 13/14	Dallas, TX	June 10/11
BERMUDA CRUISE*	**MAY 13-18**	Houston, TX	June 17/18
(from Baltimore)		**LAS VEGAS, NV***	**JUNE 26-30**
Houston, TX	May 20/21	Kansas City, MO	July 8/9
Denver, CO	May 20/21	Seattle, WA	July 8/9
Alaska Cruise	June 9-16		
Kansas City, MO	June 10/11		
Seattle, WA	June 17/18		
LAS VEGAS, NV*	**JUNE 26-30**		

Levels may be taken separately and in any order.
*BOTH LEVELS ARE TAUGHT IN THE SAME WEEK

L.M.T. SUCCESS Group

Schedule and info: medicalmassage.com 800.201.2247

COMPANY NAME	COLD PACKS	CRYOGENIC TOOLS	ELECTRIC MOIST HEAT	HOT PACKS	HYDROCOLLATORS	IMMERSION TUBS	INFRARED THERAPY	LUBRICANTS	PARAFFIN	PARAFFIN HEATERS	SAUNAS	SHELLS	STONES	TABLE WARMERS	TOWEL WARMERS
Advanced Health Products	•		•	•	•		•						•	•	•
Aesthetic Solutions							•								
All About Massagers											•				
Amber Products					•				•	•			•		
American 3B Scientific	•			•	•		•		•	•			•		•
Angelina Organic Skincare								•							
Ann Unicare				•				•						•	
Arctic Ease	•	•													
Aroma Naturals								•							
Bandages Plus							•								
Banner Therapy Products	•	•	•	•			•			•				•	
Barefoot Masters				•											
Battle Creek Equipment	•		•	•											
BeautiControl								•							
Beauty Secrets				•											
Bellanina Institute								•							
BestMassage.com—TAO Trading	•			•				•	•	•	•		•	•	•
Bio Jouvance		•							•						
BioGenesis Nutraceuticals								•							
BIOTONE Professional Massage & Spa Therapy Products								•					•		
BML Basic	•			•	•		•	•						•	•
Body Balance System							•				•				
Body Logic	•		•	•					•	•				•	•
BodySense	•			•											
Bodyworkmall								•	•	•			•	•	•
Bruder Healthcare Company	•			•				•							
Bubi Bottle	•			•											
Bucky Products	•			•											
Claire Marie Miller Seminars													•		
Clinical Health Services	•			•	•			•					•	•	•
Core Products Int'l	•		•	•											
CoreStones													•		
CozyHold	•			•											
Cryoderm Merk Medical Distributors								•							
DOCTOR HOY'S Natural Pain Relief Gel								•							
EarthLite								•						•	
Eco-Beauty Organics								•							
Emerita								•							
Energy Wellness Products							•								
Erchonia							•								
Essential Med Tools														•	•
Fomentek	•			•											
Formostar Direct							•								
Gebauer Company								•							
Gehwol								•							
Golf Ball Massage													•		
Good Health Saunas											•				
Got Your Back	•	•	•	•	•			•	•	•			•	•	•
Grampa's Garden	•			•										•	

COMPANY NAME	COLD PACKS	CRYOGENIC TOOLS	ELECTRIC MOIST HEAT	HOT PACKS	HYDROCOLLATORS	IMMERSION TUBS	INFRARED THERAPY	LUBRICANTS	PARAFFIN	PARAFFIN HEATERS	SAUNAS	SHELLS	STONES	TABLE WARMERS	TOWEL WARMERS
Hamoea Healing Arts								•							
Hands-On Supply	•			•											
Healing Heat							•				•				
Health Enterprises	•			•											
Health Mate Saunas											•				
Hemingway Spa and Massage Products	•			•									•		
Heritage Store								•							
Hi-Dow Int'l				•											
Hisamitsu America				•				•							
Hockert Sales	•			•	•			•						•	
HoMedics									•	•					
Hotshotz Reusable Heat Packs	•			•									•	•	•
House of Spa Brands				•											
HydroTher						•									
Jaco Day Spa Supplies	•		•		•			•						•	•
Journey To Botanicals								•							
Just Naturals & Co.								•							
Kathy's Family								•							
KineticWise Massage	•			•											
Kiss Life	•			•											
Kozy Collar	•			•											
Kustomer Kinetics								•							
LED Technologies							•								
Lhasa OMS	•			•			•								
Lypossage esthetiques Int'l								•							
Massage Elements	•			•									•	•	•
Massage Heights	•			•				•							
Massage King	•			•				•					•	•	•
Massage Naturals								•					•	•	•
Massage Products.Com	•		•	•						•					
Massage Publications	•			•											
Massage Warehouse & Spa Essentials	•	•	•	•	•		•	•	•	•		•	•	•	•
MassageTools.com	•			•	•			•					•	•	•
Master Massage Equipment														•	
Medical Devices							•								
Mettler Electronics Corp.							•	•							
Meyer Distributing Company	•		•	•	•			•	•	•				•	
Mother Earth Pillows	•			•											•
Mr. Steam															•
Natural Formulations								•							
Natural Wellness				•											
Nature's Stones	•			•				•					•		
New Life Systems	•			•	•	•				•		•	•	•	•
Novo Supply	•		•	•	•	•			•	•				•	•
Nukkles				•											
Nurturing the Mother													•		
Oakworks														•	•
Omni Massage	•		•	•											
One Touch Massage									•	•			•	•	•

COMPANY NAME	COLD PACKS	CRYOGENIC TOOLS	ELECTRIC MOIST HEAT	HOT PACKS	HYDROCOLLATORS	IMMERSION TUBS	INFRARED THERAPY	LUBRICANTS	PARAFFIN	PARAFFIN HEATERS	SAUNAS	SHELLS	STONES	TABLE WARMERS	TOWEL WARMERS
OPTP	•			•				•							
Oxygen Spa Superstore							•				•				
Performance Health/Bon Vital'								•							
Performance Health/Thera-Pearl	•			•											
Performance Health/TheraBand									•	•					
Pisces Productions	•			•										•	
Pivotal Health Solutions—Custom Craftworks	•			•				•					•	•	
PLH Products							•				•				
Polar Products	•			•											
ProMed Products Xpress	•		•	•	•			•	•	•				•	
Promolife							•								
Red Cherry Group								•							
Repechage								•							
Rocktape								•							
SacredEarth Botanicals								•							
Sally Beauty Supply			•					•	•	•			•		•
Saltability													•		
San Francisco Massage Supply			•	•				•					•	•	•
Sassi Stones													•		
SelfCareCentral.com	•			•											
Silhouet-Tone USA															•
Solavedi Organics								•					•		
Sombra Professional Therapy Products								•							
Soothing Touch								•							
Spa & Bodywork Market	•		•	•	•		•	•	•	•			•	•	•
Spa Elegance	•		•		•			•	•	•			•	•	
Spa Revolutions									•			•	•		
SpaEquip	•			•		•	•	•	•	•	•		•	•	•
Steamy Wonder Company	•										•				
Stronglite														•	
Sunlighten							•				•				
Sunset Park Massage Supplies	•	•	•	•	•		•	•	•	•	•		•	•	•
Sybaritic											•				
Synergie By Dynatronics			•				•								
TARA Spa Therapy	•			•											
TH Stone													•		
The Biomat Company							•								
The Med-Stone	•												•		
The Pressure Positive Company	•							•							
The Spa Exchange Corp.			•					•	•	•			•		•
Therabath									•	•					
Thunder Ridge Emu Products								•							
TIR Massage Stone													•		
TouchAmerica															•
Universal Companies	•			•			•	•	•	•	•		•	•	•
Universal Massage Products														•	
UPC Medical Supplies	•			•	•		•				•				
Urban Therapeutic													•	•	

COMPANY NAME	GROUP HEALTH	GROUP LIABILITY	INDIVIDUAL HEALTH	INDIVIDUAL LIABILITY	STUDENT HEALTH	STUDENT LIABILITY
American Massage Therapy Association				•		•
American Medical Massage Association			•	•		
American Specialty Health	•					
Associated Bodywork & Massage Professionals				•		•
Florida State Massage Therapy Association				•		
Insurtec		•		•		
Massage Magazine Insurance Plus				•		•
National Association of Massage Therapists				•		•

Lubricants

COMPANY NAME	ANALGESICS	BOTTLES & PUMPS	BUTTERS	CREAMS	GELS	LOTIONS	LOTION WARMERS	OILS
A Scents Worth								•
Advanced Health Products	•	•	•	•	•	•		•
Advanced Therapies of Mount Dora	•							
Africology			•					•
Alaffia Sustainable Skin Care			•	•		•		
Alapure						•		
Alcanz Int'l								•
All One Peace								•
Amber Products				•	•	•	•	•
American 3B Scientific	•			•	•	•	•	•
Anakiri BioEnergetic Skin Care				•		•		•
Angelina Organic Skincare	•		•	•	•	•		•
Ann Unicare				•	•	•	•	•
Anson Aromatic Essentials								•
Aroma Naturals			•	•		•		•
Aroma Thyme		•		•		•		•
Aroma-Treatments Body Products				•	•			
Aromafloria			•	•	•	•		•
Aromatherapy Associates			•	•	•	•		•
Ashiatsu Deepfeet Bar Therapy				•		•		
Aubrey Organics						•		•
August Point Wellness						•		
Aura Cacia			•	•		•		•
Auroma Int'l						•		•
Auromere Ayurvedic Imports						•		•
Aveda				•		•		
Awakening Spirit		•		•				•
Ayurvedic Rasayanas				•				•
Baby Mantra			•			•		•
Badger Company	•							•
Bandages Plus	•							
Banner Therapy Products		•	•	•	•	•		•
Banyan Botanicals								•
Barefoot Masters				•				•
Bath and Body Bliss			•	•		•		
BeautiControl			•	•		•		•
Beauty Secrets				•	•	•		•
BELCAM				•		•		•
Bella Schneider Beauty				•		•		•
Bellabaci		•		•		•		•
Bellanina Institute						•		•
BestMassage.com—TAO Trading	•	•	•	•	•	•	•	•
Bindi						•		•
Bio Jouvance				•		•		
Bio2 Int'l	•			•				
BioGenesis Nutraceuticals	•							
BioSource Naturals		•		•		•		•
BIOTONE Professional Massage & Spa Therapy Products	•	•	•	•	•	•		•
Birch Hill Happenings Aromatherapy		•		•		•		•
BML Basic	•	•	•	•	•	•		•
Body Concepts			•	•		•		
Body Linen		•						
Body Logic	•	•	•	•	•	•		•
BodyBliss			•			•		•
Bodyceuticals								•
BODYCOFFEE				•		•		•
Bodyworkmall	•	•	•	•	•	•	•	•
Boiron USA				•	•	•		
Brigit True Organics			•	•		•		•
Bruder Healthcare Company	•							
Bubalina Beauty				•		•		•
CA Botana Int'l			•	•	•	•		•
Chartreuse Products			•	•				
China-Gel	•				•			
Chopra Center								•
Christine Valmy				•	•	•		
Claire Marie Miller Seminars				•				•
Clinical Health Services	•	•		•	•	•	•	•
Cosmic Essential Oils		•						•
Cuccio Natural			•	•		•		•
d'vine Skin Care			•	•	•	•		•
Dead Sea Pavilion			•	•				
Definitions Skincare		•	•	•	•	•		•
DOCTOR HOY'S Natural Pain Relief Gel	•			•	•	•		
Dr. Hauschka Skin Care						•		
Dr. Singha's Natural Therapeutics								•
Dreaming Earth Botanicals			•	•		•		•
EarthLite	•	•		•		•		•
Eco-Beauty Organics			•	•		•		•
Effleurage								•
Elizabeth Van Buren						•		•
Eminence Organic Skin Care				•	•	•		•
Energy Wellness Products						•		•
EO Products						•		•
Epicuren Discovery				•				•
Equavie USA			•	•	•	•		•
Erbaviva						•		•
Essence of Vali	•							
Essensa				•	•	•		•
Essential 3			•	•		•		•
Evan's Garden				•		•		•
Eve Taylor	•		•	•		•		•
FarmHouse Fresh			•	•		•		•
Fleur's USA				•				•
From Nature With Love			•					
Fully Pure							•	
Gebauer Company	•							
Gehwol				•		•		
Gilden Tree		•	•	•		•		
Golden Sunshine	•							
Got Your Back	•	•	•	•	•	•	•	•
Grampa's Garden	•	•		•				•
GratefulBody Skin Care				•				
Great White Bottling		•				•		•
Green Virgin Products								•
Hands-On Supply	•	•		•	•	•		•
Helios Health Products				•				•
hellomellow								•
Hemingway Spa and Massage Products		•		•		•		•
Herbalist & Alchemist				•				•
Heritage Store	•		•	•	•	•		•
Hockert Sales	•			•	•	•	•	•
Hoomana Restorative Therapies			•			•		
Hotshotz Reusable Heat Packs							•	
House of Spa Brands				•		•		•
Idee Dolce		•						
Ilike Organic Skin Care				•				
Innersense Organic Beauty				•				•
InterNatural Natural Health & Wellness Products			•	•		•		•
Issimo Int'l			•	•				•
ISUN Skincare			•					•
Jaco Day Spa Supplies	•	•	•	•	•	•	•	•
Jadience Herbal Formulas	•				•	•		
Jamu Asian Spa Rituals						•		•
Journey To Botanicals	•							

COMPANY NAME	ANALGESICS	BOTTLES & PUMPS	BUTTERS	CREAMS	GELS	LOTIONS	LOTION WARMERS	OILS
JuicyforSure Skincare			•	•		•		
Jurlique					•	•		•
Kathy's Family			•	•		•		•
Khepra Skin Care				•		•		•
KineticWise Massage								•
KM Herbals Inc.				•		•		•
Kneipp				•	•	•		•
Kool 'n Fit	•							•
Kopec Naturals Skin Solutions						•		
Kustomer Kinetics	•	•				•		
Lotus Brands			•	•		•		•
Lotus Light Enterprises						•		•
Lypossage esthetiques Int'l			•	•				•
m'lis	•			•				
Magsoothium	•			•				
Malie Kauai				•				•
Mama Mio			•	•				•
Maroma USA								•
Massage Elements	•	•	•	•	•	•		•
Massage Heights					•	•		
Massage King	•	•	•	•	•	•	•	•
Massage Naturals		•	•	•	•	•		•
Massage Publications	•							
Massage Warehouse & Spa Essentials	•	•	•	•	•	•	•	•
MassageMinder						•		
MassageTools.com				•	•	•	•	•
Master Massage Equipment				•		•	•	•
MedEssential Oils				•				•
Mettler Electronics Corp.	•							
Meyer Distributing Company	•			•	•	•	•	
Mixaroma								•
Morning Song Gardens				•		•		
Mountain Body Products			•	•				•
Mr. Steam				•				•
NAQI USA				•		•		
Natural Formulations	•	•	•	•	•	•		•
Natural Wellness				•				
Nature Pure Labs				•				•
Nature's Stones						•		•
Natures Gate						•		•
NaturOli Beautiful		•	•	•		•		•
Naturopathica				•		•		•
Nectarine/Terranova					•	•	•	•
Nelson Bach							•	
New Directions Aromatics					•	•	•	•
New Life Systems	•	•	•	•	•	•	•	•
New Moon Bodywork & Botanicals	•		•	•		•		•
NovAurora Natural Skin Care						•		•
Nurturing the Mother				•				•
One Touch Massage	•	•		•	•	•		•
OPTP				•				
Organic Fiji				•		•		•
Paradel Products			•	•	•	•		•
Perfecta Products	•				•			
Performance Health/Biofreeze	•				•			
Performance Health/Bon Vital'		•	•	•	•	•		•
Pevonia Botanica				•	•	•		•
Pharmacopia				•		•		•
Phytoceane				•		•		
Phytomer USA				•	•	•		
Pisces Productions	•			•	•	•		•
Pivotal Health Solutions—Custom Craftworks		•		•		•		•
Plantlife Natural Body Care	•					•		•
Plantogen				•				•
Pomega5				•				
Prana SpaCeuticals				•		•		
Prima Fleur Botanicals				•	•	•		•
Prince of Peace	•							
ProEmu				•				•
ProMed Products Xpress	•		•	•	•	•		•
Provence Cosmetics	•			•	•	•		
Pure Pro Massage Products	•	•	•	•		•		•
Pure Touch				•		•		•
Rainshadow Labs		•	•	•	•	•		
Real Bodywork				•				
Red Cherry Group	•		•	•		•		•
Repechage				•	•	•		•
Rocktape	•							
Rocky Mountain Oils				•				•
Rue and Rose Botanicals			•					•
Sa-wan Spa Products								•
Sabon			•	•	•	•		•
Sacred Lomi								•
SacredEarth Botanicals	•	•		•		•		•

COMPANY NAME	ANALGESICS	BOTTLES & PUMPS	BUTTERS	CREAMS	GELS	LOTIONS	LOTION WARMERS	OILS
Sally Beauty Supply				•	•			•
San Francisco Massage Supply	•	•	•	•	•	•	•	•
Scandle Massage Candle								•
Seaflora Skincare			•	•	•	•		•
Selona Beauty						•		•
Set-N-Me-Free Aloe Vera Co.	•		•	•	•	•		
Shankara				•				•
SKINN Cosmetics			•	•		•		
Solavedi Organics			•	•		•		•
Sombra Professional Therapy Products	•			•	•	•		•
Soothing Touch	•	•	•	•	•	•		•
Source Vital	•			•		•		•
South Seas			•		•	•		
Spa & Bodywork Market	•	•	•	•	•	•	•	•
Spa Elegance	•	•	•	•	•	•	•	•
Spa Revolutions								•
SpaEquip	•	•	•	•	•	•	•	•
SpaRitual			•	•		•		•
Starwest Botanicals		•	•	•	•	•		•
Steamy Wonder Company	•		•					•
Stronglite								•
Sundari				•		•		•
Sunset Park Massage Supplies	•	•	•	•	•	•	•	•
Sybaritic				•	•			
Synergie By Dynatronics			•	•				•
Tao Mountain								•
TARA Spa Therapy					•			•
Temple			•	•		•		•
Terra Dolce			•	•		•		•
Terra Firma Botanicals								•
TH Stone								•
The Emu Man Company	•			•		•		•
The Jojoba Company								•
The Mitchell Group			•	•		•		•
The Pressure Positive Company	•							
Therabath				•				
Thunder Ridge Emu Products	•			•	•	•		•
TIR Massage Stone				•		•		•
Tisserand Aromatherapy								•
Topricin	•			•				
Trillium Herbal Co.			•					•
Union Street Apothecary				•	•	•		•
Universal Companies	•	•	•	•	•	•	•	•
Universal Massage Products	•			•		•		•
UPC Medical Supplies	•					•		
Urban Therapeutic	•			•		•		•
V'TAE				•		•		•
Victoria's Lavender			•	•		•		•
Vie Collection USA				•		•		
Weleda				•		•		•
Whole Body Basics Training & Supplies	•	•		•	•	•		
Wilma Schumann Skin Care				•	•	•		
Wyndmere Naturals		•				•		•
Yon-Ka Paris				•		•		
Yu-Be				•				
Yum Gourmet Skincare				•				
Zen Organics		•		•	•	•		•

COMPANY NAME	BROCHURES	BUSINESS CARDS	CLIENT NEWSLETTERS	FRANCHISE EMPLOYMENT	GIFT CERTIFICATES	GREETING CARDS	MARKETING ADVICE	ONLINE REFERRAL NETWORKS	POINT-OF-SALE DISPLAYS	POSTCARDS	WEBSITE CREATION	WEBSITE HOSTING
Action Bag Company					•	•						
American Hotel & Lodging Educational Institute							•					
Beautiful Image	•									•		
Bellabaci								•				
BestMassage.com—TAO Trading							•					
BIOTONE Professional Massage & Spa Therapy Products					•					•		
BML Basic					•							
Body Logic	•				•					•		
Bodysite Builder					•		•				•	•
CallSource							•	•				
Center for Compassionate Touch							•					
Claire Marie Miller Seminars	•											
Click4Time Software					•		•	•				
d'vine Skin Care	•				•				•			
DemandForce										•		
Elements Massage				•								
F.A. Davis Company							•					
Golf Ball Massage	•											
Hand & Stone				•								
Harms Software			•									
Harris Shepard Public Relations							•					
Healing Circle Massage							•					
Hemingway Spa and Massage Products	•				•							
HereToHelpYou.com			•		•		•	•	•		•	•
Hotshotz Reusable Heat Packs							•					
Imaginal Marketing Group	•	•			•		•				•	
Insparation Management							•					
Island Software Company					•	•	•			•		
Jono Modalities							•					
Kent Health Systems							•					
Kita Payne Media Services							•					
Marketing Solutions	•		•		•		•		•	•		
Massage Advantage	•				•		•	•			•	•
Massage and Spa Success					•		•	•				
Massage Envy Spa				•								
MASSAGE Magazine							•					
MassageBook		•	•		•	•	•	•		•	•	•

COMPANY NAME	BROCHURES	BUSINESS CARDS	CLIENT NEWSLETTERS	FRANCHISE EMPLOYMENT	GIFT CERTIFICATES	GREETING CARDS	MARKETING ADVICE	ONLINE REFERRAL NETWORKS	POINT-OF-SALE DISPLAYS	POSTCARDS	WEBSITE CREATION	WEBSITE HOSTING
MassageLuxe				•								
MassageMinder							•					
Massamio	•	•			•		•				•	•
Metro Massage	•						•					
MINDBODY			•		•		•					
Morgan Professional Products	•	•			•	•				•		
MotherMassage							•	•				
My Receptionist			•				•					
Namasta		•	•				•	•				
New Life Systems	•				•				•			
Nurturing the Mother	•											
Odyssey Marketing Group							•					
Performance Health/Biofreeze	•								•			
Perlow Productions							•					
Phytomer USA	•	•							•	•		
ProMed Products Xpress	•											
Ralph Stephens Seminars							•					
Rubstr			•				•	•				
Sally Beauty Supply					•							
Salon Iris Software					•		•		•		•	•
Simply Appointments			•		•						•	•
Sohnen-Moe Associates	•	•			•		•			•		
South Seas										•		
Spa & Bodywork Market	•											
Spa Elegance									•			
SpaBoom					•		•	•			•	•
SpaEquip									•			
Spalutions							•	•				
SRB Solutions		•					•				•	
St. John Neuromuscular Seminars	•											
Sunset Park Massage Supplies	•				•		•					
Techspertise			•		•		•				•	•
Universal Companies					•				•			
Upledger Institute Int'l	•											
Vistaprint	•	•	•		•	•			•	•	•	•
WaterColors		•			•	•			•	•		

Massage Chairs

COMPANY NAME	DESK-TOPPERS	ELECTRIC CHAIRS	PADS & BOLSTERS	PORTABLE CHAIRS	REFLEXOLOGY CHAIRS	SPA CHAIRS
Advanced Health Products		•	•	•		
American 3B Scientific		•	•	•		
Ann Unicare	•		•	•	•	
Banner Therapy Products	•	•	•	•	•	
Bed of Nails	•		•			
BestMassage.com—TAO Trading	•	•	•	•		•
BML Basic				•		
Body Logic			•	•		
Bodyworkmall		•	•	•		•
California Skincare Supply						•
Chikly Health Institute				•		
Clinical Health Services				•		
ComfortSoul				•		•
Core Products Int'l			•			
EarthLite				•		
Golden Ratio Woodworks	•		•	•	•	•
Got Your Back	•	•	•	•	•	•
Hockert Sales				•		
HoMedics		•		•		
Hotshotz Reusable Heat Packs	•		•			
Human Touch		•				
Massage Elements				•		
Massage King	•	•	•	•		
Massage Naturals				•		
Massage Products.Com	•	•	•	•	•	

COMPANY NAME	DESK-TOPPERS	ELECTRIC CHAIRS	PADS & BOLSTERS	PORTABLE CHAIRS	REFLEXOLOGY CHAIRS	SPA CHAIRS
Massage Warehouse & Spa Essentials		•		•	•	
MassageTools.com		•				
Master Massage Equipment				•		
Meyer Distributing Company		•		•		
NadaChair			•			
New Life Systems				•	•	
Novo Supply	•	•	•	•	•	•
Oakworks	•		•	•		•
Omni Massage			•			
Pisces Productions	•			•		
ProMed Products Xpress	•	•	•	•	•	
RMTRW Massage School			•			
San Francisco Massage Supply	•			•		
Spa & Bodywork Market	•	•	•	•	•	•
Spa Elegance		•				•
SpaEquip			•	•		•
Stronglite			•	•		
Sunset Park Massage Supplies	•	•	•	•		•
The Biomat Company			•			
The Spa Exchange Corp.	•	•	•	•		•
TouchAmerica				•		
Universal Companies		•	•	•	•	•
Universal Massage Products				•		
UPC Medical Supplies				•		

Massage Tables

COMPANY NAME	HYDRAULIC/LIFT TABLES	LIGHTWEIGHT PORTABLES	PORTABLES	SPA TABLES	STATIONARY TABLES	STUDENT TABLES	TABLE PACKAGES
ALIVEe Massage Tables and Chairs		•	•	•	•		
American 3B Scientific	•	•	•		•	•	
Ann Unicare		•	•		•		
Ashiatsu Deepfeet Bar Therapy	•	•					
Banner Therapy Products		•					
BestMassage.com—TAO Trading	•	•	•	•	•	•	•
BML Basic			•		•		
Body Balance System			•		•		
Body Logic	•	•	•	•	•		•
Bodyworkmall	•	•	•	•	•	•	•
Clinical Health Services		•	•		•		•
Comfort Craft	•			•	•		•
ComfortSoul	•		•	•	•		
Contour Table Systems	•		•		•		
Daniele Henkel			•	•	•		
EarthLite	•	•	•	•	•	•	•
Essential Med Tools	•			•			
Golden Ratio Woodworks	•	•	•	•	•		•
Got Your Back	•	•	•	•	•	•	•
Hockert Sales	•	•	•		•		
Lhasa OMS		•					
Lifetimer Int'l	•		•		•		•
Massage Elements	•	•	•	•	•		•
Massage King	•	•	•	•	•	•	•
Massage Naturals		•	•				•
Massage Products.Com		•					
Massage Warehouse & Spa Essentials	•	•	•		•		•
MassageTools.com	•	•	•	•	•	•	•
Master Massage Equipment	•	•	•	•	•	•	•
Meyer Distributing Company	•		•	•	•	•	•
New Life Systems	•	•	•	•	•	•	•
Novo Supply	•	•	•	•	•	•	•
Oakworks	•	•	•	•	•	•	•
One Touch Massage		•	•		•	•	•
Pisces Productions		•	•	•	•	•	•
Pivotal Health Solutions—Custom Craftworks	•	•	•	•	•	•	•
ProMed Products Xpress	•	•	•		•	•	•
Sacred Lomi			•		•		
Sally Beauty Supply		•	•	•	•		
San Francisco Massage Supply	•	•	•	•	•	•	•

COMPANY NAME	HYDRAULIC/LIFT TABLES	LIGHTWEIGHT PORTABLES	PORTABLES	SPA TABLES	STATIONARY TABLES	STUDENT TABLES	TABLE PACKAGES
Silhouet-Tone USA	•			•	•		
Spa & Bodywork Market	•	•	•	•	•	•	•
Spa Elegance	•	•	•	•	•		•
SpaEquip	•	•	•	•	•		•
Steamy Wonder Company		•	•	•	•		•
Stronglite		•	•				
Sunset Park Massage Supplies	•	•	•	•	•	•	•
Synergie By Dynatronics	•	•	•		•		
The Barral Institute		•	•				
The Spa Exchange Corp.	•	•	•	•	•	•	•
TouchAmerica	•	•	•	•			
Universal Companies	•	•	•	•	•	•	•
Universal Massage Products			•		•		
UPC Medical Supplies		•					
Upledger Institute Int'l		•					
Urban Therapeutic			•				

Massage Table Accessories

COMPANY NAME	ARM RESTS	BARS & APPARATUS	BOLSTERS & CUSHIONS	CARRY CASES	EXTENSIONS	FACE CRADLES	FACE CRADLE COVERINGS	FOOT RESTS	INFRARED MATS	LEG RESTS	PREGNANCY SYSTEMS	REPAIR KITS	SHEETS, BLANKETS & PADS	STEAM CANOPIES	STOOLS	WARMERS	WHEELED CARTS
Advanced Health Products	•		•		•	•	•	•		•			•		•	•	•
ALIVEe Massage Tables and Chairs	•		•		•	•				•							
All in One Linens							•						•				
Amber Products																	•
American 3B Scientific	•		•	•		•	•						•		•		•
Angel Feather							•										
Ann Unicare	•		•	•	•	•		•							•		•
Ashiatsu Deepfeet Bar Therapy																•	
Banner Therapy Products			•			•	•			•			•				
Bed of Nails			•					•									
BestMassage.com—TAO Trading	•		•	•	•	•	•					•	•	•	•	•	•
BIOTONE Professional Massage & Spa Therapy Products							•						•				
BML Basic				•		•	•						•		•		•
Body Linen													•				
Body Logic	•		•	•		•	•				•		•		•	•	•
Body Support Systems											•						
Body Therapy Education CE											•						
Bodyworkmall	•		•	•	•	•	•	•			•		•		•	•	•
California Skincare Supply															•		
Claire Marie Miller Seminars											•						
Clinical Health Services	•		•	•	•	•	•						•		•		
Comfort Craft			•												•		
ComfortSoul	•		•			•	•								•		
Comphy Company													•				
Core Products Int'l			•				•										
EarthLite	•		•	•	•	•					•	•	•		•	•	•
Essential Med Tools						•	•						•		•	•	•
Face Cradle Insert						•	•										
Gilden Tree													•				
Golden Ratio Woodworks						•						•					
Got Your Back	•	•	•	•	•	•	•	•			•		•	•	•	•	•
Grampa's Garden																•	
Great White Bottling			•			•											
Green Earth Massage Sheets													•				
Hands-On Supply			•				•						•				
Hemingway Spa and Massage Products	•		•	•	•	•	•	•					•		•		•
Hockert Sales			•				•						•		•	•	
Hotshotz Reusable Heat Packs													•			•	
Innerpeace							•						•				
Jaco Day Spa Supplies													•			•	
Lifetimer Int'l			•	•	•						•						•
Massage Elements	•		•		•	•		•			•		•		•	•	
Massage King	•		•		•		•				•		•			•	
Massage Naturals	•		•	•	•	•	•						•		•	•	•
Massage Warehouse & Spa Essentials	•		•		•		•				•		•		•		
MassageTools.com			•	•			•				•		•		•	•	•
Master Massage Equipment			•	•		•	•						•		•	•	
Meyer Distributing Company	•		•	•		•	•						•		•		

Massage Table Accessories

COMPANY NAME	ARM RESTS	BARS & APPARATUS	BOLSTERS & CUSHIONS	CARRY CASES	EXTENSIONS	FACE CRADLES	FACE CRADLE COVERINGS	FOOT RESTS	INFRARED MATS	LEG RESTS	PREGNANCY SYSTEMS	REPAIR KITS	SHEETS, BLANKETS & PADS	STEAM CANOPIES	STOOLS	WARMERS	WHEELED CARTS
Mr. Steam														•			
Natural Formulations							•						•				
New Life Systems	•			•	•		•	•					•	•	•	•	•
Novo Supply	•		•	•	•	•	•	•			•		•		•	•	•
Oakworks	•		•	•	•	•	•	•		•	•	•	•		•	•	•
Omni Massage			•			•											
One Touch Massage			•										•		•	•	
OPTP			•														
Oxygen Spa Superstore														•			
Pisces Productions	•		•	•	•	•	•					•	•				•
Pivotal Health Solutions—Custom Craftworks	•		•	•	•	•	•	•					•		•		•
Positive Touch Enterprises			•														
ProMed Products Xpress	•		•	•		•	•						•		•	•	•
Pure Pro Massage Products							•						•				
Renewdle			•														
Sacred Lomi				•		•											
Sage Meditation			•										•				
Sally Beauty Supply																	•
San Francisco Massage Supply	•	•	•	•	•	•	•	•		•	•		•		•	•	•
Silhouet-Tone USA	•		•			•		•							•		
Spa & Bodywork Market	•		•	•	•	•	•	•		•	•		•	•	•	•	•
Spa Elegance			•	•		•	•				•		•		•		
SpaEquip	•	•	•			•	•	•	•	•	•		•		•	•	
Steamy Wonder Company	•	•	•	•		•							•	•			
Stronglite	•		•	•		•							•		•	•	•
Sunlighten									•								
Sunset Park Massage Supplies	•	•	•	•		•	•		•		•	•	•	•	•	•	
Synergie By Dynatronics			•	•		•											
The Biomat Company									•				•				
The Spa Exchange Corp.	•		•	•	•	•	•						•		•		
TouchAmerica	•		•			•		•							•		
Universal Companies	•	•	•	•		•		•			•		•	•	•	•	•
Universal Massage Products							•						•		•	•	
Urban Therapeutic			•				•						•			•	

Massage Tools & Equipment

COMPANY NAME	BAMBOO	BARS & APPARATUS	BRAINWAVE TECHNOLOGY	CELLULITE MANAGEMENT TOOLS	CHAKRA STONES	CRYSTALS	CUPPING DEVICES	ELECTRIC MASSAGERS	EXERCISE & THERAPY BALLS	LOTION WARMERS	MANUAL TOOLS	MARBLES	ROLLERS	SHELLS	SOUND HEALING TOOLS	STONES	THAI STEMS	L.E.D.	LASER/LOW LEVEL LASER
AAH Back Massage											•								
ACE Massage Cupping & MediCupping				•			•				•								
Acuball									•				•						
Acuforce Int'l											•								
Advanced Health Products					•			•			•		•	•		•			
All About Massagers								•					•						
All One Peace															•				
Amber Products					•					•						•			
American 3B Scientific							•	•	•	•	•		•			•			
Ann Unicare										•									
Ashiatsu Deepfeet Bar Therapy		•																	
August Point Wellness									•		•								
Auroma Int'l									•										
Balanced Body													•						
Ball Dynamics Int'l									•				•						
Banner Therapy Products							•	•	•	•									
Barefoot Masters	•																		
Bellabaci				•			•				•								
BelleCore				•				•			•								
BestMassage.com—TAO Trading	•			•	•		•		•	•	•	•	•			•	•		
Bifrost											•								
BioSonic															•				
BIOTONE Professional Massage & Spa Therapy Products																•			
BML Basic								•			•								
Body Back Company								•	•		•		•						
Body Balance System															•				
Body Logic	•				•	•	•	•					•			•			
Bodyworkmall	•							•		•	•		•			•			
BodyZone.com													•						
Chubinsky Method and Device											•								
Claire Marie Miller Seminars													•						
Clinical Health Services								•			•		•			•			
Comfort Craft		•																	
Core Products Int'l								•			•								
Daniele Henkel				•				•					•						
EarthLite											•								
Element Industries											•								
Energy Muse						•													
Energy Wellness Products								•											
Get in Touch Massage Education									•		•		•		•				
Golden Sunshine				•							•								
Golf Ball Massage				•		•			•		•		•			•			
Got Your Back	•			•	•				•	•	•		•			•			
Hands-On Supply					•	•					•								
Healing Sounds															•				

Massage Tools & Equipment

COMPANY NAME	BAMBOO	BARS & APPARATUS	BRAINWAVE TECHNOLOGY	CELLULITE MANAGEMENT TOOLS	CHAKRA STONES	CRYSTALS	CUPPING DEVICES	ELECTRIC MASSAGERS	EXERCISE & THERAPY BALLS	LOTION WARMERS	MANUAL TOOLS	MARBLES	ROLLERS	SHELLS	SOUND HEALING TOOLS	STONES	THAI STEMS	L.E.D.	LASER/LOW LEVEL LASER
Health Matters Seminars											•								
Hemingway Spa and Massage Products											•					•			
Himalayan Salt Stone Massage																•			
Hockert Sales								•	•	•	•		•						
HoMedics								•			•				•				
Hotshotz Reusable Heat Packs										•						•			
House of Spa Brands											•						•		
Inner Soulutions															•				
Int'l Sound Healing Institute															•				
Jaco Day Spa Supplies								•			•								
L.M.T. Success Group							•	•											
LaStone Therapy					•														
Lifetimer Int'l								•											
Lotus Brands					•														
Lotus Light Enterprises											•				•				
Lypossage esthetiques Int'l				•															
Magister Corporation									•		•								
Massage Elements											•		•			•			
Massage King					•											•			
Massage Naturals					•						•					•			
Massage Publications											•								
Massage Warehouse & Spa Essentials	•							•		•	•			•					
MassageBlocks.com		•									•								
MassageTools.com								•			•					•			
McRub											•								
Mettler Electronics Corp.								•											
Meyer Distributing Company								•			•		•						
Moji											•		•						
MotherMassage									•										
Nature's Stones					•											•			
Neuro-Structural Taping Technique											•								
Neuromuscular Solutions											•								
New Life Systems					•			•		•	•			•	•	•	•		
NMT Center											•								
Novo Supply								•		•									
Now & Zen															•				
Nukkles											•								
Nurturing the Mother																•			
Omni Massage								•			•		•						
One Touch Massage								•			•					•			
OPTP									•		•		•						
Pillowsonic U.S.															•				
Pisces Productions									•		•								
Pivotal Health Solutions—Custom Craftworks											•								
Polar Products											•								

COMPANY NAME	BAMBOO	BARS & APPARATUS	BRAINWAVE TECHNOLOGY	CELLULITE MANAGEMENT TOOLS	CHAKRA STONES	CRYSTALS	CUPPING DEVICES	ELECTRIC MASSAGERS	EXERCISE & THERAPY BALLS	LOTION WARMERS	MANUAL TOOLS	MARBLES	ROLLERS	SHELLS	SOUND HEALING TOOLS	STONES	THAI STEMS	L.E.D.	LASER/LOW LEVEL LASER
PolTech Thumbsavers											•								
ProMed Products Xpress							•	•	•		•		•						
RAD Roller											•		•						
Rocktape											•								
Sa-wan Spa Products																	•		
Sacro Wedgy											•								
Saltability																•			
San Francisco Massage Supply										•	•		•			•			
Sassi Stones																•			
Save Your Hands											•								
SelfCareCentral.com									•										
Silver Sky Imports						•									•				
Singing Rainbow						•									•				
Solavedi Organics																•			
Sonic Relief								•											
Sound Universe											•				•				
Spa & Bodywork Market	•			•	•		•	•	•	•	•				•	•	•		
Spa Elegance				•	•					•	•		•			•			
Spa Revolutions														•		•			
SpaEquip										•		•				•			
St. John Neuromuscular Seminars		•									•								
Starwest Botanicals													•						
Steamy Wonder Company				•															
Sunset Park Massage Supplies	•	•		•	•	•	•	•	•	•	•	•	•	•	•	•			
Sybaritic				•															
Synergie By Dynatronics													•						
t spheres											•								
Tao Mountain											•								
TH Stone						•										•	•		
The Armaid Company											•		•						
The Lotus Palm											•								
The Med-Stone																•			
The Pressure Positive Company											•		•						
The Spa Exchange Corp.				•	•	•		•		•						•			
The Thumbby Co.											•								
Thumper Massager								•											
TIR Massage Stone																•			
TOTOTEC											•								
Universal Companies	•			•		•				•	•		•		•	•			
Universal Touch																	•		
UPC Medical Supplies							•	•			•								
Upledger Institute Int'l											•								
Urban Therapeutic							•		•		•		•			•			
Whole Body Basics Training & Supplies								•								•	•		

Nutrition

COMPANY NAME	BOTTLED WATER	DETOXIFICATION	ENERGY DRINKS	FOOD & SNACKS	NUTRITION BARS	SUPPLEMENTS	TEAS
Africology							•
Aroma Thyme						•	
August Point Wellness							•
Ayurvedic Rasayanas		•				•	•
AzureGreen							•
Bach Original Flower Remedies						•	
Banyan Botanicals		•				•	•
Bertaut Beauty							•
Bindi						•	•
Bio-Botanica						•	
Bio2 Int'l		•				•	
BioGenesis Nutraceuticals		•			•	•	
BIOTA Brands of America	•						
BioTerra Herbs		•				•	
Boiron USA						•	
Botanica Labs						•	
Bubi Bottle	•						
Chi Nei Tsang Institute		•					
Chopra Center		•				•	•
Clean Surroundings						•	
Collagen M.D.						•	
Cowen Enterprise						•	
Cryoderm Merk Medical Distributors						•	
Doctor's Pride						•	
Dr. Clark Research Association		•				•	
DrH Rejoint						•	
Drucker Labs						•	
ELANVEDA		•				•	
Elizabeth Van Buren						•	
Emerald Balance			•	•		•	
Emerita						•	
Energy Wellness Products						•	
Epicuren Discovery						•	
Equavie USA		•				•	
Evan's Garden						•	
Go Primal Fitness						•	
Green Virgin Products						•	•
Helios Health Products						•	
Herbalist & Alchemist						•	
Herbasway		•	•			•	•
HERBTHEORY		•				•	
Heritage Store		•				•	
Hockert Sales		•	•			•	
InterNatural Natural Health & Wellness Products						•	
Jadience Herbal Formulas		•				•	

COMPANY NAME	BOTTLED WATER	DETOXIFICATION	ENERGY DRINKS	FOOD & SNACKS	NUTRITION BARS	SUPPLEMENTS	TEAS
Journey To Botanicals		•				•	
Kare-N-Herb		•				•	
Kopec Naturals Skin Solutions						•	
Lily of the Desert	•	•	•			•	
Lotus Brands						•	
Lotus Light Enterprises						•	•
Lypossage esthetiques Int'l						•	•
m'lis		•				•	
Massage Elements							•
Meyer Distributing Company						•	
Natural Wellness						•	
NaturaNectar						•	
Nature's Plus						•	
Newton Homeopathics						•	
Next Step Institute						•	
Nordic Naturals						•	
Numi Organic Tea							•
Nutrition Services						•	
OmEssentials						•	
Organic India						•	•
Penn Herb Co.						•	
Penta Water	•						
Pharmaca						•	
Phytomer USA		•				•	
Prince of Peace						•	•
ProMed Products Xpress			•	•		•	
Quincy Bioscience						•	
Rocky Mountain Oils		•				•	
Saltability		•					
Solo GI Nutrition					•		
Source Vital						•	
Spa & Bodywork Market							•
Spa Elegance							•
Sprayology		•				•	
Starwest Botanicals		•				•	•
Synergie By Dynatronics						•	
Tangut USA						•	
Tao Mountain						•	
The Biomat Company		•				•	
UPC Medical Supplies			•			•	
Victoria's Lavender							•
Vital Nutrients						•	
Z Skin Systems						•	
ZICO Beverages	•						

Pillows, Cushions & Bolsters

COMPANY NAME	AIR POCKET PILLOWS	BACK SUPPORT	BOLSTERS	CUSHIONS	EYE PILLOWS	FIBER SUPPORT	FLEECE PADS	FOAM SUPPORT	HEAD & NECK	HOT & COLD	MATTRESSES & BEDS	SPECIALTY	THAI MASSAGE MATS	WATER PILLOWS
Advanced Health Products		•	•	•	•		•	•	•	•				
Africology					•									
ALIVEe Massage Tables and Chairs			•											
American 3B Scientific		•	•	•	•	•		•	•	•		•		•
Angel Feather					•							•		
Ann Unicare			•											
Ball Dynamics Int'l		•		•										
Bandages Plus								•						
Banner Therapy Products	•	•	•	•	•				•			•		
Bed of Nails		•		•					•		•	•		
BestMassage.com—TAO Trading		•	•	•	•		•	•	•	•	•	•	•	
Birch Hill Happenings Aromatherapy					•									
BML Basic			•	•			•	•	•			•		•
Body Back Company									•					
Body Linen							•							
Body Logic			•	•	•		•	•	•					
Body Support Systems				•				•						
BodySense					•				•	•		•		
Bodyworkmall			•	•	•		•							
Chopra Center					•									
Clinical Health Services						•		•				•		•
Comfort Craft			•					•						
ComfortSoul			•						•					
Comphy Company					•									
Core Products Int'l		•		•		•	•	•				•		
EarthLite			•	•			•		•					
Essential 3					•									
Full Circle								•						
Good Night Naturals											•			
Got Your Back	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Grampa's Garden					•				•	•		•		
Great White Bottling				•					•			•		
Hands-On Supply			•											
Helios Health Products							•							
Hemingway Spa and Massage Products	•	•	•	•		•	•	•	•	•		•		•
Hockert Sales		•	•	•		•		•				•		•
HoMedics				•				•	•					
Hotshotz Reusable Heat Packs										•				
House of Spa Brands									•	•				
Jadience Herbal Formulas									•			•		
Kelly Green Organic						•								
Kiss Life					•									
Kozy Collar					•									
Lifetimer Int'l			•	•										
Luxury Therapeutics					•									
Magister Corporation		•												
MagnetiCo											•			

COMPANY NAME	AIR POCKET PILLOWS	BACK SUPPORT	BOLSTERS	CUSHIONS	EYE PILLOWS	FIBER SUPPORT	FLEECE PADS	FOAM SUPPORT	HEAD & NECK	HOT & COLD	MATTRESSES & BEDS	SPECIALTY	THAI MASSAGE MATS	WATER PILLOWS
Massage Elements			•				•							
Massage King		•			•		•	•				•		
Massage Naturals			•				•							
Massage Warehouse & Spa Essentials			•	•			•						•	•
MassageTools.com			•	•			•							
Master Massage Equipment			•				•	•	•					
Meyer Distributing Company	•	•		•		•	•	•			•	•		•
Mother Earth Pillows			•		•				•	•		•		
NadaChair		•	•											
Nature's Stones										•				
New Life Systems		•				•	•	•	•			•	•	
Novo Supply		•	•				•							
Nukkles					•				•					
Oakworks	•	•	•	•		•	•	•	•			•		•
Ogallala Comfort Company									•		•			
Omni Massage	•	•	•	•		•	•	•				•		
One Touch Massage			•				•							
OPTP		•	•	•								•		
Pillowsonic U.S.												•		
Pisces Productions			•	•	•		•		•					
Pivotal Health Solutions—Custom Craftworks			•				•	•	•					
Positive Touch Enterprises			•	•					•					
ProMed Products Xpress			•				•					•		
Renewdle				•					•			•		
Sacro Wedgy		•							•					
Sage Meditation		•	•	•	•				•		•		•	
San Francisco Massage Supply			•	•	•		•		•	•		•	•	•
Shoulders Back		•												
Silhouet-Tone USA				•					•					
Spa & Bodywork Market		•	•	•	•	•	•	•	•	•		•		
Spa Elegance			•	•	•		•		•					
SpaEquip		•	•	•	•		•		•			•		•
Stronglite			•				•							
Sunset Park Massage Supplies	•	•	•	•	•	•	•	•	•	•		•	•	•
Synergie By Dynatronics			•											
Tao Mountain													•	
Tempur-Pedic								•	•		•	•		
The Lotus Palm		•	•	•								•	•	
The Spa Exchange Corp.		•	•				•	•						•
Thumper Massager		•							•					
TouchAmerica			•											
Universal Companies		•	•	•	•		•		•		•		•	
Universal Massage Products							•							
Urban Therapeutic			•	•			•	•	•			•		
Victoria's Lavender					•				•					
Whole Body Basics Training & Supplies				•			•		•					

COMPANY NAME	ANATOMY CHARTS	AROMATHERAPY CHARTS	ASIAN BODYWORK CHARTS	AUDIO BOOKS	AYURVEDIC CHARTS	BOOKS	DVDS	MUSCLE MODELS	REFLEXOLOGY CHARTS	SKELETAL MODELS	SOAP CHARTS	TEST PREPARATION	TRIGGER-POINT CHARTS
A Foundation for Healthy Family Living						•							
ACE Massage Cupping & MediCupping						•	•						
Acuball						•	•						
Acutonics						•							
Advanced Health Products							•						
Aesthetic VideoSource							•						
All About Massagers						•	•						
Aloha Int'l						•	•						
Amber Products						•	•						
American 3B Scientific	•							•		•			•
American Hotel & Lodging Educational Institute						•							
Anatomy Trains	•					•	•						
Animal Dynamics						•							
Anson Aromatic Essentials						•	•						
Arkadia Records							•						
Aroma Thyme						•							
Art Riggs Deep Tissue & Manual Therapy Education Systems							•						
Ashiatsu Deepfeet Bar Therapy							•						
At Peace Media	•						•						
Aura Cacia		•											
Auromere Ayurvedic Imports						•							
Baby's First Massage						•	•						
Balanced Body						•	•						
Ball Dynamics Int'l						•	•						
Bamboo-Fusion							•						
Bandages Plus						•	•						
Barbara Brennan School of Healing						•	•						
Barefoot Masters							•						
Bellabaci						•	•						
Bertaut Beauty							•						
BestMassage.com—TAO Trading						•	•						
Bindi						•							
BioSonic					•	•	•						
Birch Hill Happenings Aromatherapy		•							•				
Body Back Company													•
Body Logic	•	•				•	•		•				•
Body Memory Recall						•							
Body Support Systems							•						
Body Therapy Education CE						•	•						
Bodyworkmall						•	•						
BodyZone.com						•							
Books of Discovery					•	•	•						
Boundary in a Box						•							
BsaB Candles	•												
Chi Nei Tsang Institute						•	•						

COMPANY NAME	ANATOMY CHARTS	AROMATHERAPY CHARTS	ASIAN BODYWORK CHARTS	AUDIO BOOKS	AYURVEDIC CHARTS	BOOKS	DVDS	MUSCLE MODELS	REFLEXOLOGY CHARTS	SKELETAL MODELS	SOAP CHARTS	TEST PREPARATION	TRIGGER-POINT CHARTS
Chikly Health Institute	•					•	•			•			
Chopra Center						•	•						
Claire Marie Miller Seminars							•		•				
Clinical Massage Therapy						•							
Cross Country Education				•									
Curties-Overzet Publications						•	•						
Day-Break Geriatric Massage Institute							•						
Discount New Age Books						•							
Dr. James Mally						•	•						
Dreaming Earth Botanicals		•											
EarthLite						•	•						
Eco-Beauty Organics						•							
ELANVEDA						•							
Elizabeth Van Buren		•				•							
Elsevier						•							
Energy Transformations						•							
Epicuren Discovery	•												

COMPANY NAME	ANATOMY CHARTS	AROMATHERAPY CHARTS	ASIAN BODYWORK CHARTS	AUDIO BOOKS	AYURVEDIC CHARTS	BOOKS	DVDS	MUSCLE MODELS	REFLEXOLOGY CHARTS	SKELETAL MODELS	SOAP CHARTS	TEST PREPARATION	TRIGGER-POINT CHARTS
Equissage						•	•						
Exercise To Heal							•						
F.A. Davis Company						•	•				•		
Federation of State Massage Therapy Boards												•	
Fijian Massage							•						
Freedom From Pain Institute	•					•	•						
From Nature With Love						•							
Full Circle	•					•	•						
Get in Touch Massage Education						•	•						
Golf Ball Massage	•						•						•
Got Your Back	•	•	•			•	•		•				•
Hamoea Healing Arts							•						
Hancock Craniosomatic Institute						•	•						
Hands-On Supply	•						•			•			
Hawaiian Temple Bodywork							•						
Healing Circle Massage						•	•						
Healing From the Core - Suzanne Scurlock-Durana				•			•						
Healing Sounds							•						
Health Matters Seminars							•						
Hemingway Spa and Massage Products						•	•						
Hendrickson Method Institute						•	•						
Herbalist & Alchemist						•	•						
Hughes Henshaw Publications						•						•	
Infant Massage USA						•	•						
Inner Soulutions						•							
Inner Traditions						•	•						
Innersource				•		•	•						
Insparation Management						•	•						
Int'l Alliance of Healthcare Educators	•					•	•	•		•			
Int'l Sound Healing Institute						•	•						
Integrated Touch Therapy						•	•						
InterNatural Natural Health & Wellness Products				•		•							
Jamu Asian Spa Rituals							•						
Jumozy							•						
Kent Health Systems	•						•						•
Kinesio Taping						•	•						
Kinesis Myofascial Integration						•	•						
Kopec Naturals Skin Solutions						•							
L.M.T. Success Group						•	•						
Lippincott Williams & Wilkins	•					•			•				•
Lotus Brands						•							
Lotus Light Enterprises		•				•							
Lowe's Orthopedic Massage Training						•	•						
Massage Elements	•								•				•
Massage Insurance Billing							•						

COMPANY NAME	ANATOMY CHARTS	AROMATHERAPY CHARTS	ASIAN BODYWORK CHARTS	AUDIO BOOKS	AYURVEDIC CHARTS	BOOKS	DVDS	MUSCLE MODELS	REFLEXOLOGY CHARTS	SKELETAL MODELS	SOAP CHARTS	TEST PREPARATION	TRIGGER-POINT CHARTS
Massage King	•					•	•			•			•
Massage Naturals							•						
Massage Publications						•	•						
Massage Study Buddy												•	
MassageBook											•		
MassageMinder	•								•		•		•
MassageTools.com							•						
Massamio						•							
McRub						•							
MedicalMassage-EDU.com						•	•						
Metro Massage						•	•						
Meyer Distributing Company	•									•			
Morgan Professional Products	•												
Myofascial Release Seminars						•	•						
National Bodywork Seminars							•						
Natural Wellness						•							
Nature's Stones							•		•				•
Neuromodulation Technique Seminars							•						
Neuromuscular Solutions							•						
New Directions Aromatics		•				•							
New Harbinger Publications						•							
New Life Systems	•	•				•	•			•			•
New World Library							•						
NMT Center						•							•
North Atlantic Books				•		•	•						
Novo Supply	•									•			
Nurturing the Mother						•	•		•				
One Touch Massage							•						
OPTP						•	•						
Orthopedic Massage Education & Research						•	•						
Perlow Productions							•						
Pine Island Publishers						•						•	
Pisces Productions							•						
Prentice Hall Health						•							
Primal Pictures	•							•		•			•
ProMed Products Xpress						•	•	•	•	•			•
Pure Pro Massage Products							•						
Rainshadow Labs	•												
Ralph Stephens Seminars						•	•						
Ray of Light Massage Training							•						
Real Bodywork							•	•	•				
ReikiTeacher.Org						•							
Repetitive Use Injury Therapy						•	•						
Rocky Mountain Oils						•	•						
Sa-wan Spa Products						•	•						

COMPANY NAME	ANATOMY CHARTS	AROMATHERAPY CHARTS	ASIAN BODYWORK CHARTS	AUDIO BOOKS	AYURVEDIC CHARTS	BOOKS	DVDS	MUSCLE MODELS	REFLEXOLOGY CHARTS	SKELETAL MODELS	SOAP CHARTS	TEST PREPARATION	TRIGGER-POINT CHARTS
Sacred Lomi						•	•						
San Francisco Massage Supply	•	•	•	•	•	•	•		•	•			•
Save Your Hands						•	•						
Shea Educational Group				•		•							
Silver Sky Imports						•							
Simply Appointments											•		
Sohnen-Moe Associates						•							
Somanautics Workshops						•	•						
Sound Universe						•	•						
Soundings of the Planet							•						
Sounds True				•		•	•						
Spa & Bodywork Market	•	•	•			•			•	•		•	•
Spa Elegance						•	•		•				
SpaEquip						•	•						
Spalutions				•		•	•						
St. John Neuromuscular Seminars	•					•	•	•		•			•
Starwest Botanicals						•			•				
Steamy Wonder Company						•	•						
Stretching						•	•						
Stronglite						•	•						
Sunset Park Massage Supplies	•	•	•		•	•	•	•	•	•	•	•	•
Synergistic Kinesiology						•							
Tao Mountain									•				
Tara Brach						•	•						
TH Stone						•	•						
The Alchemical Courtyard						•	•						
The Armaid Company							•						
The Auth Method						•	•						
The Barral Institute	•			•		•	•	•		•			•
The Essential Massage Companion						•					•		
The Healing Journey						•							
The Lotus Palm			•			•	•						
The Pressure Positive Company						•							
The Spa Exchange Corp.						•	•						
TIR Massage Stone						•	•						
Touch For Health	•					•	•						
Universal Companies		•				•	•						
Universal Touch						•	•						
UPC Medical Supplies						•		•					
Upledger Institute Int'l	•			•		•	•	•		•			
Urban Therapeutic							•						
Whole Body Basics Training & Supplies	•					•						•	
Yamuna Body Rolling							•						

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
21 Drops Essential Oil Therapy	•						•								
A Scents Worth	•						•	•							
ACE Massage Cupping & MediCupping											•				
Acuity Soundworks												•			
Acutonics							•					•			
ADORAtherapy	•							•							
Advanced Health Products	•	•	•	•	•		•		•					•	•
Africology	•	•					•						•	•	
Alaffia Sustainable Skin Care		•						•		•					
Alapure		•						•		•					
Alcanz Int'l		•		•											
All About Massagers	•														
All One Peace	•						•	•				•			
Amber Products		•		•				•							
American 3B Scientific	•														
Angelina Organic Skincare		•						•		•				•	
Anson Aromatic Essentials	•	•					•	•					•		
Apothederm Skin Care		•						•						•	
Arctic Ease									•						
Arkadia Records												•			
Aroma Naturals		•													
Aroma Thyme	•	•		•			•	•			•		•	•	
Aromafloria		•												•	
Aromatherapy Associates		•		•				•		•				•	
At Peace Media												•			
Aubrey Organics		•								•					
Aura Cacia	•	•					•	•						•	

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
Auroma Int'l	•	•		•			•								
Auromere Ayurvedic Imports		•						•							
Awakening Spirit	•	•					•			•					
Ayurvedic Rasayanas							•								
AzureGreen												•			
Baby Mantra		•					•			•					
Baby's First Massage												•			
Bach Original Flower Remedies													•		
Backroads Music												•			
Badger Company	•	•					•	•		•					
Bandages Plus										•					
Banyan Botanicals		•								•					
Barbara Brennan School of Healing												•			
Bath and Body Bliss		•						•		•				•	
BeautiControl		•								•				•	
Beauty Secrets	•	•					•			•					
Bed of Nails	•		•	•											
BELCAM	•	•								•				•	
Bella Schneider Beauty		•								•				•	
Bellabaci	•						•	•		•					
Bellanina Institute		•								•				•	
BestMassage.com—TAO Trading	•	•	•		•	•	•		•	•		•			
Bindi	•	•								•			•		
Bio Jouvance		•					•								
Bio2 Int'l										•					
BioElectric Shield							•				•	•			
BioSource Naturals	•	•					•								
BioTerra Herbs													•		
BIOTONE Professional Massage & Spa Therapy Products		•								•				•	
Birch Hill Happenings Aromatherapy	•	•		•			•	•		•					
Blossom Pods	•						•								
BML Basic	•	•	•						•			•			
Body Concepts														•	
Body Logic	•	•	•	•			•		•	•		•		•	•
BodyBliss		•		•				•		•					
Bodyceuticals		•								•					
BODYCOFFEE										•					

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
BodySense	•					•			•						
Bodyworkmall			•	•								•			
Brigit True Organics		•						•							
Brittanie's Thyme	•	•													
BsaB Candles				•											
Bubalina Beauty		•						•		•				•	
Bubi Bottle									•						
Bucky Products		•													
CA Botana Int'l	•	•					•	•		•				•	
California Skincare Supply		•													
Calm Radio												•			
Candle Impressions				•											
Chartreuse Products		•								•				•	
China-Gel								•		•					
Chopra Center	•	•		•			•	•		•			•		
Christine Valmy	•	•								•					
Clarisonic		•													
Clean Logic		•													
Clean Surroundings													•		
Clear My Head		•												•	
Clinical Health Services															•
Conscious Colors	•						•								
Cosmic Essential Oils	•	•					•	•							
CosmicFlower Aromatherapy		•													
Cuccio Natural	•	•								•				•	
d'vine Skin Care		•												•	
Dead Sea Pavilion		•						•						•	
Definitions Skincare	•													•	
DermAware										•					
Devera Naturals								•							
DOCTOR HOY'S Natural Pain Relief Gel										•					
Dr. Clark Research Association											•				
Dr. Singha's Natural Therapeutics		•					•								
Dream Organics	•	•						•							
Dreaming Earth Botanicals	•	•					•	•		•					
DrH Rejoint													•		
Earth Therapeutics								•							

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
EarthLite	•		•			•	•			•					
Eco-Beauty Organics	•	•						•		•		•		•	
Effleurage	•						•	•		•					
ELANVEDA	•						•	•							
Eminence Organic Skin Care		•						•		•				•	
Energy Muse				•											
EO Products		•					•	•		•					
Epicuren Discovery		•								•				•	
Equavie USA		•												•	
Erbaviva	•	•								•					
Essence of Vali								•							
Essensa		•								•				•	
Essential 3	•														
Evan's Garden		•								•		•		•	
Eve Taylor		•								•				•	
Exercise To Heal												•			
FarmHouse Fresh		•		•				•						•	
Fleur's USA		•					•			•				•	
Flow Masters				•											
Flower Essence Energy								•							
From Nature With Love		•		•										•	
George Skaroulis												•			
Get in Touch Massage Education	•						•								•
Gilden Tree		•						•		•				•	
Golf Ball Massage						•									
Got Your Back	•	•	•			•			•	•		•		•	
Grampa's Garden	•	•					•	•	•						
Great White Bottling							•			•					
Green Virgin Products		•								•					
H. Gillerman Organics								•							
Hands-On Supply		•							•	•		•			
Head Massage NYC							•								
Health Enterprises									•						
Helios Health Products										•					
Hemingway Spa and Massage Products			•												
HERBTHEORY													•		
Heritage Store	•	•											•		

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
Himalayan Salt Stone Massage		•													
Hockert Sales	•		•				•		•				•		
HoMedics					•										
Hoomana Restorative Therapies										•				•	
Hotshotz Reusable Heat Packs								•	•						•
House of Spa Brands	•	•					•								
Ilike Organic Skin Care								•							
Inner Worlds Music												•			
Innersense Organic Beauty		•													
Innersource												•			
Inside Out Bodywear														•	
Int'l Sound Healing Institute												•			
InterNatural Natural Health & Wellness Products		•						•		•		•			
Issimo Int'l		•		•						•					
ISUN Skincare		•					•			•				•	
Jaco Day Spa Supplies		•	•	•						•					
Joyful Bath Co.		•						•						•	
JuicyforSure Skincare	•	•						•						•	
Jurlique		•					•	•							
Just Naturals & Co.		•		•				•						•	
Kathy's Family		•													
Kelley Pure Essential Oils								•							
KineticWise Massage							•	•	•						
Kiss Life	•		•												
Kneipp	•	•					•	•						•	
Kopec Naturals Skin Solutions		•								•				•	
Kozy Collar	•		•					•							
LaStone Therapy								•							
Lotus Brands								•							
Lotus Light Enterprises	•	•		•				•				•		•	
Luxury Therapeutics	•		•												
Lypossage esthetiques Int'l		•					•			•			•		
Malie Kauai		•						•							
Malimba Records												•			
Mama Mio		•													
Maroma USA		•		•				•							
Massage Elements	•	•	•	•				•		•			•	•	

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
Massage King								•							
Massage Warehouse & Spa Essentials	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
MassageBlocks.com						•									•
Master Massage Equipment			•												
McRub															•
MedEssential Oils	•						•			•					
Mixaroma	•	•		•			•	•							
Morning Song Gardens				•											
Mother Earth Pillows			•												•
MotherMassage	•														
Mountain Body Products				•				•							
Mr. Steam								•							
NadaChair			•			•									•
Natural Formulations	•	•					•			•				•	
Natural Patches of Vermont	•						•	•							
Natural Wellness		•										•			
Nature Pure Labs		•												•	
Nature's Stones							•			•					
NaturOli Beautiful		•						•		•					
Naturopathica	•	•												•	
Nectarine/Terranova		•													
New Age Touch		•					•								
New Directions Aromatics	•	•		•				•						•	
New Earth Records												•			
New Life Systems		•										•		•	
New Moon Bodywork & Botanicals	•	•					•			•				•	
Novo Supply									•						
NuFace								•							
Nukkles										•					
Numi Organic Tea								•							
OmEssentials													•		
Omni Massage															•
OPTP			•			•			•						•
Organic Fiji	•						•							•	
Organic India								•					•		
OSEA Malibu	•	•						•						•	
Paradise Music												•			

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
Penn Herb Co.	•						•								
Performance Health/Biofreeze										•					
Performance Health/Bon Vital'	•						•			•				•	
Performance Health/Thera-Pearl									•						
Performance Health/TheraBand															•
Pevonia Botanica		•								•				•	
Pharmacopia		•						•							
Phytoceane		•													
Phytomer USA		•												•	
Pillowsonic U.S.												•			
Pisces Productions		•			•		•	•	•			•		•	•
Pivotal Health Solutions—Custom Craftworks						•									
Plantlife Natural Body Care	•	•		•			•	•		•				•	
Plantogen														•	
Point of Light Records												•			
Prana SpaCeuticals										•				•	
Prima Fleur Botanicals	•						•								
ProMed Products Xpress	•														•
Provence Cosmetics														•	
Pure Pro Massage Products	•						•			•					
RAD Roller															•
Rainshadow Labs				•										•	
Real Music												•			
Red Cherry Group	•	•					•			•					
Renewdle						•									
Repechage		•					•			•					
Repetitive Use Injury Therapy															•
Rocky Mountain Oils							•						•		
Rue and Rose Botanicals	•	•								•				•	
Sa-wan Spa Products		•								•				•	
Sabon	•	•		•			•	•		•					
SacredEarth Botanicals	•						•			•					
Sage Meditation	•		•	•								•			
Sally Beauty Supply	•							•						•	
Saltability		•					•								
San Francisco Massage Supply	•	•	•	•		•	•		•	•		•			
Save Your Hands						•									

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
Scandle Massage Candle				•				•						•	
Seaflora Skincare		•						•						•	
Selona Beauty		•						•							
Serenity Music												•			
Shankara		•												•	
Silver Sky Imports								•							
Skin Kare Industries														•	
SKINN Cosmetics		•												•	
Smart Step Therapeutic Flooring						•									
Solavedi Organics		•													
Soothing Touch	•	•					•	•		•				•	
Sound Universe												•			
Soundings of the Planet												•			
Sounds True												•			
Source Vital	•	•					•			•			•	•	
South Seas		•						•		•				•	
Soylicious Candles				•											
Spa & Bodywork Market	•	•					•	•		•				•	
Spa Elegance	•	•	•	•	•		•	•	•	•		•		•	
Spa Revolutions								•							
SpaEquip		•					•					•			
SpaRitual		•								•				•	
Spongeables		•													
Sprayology													•		
Starwest Botanicals	•	•					•						•		
Steamy Wonder Company	•	•					•		•						
Steven Halpern - Inner Peace Music												•			
Stronglite												•			
Sundari	•	•		•			•	•		•					
Sunset Park Massage Supplies	•	•	•	•	•	•	•	•	•	•	•	•		•	•
Swedish Backcare System															•
Synergie By Dynatronics			•										•		
t spheres	•							•							
Tangut USA													•		
Tao Mountain		•													
Tara Brach												•			
TARA Spa Therapy		•						•							
Temple	•	•		•			•	•						•	

COMPANY NAME	AROMATHERAPY	BATH PRODUCTS	BOLSTERS, CUSHIONS & PILLOWS	CANDLES	ELECTRIC MASSAGE CHAIRS	ERGONOMIC PRODUCTS	ESSENTIAL OILS	GIFT SETS	HOT & COLD PACKS	LUBRICANTS	MAGNETIC THERAPY	MUSIC CDS	NUTRITIONAL PRODUCTS	SCRUBS	STRETCHING TOOLS
Terra Dolce	•	•						•		•				•	
Terra Essential Scents	•			•			•	•							
Terra Firma Botanicals							•			•					
The Armaid Company						•									•
The Aromatherapy Factory	•														
The Auth Method	•														
The Jojoba Company										•					
The Lotus Palm			•				•					•			
The Mitchell Group		•								•					
The Pressure Positive Company						•									
The Spa Exchange Corp.	•	•	•		•							•		•	
Therabath							•								
Thumper Massager			•												
Thunder Ridge Emu Products		•								•					
TIR Massage Stone							•								
Tisserand Aromatherapy	•														
Topricin								•							
Trillium Herbal Co.		•					•	•						•	
Twin Flames Production												•			
Union Street Apothecary	•	•					•							•	
Universal Companies	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
V'TAE		•						•		•				•	
Victoria's Lavender	•	•		•			•	•		•				•	
Vie Collection USA										•				•	
Vital Nutrients													•		
Water Music Records												•			
Waxelene		•								•					
Way Out Wax	•			•											
Weleda		•						•							
Whole Body Basics Training & Supplies									•					•	
Wyndmere Naturals		•		•				•							
Yamuna Body Rolling						•									•
Yoga Back Company						•									
Yon-Ka Paris										•				•	
Zen Organics	•	•					•	•		•					
Zents		•						•		•					
ZICO Beverages													•		

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
ACE Massage Cupping & MediCupping						•				
Action Wipes				•						
Acuball						•				
Acuforce Int'l						•				
Advanced Health Products								•		
Africology				•			•			
Alapure				•			•			
Alcanz Int'l							•			
All One Peace	•	•							•	
American 3B Scientific						•		•		•
Angelina Organic Skincare							•			
Anson Aromatic Essentials	•		•	•					•	
Apothederm Skin Care							•			
Aromatherapy Associates							•			
At Peace Media	•									
Aubrey Organics							•			
August Point Wellness						•				
Aura Cacia							•			
Auroma Int'l		•					•			
Auromere Ayurvedic Imports				•			•			
Awakening Spirit				•			•			
Baby Mantra							•			
Bach Original Flower Remedies									•	
Badger Company							•			
Balanced Body	•							•		•
Ball Dynamics Int'l						•				•
Bandages Plus	•									
Banyan Botanicals							•		•	
Beauty Secrets				•			•			
Bed of Nails		•	•			•		•		•
BELCAM				•			•			
Bella Schneider Beauty							•			
Bellabaci	•					•	•			
Bellanina Institute							•			

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
BelleCore						•	•			•
Bertaut Beauty	•		•							
BestMassage.com—TAO Trading	•	•				•	•			•
BeWell Health				•						
Bifrost						•				
Bindi			•							
Bio-Botanica									•	
BioTerra Herbs			•						•	
Birch Hill Happenings Aromatherapy							•			
BML Basic	•					•		•		
Body Back Company						•				
Body Logic						•	•	•		
Bodyceuticals				•			•			
Bodyworkmall	•					•				
BodyZone.com	•									
Bookspan	•									
Bragg Live Foods	•		•							
Brain State Technologies	•	•								
Brigit True Organics				•			•			
Brittanie's Thyme				•			•			
CA Botana Int'l							•			
CBI Laboratories							•			
Chi Nei Tsang Institute	•				•					
Chikly Health Institute	•									
Chopra Center	•	•	•	•	•					•
Christine Valmy							•			
Clarisonic							•			
Clean Surroundings	•								•	
Clinical Health Services					•			•		
Comfort Craft							•			
Conscious Colors		•								
Core Products Int'l								•		
Cosmic Essential Oils							•			
CosmicFlower Aromatherapy	•									

EARTHLITE®
World's #1 Brand in Massage™

Spa Equipment
You Can Count On

Earthlite® listened to its therapists in creating new products that will help any practice grow. For instance the UL listed, UV Hot Towel Cabinet offers a compact footprint. It heats and sanitizes towels for continuous use throughout the day. This allows your guests to have a fresh, clean feeling and that "ahhhh" sensation.

For maximum convenience and mobility, the Mini Hot Towel Cabinet can be tucked in an Alpha Trolley. The Alpha Trolleys were designed to provide your spa with a simple, sturdy and affordable workstation. They feature durable lacquer finishes and storage drawers for a tidy atmosphere.

Alpha 2 trolley shown with Mini UV Hot Towel Cabinet

UV Hot Towel Cabinets
UL Approved

Bolsters & Covers

Digitally Controlled Table Warmers

Premium Microfiber Sheets & Blankets

Traveler Table Cart

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COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
Cowen Enterprise							•		•	
Cryoderm Merk Medical Distributors									•	
d'vine Skin Care							•			
Definitions Skincare							•			
derma e Natural Bodycare							•			
Devera Naturals							•			
DFX Sports						•				
DOCTOR HOY'S Natural Pain Relief Gel						•				
Doctor's Pride									•	
Dream Organics				•			•			
Dreaming Earth Botanicals							•			
DrH Rejoint			•							
Drucker Labs									•	
Earth Therapeutics							•			
EarthLite						•				
EarthRise Retreat Center					•					
Eco-Beauty Organics		•		•			•			
ELANVEDA			•				•		•	•
Emerald Balance	•		•						•	
Emerita				•					•	
Energy Transformations	•									
Energy Wellness Products						•	•		•	
Enspri Skin Care							•			
Epicuren Discovery							•		•	
Equavie USA							•		•	
Essensa							•			
Evan's Garden				•					•	
Eve Taylor							•			
Exercise To Heal		•								
F.A. Davis Company	•									
FarmHouse Fresh							•			
Feldenkrais Resources	•									•
Fleur's USA							•			
Freedom From Body Memory	•					•				

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
From Nature With Love				•			•			
Gaiam										•
Gehwol							•			
General Physiotherapy						•				
Get in Touch Massage Education	•	•				•		•		•
Gilden Tree							•			
Go Primal Fitness									•	
Golden Sunshine						•	•			
Golf Ball Massage						•				
Got Your Back							•	•		•
GratefulBody Skin Care							•			
H. Gillerman Organics							•			
Hands-On Supply		•		•		•				
Hawaiian Temple Bodywork						•				
Healing Circle Massage	•									
Healing From the Core– Suzanne Scurlock-Durana	•	•								
Helios Health Products									•	
Hemingway Spa and Massage Products						•				
Herbalist & Alchemist							•		•	
HERBTHEORY				•			•		•	
Heritage Store				•	•				•	
Hi-Dow Int'l						•				
Hockert Sales				•		•		•	•	
Home Health							•			
HoMedics						•				
Hotshotz Reusable Heat Packs		•				•	•	•		•
House of Spa Brands						•				
HydroPeptide							•			
iChill									•	
Ilike Organic Skin Care							•			
Innersense Organic Beauty							•			
Innersource	•									•
Int'l Sound Healing Institute	•	•				•	•			

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
InterNatural Natural Health & Wellness Products							•		•	
Jaco Day Spa Supplies						•	•			
Jadience Herbal Formulas		•					•			
Jo-Sha Wipes				•						
Joyful Bath Co.				•			•			
JuicyforSure Skincare				•			•			
Jurlique							•			
Just Naturals & Co.				•			•			
Kare-N-Herb									•	
Kathy's Family				•						
Kefty Co.								•		
Kelly Green Organic		•		•						
KM Herbals Inc.							•			
Kneipp							•			
Kopec Naturals Skin Solutions	•								•	
LaStone Therapy							•			
LaVida Massage							•			
LED Technologies							•			
Life Energy Research	•									
Lotus Brands	•	•		•					•	
Lotus Light Enterprises	•	•		•					•	•
Lypossage esthetiques Int'l							•		•	
m'lis							•		•	
Mad Hippie Skin Care Products							•			
Magister Corporation						•				
Malie Kauai							•			
Mama Mio							•			
Massage Elements						•				
Massage King						•				
Massage Naturals						•				
Massage Warehouse & Spa Essentials						•	•			
MassageBlocks.com						•		•		
MassageTools.com						•				

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
McNaughton				•						
McRub						•				
Meyer Distributing Company						•			•	
Mixaroma							•			
Moji						•				
Morgan Professional Products									•	
Morning Song Gardens							•			
Mountain Body Products				•			•			
NadaChair		•				•		•		•
NAQI USA							•			
National Bodywork Seminars		•								
Natural Formulations				•			•			
Natural Patches of Vermont							•			
Natural Wellness	•	•		•					•	
NaturaNectar									•	
Nature Pure Labs							•			
Nature's Plus									•	
Natures Gate				•						
Natures Sources							•		•	
NaturOli Beautiful				•						
Naturopathica							•			
Nelson Bach							•			
Neuromuscular Solutions										
New Beginnings							•			
New Directions Aromatics							•			
New Earth Records		•								
New Harbinger Publications	•									
New Leaf Distributing Company	•									
New Life Systems							•	•		•
New World Library	•									
Newton Homeopathics			•						•	
Next Step Institute					•				•	
Nordic Naturals									•	

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
North Atlantic Books	•									
NovAurora Natural Skin Care							•			
Now & Zen		•								
NuFace							•			
Nukkles						•				
Nutrition Services									•	
OmEssentials									•	
Omni Massage						•		•		
One Touch Massage		•								•
OPTP	•					•		•		•
Organic Fiji			•	•			•			
Organic India			•						•	
OSEA Malibu							•			
Paradise Music	•	•								•
Performance Health/Bon Vital'							•			
Performance Health/TheraBand						•		•		
PerformTex						•		•		
Pevonia Botanica							•			
Pharmaca							•		•	
Phytoceane							•			
Phytomer USA									•	
Pillowsonic U.S.	•									
Pisces Productions	•					•				
Pivotal Health Solutions—Custom Craftworks						•				
Plantlife Natural Body Care				•			•			
Plantogen							•			
PolTech Thumbsavers						•				
Pomega5							•			
Prana SpaCeuticals							•			
ProEmu							•			
ProMed Products Xpress						•	•	•	•	
Provence Cosmetics							•			
Pure Pro Massage Products							•			
RAD Roller						•				

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
Ralph Stephens Seminars	•									
Ray of Light Massage Training					•					
Renewdle						•				
Repechage					•		•			
Repetitive Use Injury Therapy								•		
Rocky Mountain Oils	•					•			•	
Rue and Rose Botanicals							•			
Sa-wan Spa Products	•									
Sabon							•			
Sacred Lomi	•	•			•					
SacredEarth Botanicals							•			
Sacro Wedgy						•			•	
Sage Meditation	•	•								•
Salcura Naturals							•			
Sally Beauty Supply							•			
Saltability						•				
San Francisco Massage Supply	•					•				
Save Your Hands	•					•				
Seaflora Skincare							•			
SelfCareCentral.com						•				
Selona Beauty							•			
Set-N-Me-Free Aloe Vera Co.				•			•			
Shankara				•			•			
Silver Sky Imports		•								•
Singing Rainbow		•								
Skin Kare Industries							•			
SKINN Cosmetics				•			•			
Solavedi Organics				•			•			
Sonic Relief						•				
Sound Universe	•	•				•				
Soundings of the Planet	•									
Sounds True	•	•								•
Source Vital			•	•			•		•	
South Seas							•			

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
Spa & Bodywork Market	•	•		•		•	•	•		•
Spa Elegance	•					•	•			
Spa Revolutions						•				
SpaEquip	•			•		•	•			•
Spalutions	•	•								
SpaRitual							•			
Spongeables				•						
Sprayology			•						•	
Starwest Botanicals	•		•			•	•		•	
Steamy Wonder Company	•									
Stretching						•		•		
Sundari							•			
Sunset Park Massage Supplies	•	•				•	•	•		•
Swedish Backcare System								•		
Sybaritic							•			
Symmetry Orthotics Int'l				•						
Synergie By Dynatronics						•			•	•
Synergistic Kinesiology	•									
t spheres						•				
Tangut USA			•						•	
Tao Mountain		•		•					•	
Tara Brach	•									
Temple				•			•			
Terra Dolce							•			
Terra Essential Scents							•			
Terra Firma Botanicals							•		•	
TGI Science	•	•								
Thai Massage & Bodywork					•					
The Alchemical Courtyard					•					
The Armaid Company						•		•		
The Barral Institute	•					•				
The Biomat Company			•							
The Jojoba Company							•			

COMPANY NAME	AUDIO & BOOKS	MEDITATION SUPPLIES	NUTRITIONAL PRODUCTS	PERSONAL HYGIENE	RETREATS	SELF-MASSAGE TOOLS	SKIN CARE	STRETCHING TOOLS	SUPPLEMENTS	YOGA & PILATES
The Med-Stone						•				
The Mitchell Group				•			•			
The Pressure Positive Company						•				
The Thumbby Co.						•				
Therabath							•			
Thumper Massager						•				
Thunder Ridge Emu Products							•			
TOTOTEC						•				
Tribest			•							
Trillium Herbal Co.							•			
Trophy Skin							•			
Union Street Apothecary							•			
Universal Companies		•		•			•	•		•
UPC Medical Supplies						•			•	
Upledger Institute Int'l	•					•				
Urban Therapeutic						•				•
VB Cosmetics							•			
Victoria's Lavender				•			•			
Vie Collection USA							•			
Vital Nutrients									•	
Vous Vitamin									•	
Waxelene							•			
Weleda				•			•			
Whole Body Basics Training & Supplies	•	•				•				•
Wilma Schumann Skin Care							•			
Yamuna Body Rolling	•					•		•		•
Yoga for Massage Therapists	•									•
Yoga Sak										•
Yogamats		•								•
Yon-Ka Paris							•			
Yum Gourmet Skincare							•			
Z Skin Systems									•	
Zen Organics				•			•			

COMPANY NAME	BLANKETS	DISPOSABLE FACE CRADLE COVERS	DISPOSABLE SHEETS	PADS	PILLOWCASES	TABLE SKIRTS	TOWELS	WASHABLE FACE CRADLE COVERS	WASHABLE SHEETS	WRAPS & DRAPINGS
Body Support Systems								•		
Bodyworkmall	•	•					•		•	•
Clinical Health Services	•	•	•	•			•	•	•	
Comfort Craft								•	•	
ComfortSoul							•	•		
Comphy Company	•				•	•	•	•	•	
Core Products Int'l								•	•	
EarthLite	•	•		•					•	
Essential Med Tools	•	•					•		•	
Gilden Tree	•						•			
Good Night Naturals							•			
Got Your Back	•	•	•	•				•	•	•
Green Earth Massage Sheets									•	
Hands-On Supply		•						•	•	
Hemingway Spa and Massage Products		•	•	•			•	•	•	
Hockert Sales		•								
Innerpeace	•				•			•	•	
Jaco Day Spa Supplies	•	•					•	•	•	
Massage Elements	•	•		•	•	•	•	•	•	
Massage King	•	•			•			•	•	
Massage Naturals	•			•			•	•	•	
Massage Warehouse & Spa Essentials	•	•	•	•			•	•	•	
MassageTools.com	•	•		•			•	•	•	
Master Massage Equipment		•		•	•			•	•	
Meyer Distributing Company								•	•	
Natural Formulations		•						•	•	

COMPANY NAME	BLANKETS	DISPOSABLE FACE CRADLE COVERS	DISPOSABLE SHEETS	PADS	PILLOWCASES	TABLE SKIRTS	TOWELS	WASHABLE FACE CRADLE COVERS	WASHABLE SHEETS	WRAPS & DRAPINGS
New Life Systems	•	•		•	•		•	•	•	
Novo Supply		•		•				•	•	•
Oakworks		•		•	•	•		•	•	
Omni Massage								•	•	
One Touch Massage		•						•	•	
Pisces Productions		•		•					•	
Pivotal Health Solutions—Custom Craftworks		•		•				•	•	
ProMed Products Xpress	•	•	•	•	•			•	•	
Pure Pro Massage Products								•	•	•
Sage Meditation	•			•					•	
Sally Beauty Supply							•			
San Francisco Massage Supply	•	•	•	•		•		•	•	•
Spa & Bodywork Market	•	•	•				•	•	•	•
Spa Elegance	•	•	•	•		•	•	•	•	•
SpaEquip	•	•		•	•		•	•	•	•
Steamy Wonder Company									•	
Stronglite		•						•	•	
Sunset Park Massage Supplies	•	•	•	•	•	•	•	•	•	•
Techspertise		•						•		
Tempur-Pedic					•				•	
The Biomat Company				•						
The Spa Exchange Corp.	•	•	•	•				•	•	
Universal Companies	•		•	•	•	•			•	•
Universal Massage Products	•	•	•	•				•	•	
Urban Therapeutic	•	•		•				•	•	

COMPANY NAME	BODY SCULPTING & CELLULITE REDUCTION	BOWLS & BOTTLES	BRUSHES	DETOXIFICATION	DISPOSABLE APPAREL	FACIAL-MASSAGE SUPPLIES	FOOT BATHS	GLOVES	HERBAL COMPRESSES	MUDS	MUD WARMERS	PARAFFIN	PARAFFIN WARMERS	SCRUBS	SPA APPAREL	SPA TABLES	STONES	THAI STEMS	WRAPS
ACE Massage Cupping & MediCupping	•			•		•													
Advanced Health Products				•		•	•			•		•					•		•
Africology	•			•		•	•		•					•					•
All One Peace				•															
Amber Products				•		•		•			•	•	•				•		•
American 3B Scientific								•				•	•				•		
Angel Feather						•									•				•
Angelina Organic Skincare														•					
Ann Unicare																•			
Anson Aromatic Essentials				•															
Aqua Detox USA							•												
Aroma Thyme														•					
Aromafloria														•					
Aromatherapy Associates														•					
Aubrey Organics						•													
Auroma Int'l										•									
Auromere Ayurvedic Imports										•				•					
Banyan Botanicals				•															
BeautiControl						•								•					
Beauty Secrets						•			•	•									
Bed of Nails				•															
BELCAM														•					
Bella Schneider Beauty						•								•					
Bellabaci	•			•		•													
Bellanina Institute						•													
BestMassage.com—TAO Trading						•			•			•	•		•	•	•	•	
Bio Jouvance	•					•													
Bioslimming	•			•															
BIOTONE Professional Massage & Spa Therapy Products		•				•				•				•			•		•
BML Basic						•								•					
Body Balance System							•												
Body Concepts										•				•					
Body Linen		•																	
Body Logic	•	•	•	•		•			•	•		•	•	•		•	•		•
BodySense								•											
Bodyworkmall		•	•			•		•		•	•	•	•	•		•	•		•
BodyWraps.com	•							•											•
Brittanie's Thyme						•													

Spa Treatment Supplies

COMPANY NAME	BODY SCULPTING & CELLULITE REDUCTION	BOWLS & BOTTLES	BRUSHES	DETOXIFICATION	DISPOSABLE APPAREL	FACIAL-MASSAGE SUPPLIES	FOOT BATHS	GLOVES	HERBAL COMPRESSES	MUDS	MUD WARMERS	PARAFFIN	PARAFFIN WARMERS	SCRUBS	SPA APPAREL	SPA TABLES	STONES	THAI STEMS	WRAPS
Bubalina Beauty										•				•					
CA Botana Int'l	•									•				•					•
California Skincare Supply			•			•		•		•					•				•
CBI Laboratories	•			•						•				•					
Chartreuse Products														•					
Clear My Head														•					
Clinical Health Services		•						•				•	•				•		
Comfort Craft																•			
ComfortSoul																•			
Cosmic Essential Oils				•		•													
Cuccio Natural			•		•			•						•					•
d'vine Skin Care						•				•				•					
Daniele Henkel	•					•									•	•			
Dead Sea Pavilion														•					
Definitions Skincare	•			•		•								•					
derma e Natural Bodycare														•					
DermAware														•					
Dr. Singha's Natural Therapeutics				•			•												
EarthLite																•			
Eco-Beauty Organics	•					•	•			•				•					
ELANVEDA				•															
Eminence Organic Skin Care														•					•
Energy Wellness Products							•												
Epicuren Discovery						•								•					
Equavie USA	•																		
Essensa										•				•					
Essential Med Tools		•	•		•	•		•								•			
Evan's Garden														•					
Eve Taylor														•					
FarmHouse Fresh														•					
Fleur's USA														•					
Formostar Direct	•																		•
From Nature With Love	•									•				•					•
General Physiotherapy	•					•													
Gilden Tree				•										•	•				•
Golden Sunshine	•					•													
Golf Ball Massage																	•		
Got Your Back	•	•	•	•		•		•	•	•	•	•	•	•	•	•	•		•
Hands-On Supply		•																	

COMPANY NAME	BODY SCULPTING & CELLULITE REDUCTION	BOWLS & BOTTLES	BRUSHES	DETOXIFICATION	DISPOSABLE APPAREL	FACIAL-MASSAGE SUPPLIES	FOOT BATHS	GLOVES	HERBAL COMPRESSES	MUDS	MUD WARMERS	PARAFFIN	PARAFFIN WARMERS	SCRUBS	SPA APPAREL	SPA TABLES	STONES	THAI STEMS	WRAPS
Hemingway Spa and Massage Products		•															•		
Himalayan Salt Stone Massage																	•		
Hockert Sales								•											
HoMedics							•					•	•						
Hotshotz Reusable Heat Packs				•							•				•		•		•
House of Spa Brands							•		•	•				•				•	
Idee Dolce		•																	
Ilike Organic Skin Care				•															•
Issimo Int'l														•					•
ISUN Skincare														•					•
Jaco Day Spa Supplies		•	•					•		•		•	•	•					
Jadience Herbal Formulas														•					
Joyful Bath Co.				•										•					
JuicyforSure Skincare						•													
Just Naturals & Co.														•					
Kopec Naturals Skin Solutions														•					
Kustomer Kinetics		•																	
LaVida Massage						•													
Lotus Brands										•									
Lotus Light Enterprises														•					
Lypossage esthetiques Int'l	•					•													•
m'lis	•																		
Massage Elements		•								•				•			•		•
Massage King		•				•								•			•		
Massage Naturals		•				•		•						•			•		
Massage Warehouse & Spa Essentials	•	•	•				•	•		•		•	•	•				•	•
MassageTools.com					•												•		
Master Massage Equipment															•				
Meyer Distributing Company								•											
Mixaroma														•					
Mountain Body Products										•				•					
Natural Formulations	•	•	•			•				•				•					
Nature Pure Labs	•									•				•					
Nature's Stones																	•		
Naturopathica						•				•				•					
Nectarine/Terranova		•				•													
New Directions Aromatics										•				•					
New Life Systems	•	•			•	•	•	•		•		•	•	•			•	•	•
New Moon Bodywork & Botanicals						•								•					

Spa Treatment Supplies

COMPANY NAME	BODY SCULPTING & CELLULITE REDUCTION	BOWLS & BOTTLES	BRUSHES	DETOXIFICATION	DISPOSABLE APPAREL	FACIAL-MASSAGE SUPPLIES	FOOT BATHS	GLOVES	HERBAL COMPRESSES	MUDS	MUD WARMERS	PARAFFIN	PARAFFIN WARMERS	SCRUBS	SPA APPAREL	SPA TABLES	STONES	THAI STEMS	WRAPS
Novo Supply												•	•						
Nurturing the Mother																	•		
Oakworks																•			
One Touch Massage												•	•				•		
OSEA Malibu														•					
Paradel Products		•																	
Performance Health/Bon Vital'	•					•				•				•					
Performance Health/TheraBand												•	•						
Pevonia Botanica														•					
Phytomer USA	•			•		•								•					
Pivotal Health Solutions—Custom Craftworks		•															•		
Plantlife Natural Body Care				•										•					
Plantogen														•					
Prana SpaCeuticals														•					
Prima Fleur Botanicals	•			•		•				•				•					•
ProMed Products Xpress					•			•				•	•						
Pure Pro Massage Products		•																	
Pure Touch						•													
Rainshadow Labs		•				•								•					
Red Cherry Group						•				•				•					•
Repechage				•		•								•					
Rocky Mountain Oils				•															
Rue and Rose Botanicals						•	•							•					
Sa-wan Spa Products									•					•				•	
Sally Beauty Supply				•			•	•		•		•	•				•		
Saltability				•													•		
San Francisco Massage Supply																	•		
Sassi Stones																	•		
Scandle Massage Candle														•					
Seaflora Skincare	•			•		•	•			•				•					•
Shankara						•								•					
Silhouet-Tone USA	•	•														•			
Skin Kare Industries			•			•	•							•					
SKINN Cosmetics			•			•													
Solavedi Organics	•			•													•		
Soothing Touch														•					
Source Vital						•								•					
South Seas														•					

COMPANY NAME	BODY SCULPTING & CELLULITE REDUCTION	BOWLS & BOTTLES	BRUSHES	DETOXIFICATION	DISPOSABLE APPAREL	FACIAL-MASSAGE SUPPLIES	FOOT BATHS	GLOVES	HERBAL COMPRESSES	MUDS	MUD WARMERS	PARAFFIN	PARAFFIN WARMERS	SCRUBS	SPA APPAREL	SPA TABLES	STONES	THAI STEMS	WRAPS
Spa & Bodywork Market	•	•	•	•	•	•		•				•	•	•	•	•	•	•	•
Spa Elegance	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•
Spa Revolutions												•					•		
SpaEquip		•	•	•		•	•	•	•	•	•	•	•			•	•		•
SpaRitual														•					
Sprayology				•															
Starwest Botanicals			•																
Steamy Wonder Company	•			•						•									•
Sundari	•					•													
Sunset Park Massage Supplies	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Sybaritic						•													
Tao Mountain																		•	
TARA Spa Therapy				•															
Temple														•					
Terra Dolce														•					
TH Stone						•											•		
The Med-Stone																	•		
The Mitchell Group														•					
The Spa Exchange Corp.	•	•	•	•	•	•		•		•	•	•	•	•		•	•		•
Therabath		•	•			•						•	•						
Thunder Ridge Emu Products						•													
TIR Massage Stone																	•		
TouchAmerica							•												
Trillium Herbal Co.														•					
Union Street Apothecary														•					
Universal Companies	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Universal Touch									•										
UPC Medical Supplies						•		•											
Urban Therapeutic																	•		
V'TAE														•					
Victoria's Lavender														•					
Waxelene						•													
Whole Body Basics Training & Supplies		•		•					•			•	•	•			•	•	
Wyndmere Naturals		•																	
Yamuna Body Rolling						•													
Yon-Ka Paris														•					
Yum Gourmet Skincare						•													
Zen Organics			•			•													

Waiting & Session Room Accessories

COMPANY NAME	AIR PURIFIERS	ARTWORK & POSTERS	CANDLES	CLEANING SUPPLIES	DIFFUSERS	FOUNTAINS	LIGHTING	MUSIC CDS	READING MATERIAL	WATER PURIFIERS
Acuity Soundworks								•		
Advanced Health Products		•								
Alcanz Int'l			•							
All One Peace								•	•	
Amber Products			•							
Aroma Thyme	•		•		•					•
Aromatherapy Associates			•							
Art Beautique		•								
At Peace Media								•		
AzureGreen								•		
Backroads Music								•		
Badger Company		•								
Bed of Nails			•							
BestMassage.com—TAO Trading	•			•	•			•		
BioElectric Shield								•		
BIOTONE Professional Massage & Spa Therapy Products			•					•		
Birch Hill Happenings Aromatherapy			•		•		•			
Blossom Pods					•					
BML Basic				•						
Body Logic		•	•		•			•	•	
Bodyworkmall			•					•		
Bragg Live Foods										•
BsaB Candles			•		•					
Calm Radio								•		
Candle Impressions			•							
Chikly Health Institute									•	
Chopra Center			•							
Clean Ethics				•						
Clean Surroundings	•									•
Clinical Health Services				•						
CosmicFlower Aromatherapy					•					
Dreaming Earth Botanicals					•					
EarthLite					•			•		
Eco-Beauty Organics								•		
Energy Wellness Products	•									•
Essential 3					•					
Evan's Garden								•		•
Exercise To Heal								•		
FarmHouse Fresh			•							
Flow Masters										
From Nature With Love										
George Skaroulis								•		
Good Night Naturals	•									
Got Your Back		•	•	•	•			•		
Hancock Craniosomatic Institute		•								
Hands-On Supply								•		
Hawaiian Temple Bodywork		•						•		
Helios Health Products										•
Hemingway Spa and Massage Products									•	
Hockert Sales				•	•					
Home Spa Organics					•					
HoMedics	•					•				
Inner Traditions								•		
Inner Worlds Music								•		
Int'l Sound Healing Institute								•		
InterNatural Natural Health & Wellness Products								•		
Island Software Company		•								
Issimo Int'l			•							
Jaco Day Spa Supplies				•						
Just Naturals & Co.				•						
Kinesis Myofascial Integration		•								
Kiss Life								•		
Kustomer Kinetics				•						
Lotus Brands				•			•	•		
Lotus Light Enterprises			•	•				•		
Malimba Records								•		
Maroma USA			•							
Massage Elements		•	•							
Massage King								•		
MASSAGE Magazine									•	
Massage Naturals								•		
Massage Warehouse & Spa Essentials			•	•						
MassageTools.com								•		
Meyer Distributing Company				•						
Mixaroma			•							
Morgan Professional Products		•							•	
Mountain Body Products			•							
Natural Formulations				•	•					
Natural Wellness								•		
Nature's Stones				•						
NaturOli Beautiful					•					
New Directions Aromatics	•		•		•					
New Earth Records								•		
New Leaf Distributing Company								•		
New Life Systems		•		•				•		
One Touch Massage								•		
Oxygen Spa Superstore	•									
Paradel Products				•						
Paradise Music								•		
Pisces Productions							•	•		
Plantlife Natural Body Care			•		•					
ProMed Products Xpress		•		•						
Rainshadow Labs			•							
Real Music								•		
Rocky Mountain Oils	•				•				•	
Sa-wan Spa Products		•							•	
Sabon			•							
Sacred Lomi		•						•		
Sage Meditation		•	•					•	•	
Sally Beauty Supply	•									
Saltability	•							•		
San Francisco Massage Supply		•	•	•	•				•	•
Scandle Massage Candle			•					•		
Serenity Music									•	
Silver Sky Imports		•								
Sound Universe									•	
Soundings of the Planet									•	
Sounds True									•	
South Seas		•								
Spa & Bodywork Market		•	•	•	•			•	•	
Spa Elegance			•		•				•	
SpaEquip			•	•	•				•	
Starwest Botanicals			•		•					
Steamy Wonder Company		•								•
Steven Halpern - Inner Peace Music									•	
Stronglite									•	
Sunset Park Massage Supplies		•	•	•	•			•	•	•
Tara Brach									•	
Temple			•							
Terra Essential Scents								•		
TH Stone		•								
The Barral Institute									•	
The Biomat Company										•
The Lotus Palm		•								
Tools for Touch								•		
Twin Flames Production								•		
Union Street Apothecary					•					
Universal Companies				•		•		•		
Victoria's Lavender				•						
Water Music Records								•		
WaterColors		•								
Waterwise	•									•
Whole Body Basics Training & Supplies				•						

Exam Resources

JACOB LUND/ADOBE STOCK

Study Guides & Practice Exams for Massage & Bodywork Licensing Exams

Massage MBLEx, State Exams & Other MT Certifications Study Guide
$25.95
Hughes Henshaw Publications LLC
mblexstudyguide.com

MBLEx Secrets Study Guide
$39.99
Mometrix Test Preparation
mo-media.com

Massage Prep for MBLEx
$50 to $170 for subscriptions; more than 3,000 practice questions.
Massage Prep
massageprep.com

Massage Study Buddy
Free; more than 1,000 test questions and 282 flashcards.
MASSAGE Magazine
massagestudybuddy.com

MBLEx Practice Exams
$69.95 to $179.95 for subscriptions; more than 3,000 practice questions. $39.95 for e-book study guide only.
Massage Exam–National Exams
massage-exam.com

Online Practice Exam
$29.97 to $109.95 for subscriptions; more than 3,000 questions designed to prepare for entry-level licensing and Board Certification exams.
National Certification Board for Therapeutic Massage & Bodywork
ncbtmb.org

Practice Tests for the MBLEx
$14.95 to $44.95 for subscriptions; more than 2,900 practice questions.
TMBtests.com
tmbtests.com

Reference Material for Continuing Education Providers
Free online information; provides support for the Renewal and Initial Approved Provider Application.
National Certification Board for Therapeutic Massage & Bodywork
ncbtmb.org

Books & Flashcards

MBLEx Flashcard Study System
$39.99
Mometrix Test Preparation
mo-media.com

MBLEx Study Guide
$29.95
Federation of State Massage Therapy Boards
fsmtb.org

Mosby's Massage Therapy Review, Fourth Edition
by Sandy Fritz
Mosby
Print and e-book available; 552 pages, plus companion website and mobile app, $54.95
elsevierhealth.com M

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Scholarships, Grants & Giveaways

Several massage organizations sponsor grants and scholarships to help defray the cost of school and promote excellence in the industry. Other entities provide giveaways. Contact each organization shown here for information about the application process and deadline.

Giveaway

MT Dream Practice Giveaway

Co-sponsored by BIOTONE and *MASSAGE Magazine*, this giveaway is open to enrolled massage therapy students and practicing massage therapists. The prize package includes cash, and a selection of tools and services that may include business tools, technology, coaching, massage equipment, accessories and products to help establish a highly successful massage therapy practice.
mtdreampractice.com

Giveaway

MASSAGE Magazine Giveaway

MASSAGE Magazine partners with vendors in the massage-or-spa field to provide a prize package to one winner. Prizes may include products or services.
massagemag.com/monthly-giveaway

Organization Grant

Massage Therapy Foundation Research Grants

These grants of up to $30,000 are awarded to support research studies investigating the health benefits of massage therapy. To apply, a researcher must have relevant experience in the chosen area of research, and be associated with a qualified sponsoring organization, such as a university.
massagetherapyfoundation.org/research-grants

Organization Grant

Massage Therapy Foundation Community Service Grants

Intended to promote partnerships between massage professionals and the community, these grants of up to $5,000 are given to organizations providing massage to people who would otherwise have limited or no access to it. Eligible organizations will have been in existence at least one year; be tax-exempt; provide service to the community; and have a qualified staff member in charge of the program.
massagetherapyfoundation.org/community-service-grants

Student Grant

Successful Hands Grant Program

Sponsored by Biofreeze, Massage Envy Spa and Bon Vital', this program was established in 2014 to help students prepare for a career in massage therapy. Applicants must be currently enrolled in massage therapy school, or recent graduates, and submit a 200-word essay. Student grants of $1,000 each will be awarded in 2017.
successfulhandsgrants.com

Student Scholarship

Beauty Changes Lives Foundation—Massage Envy Spa Massage Scholarship

To apply for one of six $1,500 tuition scholarships, students must be enrolled in a massage therapy program at a school that belongs to the American Association of Cosmetology Schools. Each winner's school receives $500.
beautychangeslives.org/scholarships

Student Scholarship

Bob King Massage Therapy Student Scholarship

This $5,000 scholarship is awarded once a year to a student who has demonstrated excellence in the study of massage therapy and devotion to the profession. Applicants must be enrolled in or admitted to a 500-hour minimum entry-level massage therapy program at the time they submit the scholarship application.
amtamassage.org/forms/scholarshipformintro.aspx

Student Scholarship

Mary Tabacchi Scholarship

Funded by the International Spa Association (ISPA) Foundation, this $5,000 scholarship is awarded annually to a junior, senior or graduate student enrolled full-time in a bachelor's or master's degree program related to the spa industry, and pursuing a career related to spa management. The award includes free registration, along with travel stipend and hotel accommodations, for the ISPA Conference & Expo; a one-year ISPA student membership; and a one-year mentorship.
ispafoundation@ispastaff.com Ⓜ

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A-Z Company Directory

21 Drops Essential Oil Therapy
(877) 673-7677
21drops.com

A Foundation for Healthy Family Living
(707) 894-6030
healthyfamily.org

A Scents Worth
(217) 521-3466
eo4life.com

AAH Back Massage
(754) 551-9588
aahbackmassageinc.com

ABC Coding Solutions
(800) 603-6035
abccodes.com

Academy of Lymphatic Studies
(800) 863-5935
acols.com

ACE Massage Cupping & MediCupping
(828) 232-1622
massagecupping.com

Action Bag Company
(866) 350-3924
actionbag.com

Action Wipes
(805) 423-6529
actionwipes.com

Acuball
(866) 444-2255
acuball.com

Acuforce Int'l
(888) 228-7030
acuforce.com

Acuity Soundworks
(618) 257-0803
acuitysoundworks.com

Acumed Medical
(800) 567-7246
dolphinmps.com

Acutonics
(575) 587-2689
acutonics.com

Adawehi Institute
(828) 894-0124
jackiewoods.org

ADORAtherapy
(877) 840-4242
adoratherapy.com

Advanced Health Products
(800) 676-7976
massageproducts.com

Advanced Manual-Medicine
(303) 329-0413
manual-medicine.com

Advanced Therapies of Mount Dora
(352) 357-1322
advancedtherapiesfl.com

Aesthetic Solutions
(888) 437-1357
abeautifulsuccess.com

Aesthetic VideoSource
(800) 414-2434
videoshelf.com

Aetrex
(800) 526-2739
aetrex.com

Africology
(573) 826 9577
africology-usa.com

Akha Women's Foundation
(480) 560-6510
akhawomensfoundation.com

Alaffia Sustainable Skin Care
(800) 664-8005
alaffia.com

Alapure
(800) 961-1326
alapure.com

Alcanz Int'l
(310) 543-7680
alcanz.com

ALIVEe Massage Tables and Chairs
(231) 492-0588
aliveemassagetable.com

All About Massagers
(800) 456-9655
allaboutmassagers.com

All in One Linens
(407) 299-0803
allinonelinens.com

All One Peace
(239) 298-4839
allonepeace.com

Aloha Int'l
(808) 985-8880
huna.org

Amber Products
(800) 821-9188
amberproducts.com

American 3B Scientific
(888) 326-6335
a3bs.com

American Bowen Academy
(866) 862-6936
americanbowen.academy

American Hotel & Lodging Educational Institute
(407) 999-8100
ahlei.org

American Massage Conference
(877) 387-9111
americanmassageconference.com

American Massage Therapy Association
(877) 905-0577
amtamassage.org

American Medical Massage Association
(888) 375-7245
americanmedicalmassage.com

American Specialty Health
(800) 848-3555
ashcompanies.com

Anakiri BioEnergetic Skin Care
(800) 545-7302
anakiri.com

Anatomy Trains
(888) 546-3747
anatomytrains.com

Angel Feather
(888) 256-5212
angelfeatherinc.com

Angelina Organic Skincare
(541) 647-1655
angelinaskincare.com

Animal Dynamics
(352) 591-6025
equinesportsmassage.com

Ann Unicare
(416) 650-0211
annunicare.com

Anson Aromatic Essentials
(989) 859-1647
therapeutic-grade.com

Apothederm Skin Care
(877) 496-0038
apothederm.com

Appointment-Plus
(800) 988-0061
appointment-plus.com

Aqua Detox USA
(704) 951-4553
aquadetoxusa.com

Aravon Footwear
(855) 329-9476
aravonshoes.com

Arctic Ease
(484) 924-9186
arcticeasewrap.com

Arkadia Records
(845) 246-9955
view.com

Aroma Naturals
(800) 462-7662
aromanaturals.com

Aroma Thyme
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aromathyme.com

Aroma-Treatments Body Products
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aromatreatments.com

Aromafloria
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Aromahead Institute
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aromahead.com

Aromatec
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essioshower.com

Aromatherapy Associates
(972) 334-0923
aromatherapyassociates.com/usa

Art Beautique
(703) 934-5495
artbeautique.com

Art Riggs Deep Tissue & Manual Therapy Educational Systems
(510) 482-9427
deeptissuemassagemanual.com

Ashiatsu Deepfeet Bar Therapy
(303) 300-2511
deepfeet.com

Associated Bodywork & Massage Professionals
(800) 458-2267
abmp.com

At Peace Media
(800) 619-1410
atpeacemedia.com

Athena Health Brands
(800) 981-5084
athenahealth.com

Atlas Business Solutions
(800) 874-8801
abs-usa.com

Aubrey Organics
(800) 282-7394
aubrey-organics.com

August Point Wellness
(858) 349-5057
augustpoint.com

Aura Cacia
(319) 227-7996
auracacia.com

Auroma Int'l
(262) 889-8569
lotusbrandsmall.com

Auromere Ayurvedic Imports
(800) 735-4691
auromere.com

Aveda
(800) 644-4831
aveda.com

Awakening Spirit
(303) 518-1638
awakeningspirit.com

Ayurvedic Rasayanas
(541) 944-7243
ayurveda-herbs.com

AzureGreen
(413) 623-2155
azuregreen.net

Baby Mantra
(855) 696-2687
baby-mantra.com

Baby's First Massage
(937) 433-5000
babysfirstmassage.com

Bach Original Flower Remedies
(800) 319-9151
bachremedies.com

Backroads Music
(800) 767-4748
backroadsmusic.com

Badger Company
(800) 603-6100
badgerbalm.com

Balanced Body
(877) 745-2837
bbu.pilates.com

Ball Dynamics Int'l
(800) 752-2255
fitball.com

Bamboo-Fusion
(941) 544-6676
bamboofusion.com

Bandages Plus
(800) 770-1032
bandagesplus.com

Banner Therapy Products
(828) 277-1188
bannertherapy.com

Banyan Botanicals
(800) 953-6424
banyanbotanicals.com

Barbara Brennan School of Healing
(800) 924-2564
barbarabrennan.com

Barco Uniforms
(310) 323-7315
barcouniforms.com

Barefoot Masters
(239) 352-8200
my2feet.com

Bastyr University
(858) 246-9700
bastyr.edu

Bath and Body Bliss
(815) 322-2300
bathandbodybliss.com

Battle Creek Equipment
(888) 843-7664
thermophore.com

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beauticontrol.com

Beautiful Image
(800) 800-0838
beautifulimagellc.com

Beauty Secrets
(888) 258-1070
beautysecretsus.com

Bed of Nails
(424) 442-0660
bedofnails.org

BELCAM
(450) 619-1016
belcamshop.com

Bella Schneider Beauty
(650) 321-3915
bellaschneiderbeauty.com

Bellabaci
(844) 200-6500
bellabaci.com

Bellanina Institute
(734) 747-7661
bellanina.com

BelleCore
(800) 867-7414
bellecore.com

Bertaut Beauty
(626) 405-0424
bertautbeauty.com

BestMassage.com—TAO Trading
(773) 764-6542
bestmassage.com

BeWell Health
(877) 853-7873
nasopure.com

Bifrost
(619) 995-6229
happytriggerus.com

Big Kahuna Native Naturals
(435) 527-0949
bigkahunanative.com

Bindi
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bindi.com

Bio Jouvance
(800) 272-1716
biojouvance.com

Bio-Botanica
(800) 645-5720
bio-botanica.com

Bio2 Int'l
(805) 549-0275
bio2usa.com

BioElectric Shield
(541) 201-8878
bioelectricshield.com

BioGenesis Nutraceuticals
(866) 272-0500
bio-genesis.com

Bioslimming
(877) 700-7775
bioslimming.com

BioSonic
(800) 925-0159
biosonics.com

BioSource Naturals
(734) 355-6798
biosourcenaturals.com

BioSync Research Institute
(800) 414-5623
biosync.com

BIOTA Brands of America
(970) 728-6132
biotaspringwater.com

BioTerra Herbs
(877) 204-7793
bioterraherbs.com

BIOTONE Professional Massage & Spa Therapy Products
(800) 445-6457
biotone.com

Birch Hill Happenings Aromatherapy
(218) 384-9294
birchhillhappenings.com

Blossom Pods
(727) 698-0177
blossompods.com

BML Basic
(800) 643-4751
bmlbasic.com

Body Back Company
(800) 285-8957
bodyback.com

Body Balance System
(702) 248-0250
bodybalancesystemonline.com

Body Concepts
(866) 584-7727
body-concepts.com

Body Linen
(801) 566-7579
bodylinen.com

Body Logic
(800) 662-3306
ebodylogic.com

Body Memory Recall
(757) 633-6942
bodymemory.com

Body Slimming Experts
(626) 539-3010
bodyslimmingexperts.com

Body Support Systems
(800) 448-2400
bodysupport.com

Body Therapy Education CE
(858) 633-3033
bodytherapyassociates.com

BodyBliss
(800) 909-3629
bodybliss.com

Bodyceuticals
(425) 333-5480
bodyceuticals.net

BODYCOFFEE
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bodycoffee.com

BodySense
(877) 816-3615
shopbodysense.com

Bodysite Builder
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Bodywork Buddy
(888) 705-5815
bodyworkbuddy.com

Bodywork for the Childbearing Year
(888) 287-6860
katejordanseminars.com

Bodyworkmall
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bodyzone.com

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bookedin.com

Books of Discovery
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booksofdiscovery.com

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brainstatetech.com

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brittanniesthyme.com

Bruder Healthcare Company
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bsabcandles.com

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bucky.com

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ca-botana.com

California Skincare Supply
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californiaskincaresupply.com

CallSource
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callsource.com

Calm Radio
(416) 955-0626
calmradio.com

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spa.candleimpressions.net

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cbiskincare.com

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cellcharge.com

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(800) 998-7498
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Center for Compassionate Touch
(417) 844-8514
compassionate-touch.org

Center for Massage Therapy CE
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massagetherapyceu.com

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(773) 628-7654
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himalayansaltstonemassage.com

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iahe.com

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imagroup.com

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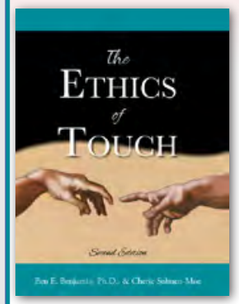

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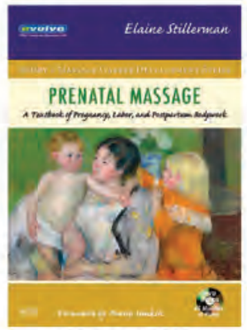

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San Diego Pain Summit
Clinical Applications of Pain Science for Manual Therapists
Feb. 7–13
San Diego, California
sandiegopainsummit.com

Diversified Business Communications Integrative Healthcare Symposium
Annual Conference
Feb. 23–25
New York, New York
ihsymposium.com

Questex Media Group Inc.
International Esthetics, Cosmetics & Spa Conference
March 12–14
New York, New York
March 25-27
Chicago, Illinois
iecsc.com

Green Spa Network
Annual Buyers Congress
March 26–29
Pine Mountain, Georgia
greenspanetwork.org

The Bowen Center for the Study of the Family
Spring Conference
April 21–22
Washington, DC
thebowencenter.org

Reiki Alliance
Annual Gathering
April 30
Bulgaria
reikialliance.com

Elite CE
Massage Live
May 5–7
Orlando, Florida
massage.elitecme.com

World Massage Festival
May 7–10
Cherokee, North Carolina
worldmassagefestival.com

One Concept
American Massage Conference
May 18–21
Virginia Beach, Virginia
oneconcept.com

American Society for the Alexander Technique
Conference
June 14–18
San Diego, California
amsatonline.org

Society of Ortho-Bionomy International
Conference
June 15–18
Denver, Colorado
ortho-bionomy.org

Florida State Massage Therapy Association
Convention
June 20–25
Orlando, Florida
fsmta.org

Touch for Health Kinesiology Association
Conference
July 11–14
Kansas City, Missouri
touchforhealth.us

Alliance for Massage Therapy Education & Commission on Massage Therapy Accreditation
Educational Congress
July 27–29
Tucson, Arizona
afmte.org

Alliance of International Aromatherapists
Conference
Aug. 3–6
Rutgers, New Jersey
alliance-aromatherapists.org

Healing Beyond Borders
Energy Healing Conference
Aug. 17–20
Westminster, Colorado
healingbeyondborders.org

Integrative Medicine for the Underserved
Conference
Aug. 24–26
Chicago, Illinois
im4us.org

International Polarity Education Alliance
Gathering
Sept. 8–12
Berlin, Germany
polarityeducation.org

American Massage Therapy Association
National Convention
Sept. 14–16
Pasadena, California
amtamassage.org

International SPA Association
Conference & Expo
Oct. 16–18
Las Vegas, Nevada
Sept. 24–26, 2018
Phoenix, Arizona
experienceispa.com

International Council of Reflexologists
Conference
Oct. 19–22
Taitung, Taiwan
icr-reflexology.org

Society for Oncology Massage
Oncology Massage Healing Summit
April 27–28, 2018
Bloomington, Minnesota
s4om.org

Biodynamic Craniosacral Therapy Association of North America
Breath of Life Conference
Sept. 5–9, 2018
Reisterstown, Maryland
craniosacraltherapy.org

National Association for Holistic Aromatherapy
The World of Aromatherapy VIII Conference
Oct. 24–27, 2018
Salt Lake City, Utah
nahaconference.com

Fascia Research Congress
Fifth Annual
Nov. 14–15, 2018
Berlin, Germany
fasciacongress.org/2015

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MASSAGE HEROES

Angelina R. Kruse

Continuing with our recognition of the massage therapists who provide an amazing work in our communities, we contacted Angelina Kruse. She has been a massage therapist for 18 years and owns her own massage and chiropractic clinic in Iowa. She is currently studying for her master's degree in Dietetics. She plans to merge massage therapy, holistic nutrition, and yoga into another business.

What inspired you to begin? Or how did your career as a massage therapist come about?

I was in my early twenties, and a single mom of two little boys. I had never had a massage and did not know anything about it, but out of nowhere I called the Academy of Massage Therapy. I went to the school for an interview and was accepted into the program.

Can you describe the massage therapy that you do?

I begin the massage with unconditional love and compassion. I respect the body and listen to it with my hands. It tells a story and gives my fingers direction and I follow. I use active isolated stretching, Swedish, lymph drainage, facilitated release, and many other modalities I picked up in the last 18 years.

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"Why would I make any other choice but Earthlite if its worked this long."

- Angelina Kruse

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This is an excerpt of our conversation, you can read the whole interview in our blog at www.earthlite.com/blog

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