



An *exceptional* cream  
for *exceptional* women



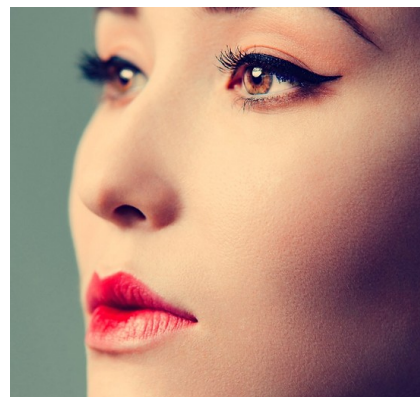
Découvrez-la  
dès maintenant !

LABORATOIRES  
**ROIG**

## A bit of history

### An imperial tradition

In Japan, health comes first on the scale of values, far ahead of any material wealth. Beauty is the remarkable expression of stunning health. Consequently, taking care of beauty is first and foremost taking care of your health, as a preventive measure.



Kobido is a philosophy of well-being.

The union of body and mind is an integral part of Japanese rituals, in keeping with an art of living handed down by Zen sages since the 7th century. The literal translation of **KO BI DO** means :

*« ancestral way of beauty »*

The art of kobido was born out of a confrontation between the country's two most famous Anma masters (Anma means to calm by touch) at the request of the empress in 1472, during the Tokugawa dynasty in Japan. She wished to prevent the ravages of time on the splendor of her youth. The art of Kobido emerged victorious.

After confronting each other in a demonstration of "kyou-te" - a facial with a folded hand, i.e. a percussion technique - the two practitioners finally decided to join forces to found this beauty house. The Japanese aesthetic technique, based on a protocol of 48 different massage techniques, was born.

### Precise gestures

Originally practiced on empresses and geishas, this Japanese anti-ageing aesthetic technique "deeply relaxes the whole body. Famous for its lifting properties, it is a natural substitute for injections", explains facialist Nathalie Mémeteau. Palpation, touching, kneading, stretching, pinching and vibration: the Japanese technique combines a series of precise gestures, with different degrees of intensity and tone, for a natural, manual facelift. Inspired by shiatsu, a Japanese massage therapy technique that acts on the nervous system, Kobido also acts on the meridians of the face, i.e. the channels in the body through which vital energy (also known as qi) circulates.

### What effects can you expect from kobido?

In addition to deep relaxation, this manual facelift will engage the over fifty muscles of the face and neck to smooth, shape and lift the area.

The precise protocol applied by kobido-trained practitioners helps **stimulate blood circulation, drain lymphatic circulation and eliminate accumulated muscular tension** in the face. It's also designed to **promote collagen production and re-oxygenate tissues**.

Under the hands of the practitioner and traditional maneuvers, the skin relaxes, wrinkles fade, the complexion regains its radiance and the oval of the face is redefined.

## At what age is kobido most suitable?

Kobido is particularly suitable for **mature skin** or when the **first expression lines** appear. This anti-ageing massage is also recommended for those suffering from water retention. The practitioner's draining gestures will help restore facial contours.

## A benefit for body... and mind

Kobido **combines muscle and energy work**. A body therapy in which the aim is not just to smooth features and restore a radiant complexion. The **art of the hand** and gestures is used to restore balance and "**age well**". A real breath of fresh air for the body and mind, this anti-ageing massage gives you an hour's taste of the traditions and know-how of the land of the Rising Sun at a reasonable price.

Expect to pay between 75 and 200 euros, depending on the practitioner and the institute where the care is performed.

## The history of the Tibetan bowl

The **Tibetan singing bowl** is a sacred object for understanding the self and meeting the soul. The bowls are thought to have originated in the Himalayas (between 2000 and 3000 BC). There is no written record of their exact origin. Bowls are thought to have been brought to Nepal and Tibet by nomadic forgers from Mongolia.

For centuries, they have been produced throughout Tibet, India, Nepal and Bhutan. They are handcrafted in Nepal from high-quality bronze (copper + tin) enriched with several other metals according to tradition: gold, silver, mercury, iron, lead; and, in quantities below 0.05%: zinc, meteoritic iron, bismuth, galena, pyrite.

The combination of seven metals representing the 7 planets of the solar system... :

Gold → the Sun	Iron → Mars
Silver → Moon	Tin → Jupiter
Mercury → Mercury	Lead → Saturn
Copper → Venus	

Buddhist monks use them in a variety of ways (meditation, ceremonial music, ritual offerings, feng shui, traditional musical instruments, vibratory massage, chakra harmonization, balancing).

Researchers and therapists have pointed out that singing bowls produce the same Alpha waves as those generated by the brain. These frequencies correspond to a state of mental and sensory calm that induces total rest, a meditative state.

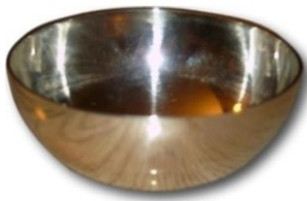
## Kansu bowls

**Kansu** bowls are handmade in India, which is why they are not smooth or perfect, but are of the **highest quality** due to their composition.

The bottom of the bowl sometimes has a small, wider, flat surface which allows a significantly larger area to be massaged. Diameter: 6.5 to 7cm

**These bowls are specially designed for detoxifying face and neck massage.**

**Kansu bowls** are derived from **Ayurveda**, which means the science (VEDA) of life (AYUR), or the science of prolonging life. They are made from an alliance of 5 precious metals (copper, zinc, silver, gold and tin).



Used in **Ayurvedic** medicine to massage the feet and face, with a view to **detoxifying** the **body**, this traditional Indian massage technique is particularly popular with children, who are accustomed to practicing it on their parents.

This massage aims to treat not only the reflex points on the feet, but also the **five elements**: earth, water, fire, air and ether, which, according to Ayurvedic life science, are the fundamental components of the human being.

## Historical sources:

[www.passeportsante.net](http://www.passeportsante.net)

[www.souffle-de-jeunesse.fr/histoire](http://www.souffle-de-jeunesse.fr/histoire)

[www.vibrationetvienature.fr](http://www.vibrationetvienature.fr)

## EXCEPTIONAL CARE PRECIOUS ORCHID 90 MIN



### Care benefits:

The art of massage is an ancestral Japanese technique that intensely relaxes and stimulates the skin and muscles, while promoting healthy blood and lymph circulation. It also promotes detoxification.

This care decongests facial muscles and relaxes the eyes.

Skin is smoothed, toned and looks younger.

### A few recommendations:

A Japanese massage is highly invigorating and stimulating.

It is not recommended for skin problems such as eczema or acne.

For blotchy skin, adapt the maneuvers more gently.

### Prices :

**Cost: €16.10 excluding VAT**

**Resale price: from €130 to €170 incl. VAT**

Multiplier factor between 8.07 and 10.56

With its excellent profitability, this exceptional treatment is very interesting and stimulating for you as a technician, too, and will enable you to develop professionally in your work.

### Margin/Care benefits :

For an investment of €674.04 excluding VAT,

42 care sessions will be carried out.

The Precious Orchid care will generate sales of between €5,460 and €7,140 (inc. VAT).

## Necessary for care

### Skin cleansing



White Hibiscus  
Cleansing Milk  
C0017



White Hibiscus  
Cleansing Gel  
C0015



Apricot Soft Peeling  
Centella  
C0030-250

### Accessories



2 Kansu bowls



Oshibori Towel

### Precious Orchid Range



Precious Orchid  
Cream  
C0115



Precious Orchid  
Serum  
C0116



Precious Orchid  
Mask  
C0117



Precious Orchid  
Balm  
C0117



Precious Orchid  
Lotion  
C0119

### Produits CENTELLA



Eye Patch  
Centella  
PATCH20



Eye Essence  
Centella Prestige  
C0074



Peel off Mask  
Centella  
C0142



Aromapeeling  
C0136



Ylang-ylang  
Essential Oil



# SOMMAIRE

## Déroulé du soin :90 min

### Preparation of the cabin \_ \_ \_ \_ \_ P 8

Open tubes and jars, and open eye patch.

### Welcoming massage (5 min)\_ \_ \_ \_ \_ P 8

Welcoming the customer + Slow breathing + Warm towels

### Make-up removal: with hot towels (8 min) \_ \_ \_ \_ \_ P 9

### Scrub (5 min) \_ \_ \_ \_ \_ P 9

**Aromapeeling** and **gentle Centella scrub**

Hot towel withdrawal and **Precious Orchid Lotion**

### Japanese kobido-style lifting massage: (45 min) \_ \_ \_ \_ \_ P 10

Four steps:

- ✓ Neck stretching with towel (dry)
- ✓ Drainage with **Precious Orchid Serum** (7 min)
- ✓ Active maneuvers to warm skin with **Precious Orchid Balm** on face (20 min)
- ✓ Shiatsu with Tibetan kansu bowls (10 min)
- ✓ Return to calm with effleurage and kansu bowls (8 min)

### Triple Mask (22 min) \_ \_ \_ \_ \_ P 13

- ✓ Eye contour patch (1 min)
- ✓ **Precious Orchid Mask** (1 min)
- ✓ **Alginates mask** + relaxation with **kansu bowls** once mask is dry (15 min)
- ✓ Mask removal (5 min)
- ✓ Application of **Precious Orchid Serum** and **Prestige Eye Essence** (1 min)

### Toning self-massage (5 min) \_ \_ \_ \_ \_ P 14

How to apply the cream correctly (opportunity to talk about the product, the right gestures and facial gymnastics)

**Infusion** outside the cabin to close the treatment

### Appendices: manual work charts \_ \_ \_ \_ \_ P 15

## Detailed stages of this Exceptional Care

### Preparation of the cabin:

Open tubes and jars, and open the eye patch.



Create a calm and serene atmosphere for your care, and for your customer

Preparation of the care table



### Welcoming massage and breathing: (5 min)



Start with a warm towel containing **Precious Orchid Lotion** (ref. C0119) and essential oils of ylang-ylang, covering the face and leaving the airways clear.

Ask the client to breathe into her stomach. Slow, deep breaths. Apply pressure to the arch of the foot, limbs and neck, décolleté, face and scalp.

***Ring the kansu bowl over the sternum and pyramid.***



## Make-up removal: (8 min)

Gently remove makeup from eyes and lips with Centella Eyelid and Lip Makeup Remover Care (ref C0040).

Rinse with a cotton pad soaked in **Precious Orchid Lotion** (ref. C0119).

Apply a generous dab of White Hibiscus Cleansing Milk (ref.C0017).

Emulsify with light unctions all over the face. Removes greasy impurities from the face.

Rinse with warm oshibori.

Emulsify White Hibiscus Cleansing Gel into a light lather. It removes aqueous impurities from the face.

Complete cleansing with **Precious Orchid Lotion** (ref. C0119) with absorbent cotton.

Dry with a dry towel.



## Scrub: (5 min)

In a bowl, combine 5 drops of Aromapeeling (ref.C0136) and 1/2 hazelnut of exfoliating thinner with 4 pinches of apricot kernel powder (ref.C0030250). Mix together.

Apply with a soft fan brush to neck and face.

Work the scrub in circular motions over each area of the face, holding the tissue in place with your second hand.

Rinse well with clean water. Dry with a towel.

Manual pressure pads with **Precious Orchid Lotion** (ref. C0119)

*Ring the kansu bowl over the sternum and pyramid.*



## Japanese lifting massage (inspired by Kobido): (45 min)



Effleurage sculpting of the arms and décolleté. Palmar stretching of the nape of the neck and skull sculpting, with **Precious Orchid Balm** (ref. C0118).

Stretch neck with dry towel. Slowly rock back and forth with towel, head levitates.

(3 min)

### 1. Simplified draining of the décolleté neck face (7 min) see : Appendix P15

Apply an ultra-thin layer of **Precious Orchid Serum** (ref. C0116) to the face.

#### Neck décolleté:

- ✓ Retro-clavicular lymph node pumping x 5
  - ✓ "Butterfly" or rotational drainage along the entire length of the clavicle with 2 or 3 fingers.
- From inside to outside X 2
- ✓ Same maneuver but below the clavicle. X 2
  - ✓ Pumping above the armpits X 3
  - ✓ Same maneuver draining below of the clavicle. X 2
  - ✓ Drainage "butterfly" or by rotations along the entire length of the clavicle with 2 or 3 fingers.
- From inside to outside X 2
- ✓ Sternocleidomastoid path X 3
  - ✓ Pumping retroauricular lymph nodes (under the ear) X 5

#### Face:

- ✓ Round-trip drainage under the maxilla X 3
- ✓ Back and forth over chin, then nasolabial fold X 3
- ✓ Back and forth with hands encompassing the entire face. X 3
- ✓ Go to temples, pressure X 3
- ✓ Back and forth on scalp X 3
- ✓ Go down in return on the periphery of the face, draining liquids downwards.
- ✓ Retro auricular ganglion pumping X 5 then
- ✓ Return to the neck towards the retro-clavicular ganglions and pumping of the latter X5



## 2. Active maneuvers: (24 min)

Warm the **Precious Orchid Balm** (ref. C0118) in your hands to make it more fluid.  
Apply to the entire neck and face.

### A) Neck and oval of the face area: *see Appendix P16*

- ✓ Moderate, toned smoothing gliding from maxilla to clavicle. X 3
- ✓ Beating on the oval of the face X 3
- ✓ Tapping in the neck.
- ✓ Big pinches of mastoid sternocleidomastoid, then facial oval.
- ✓ Rotate head with towel under head, then palpate-roll from inside to outside neck and facial oval.
- ✓ Effleurages englobants: 3 lines on arms, neck and décolleté.

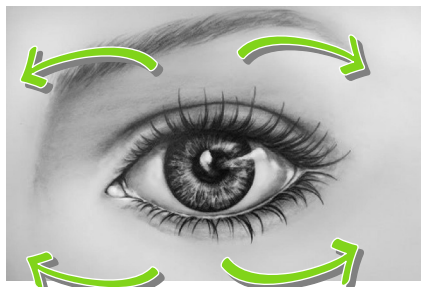
### B) Lower face area: *see Appendix P17*

- ✓ Effleurages palmar face X 3
- ✓ Work on one side of this zone :
- ✓ Moderate deep smoothing with fingers spread apart X 3
- ✓ One hand holds the tissues, the other tones the skin:
- ✓ Pressions + Twists from inside to outside (maxillary / Masseter / Zygomatic lines) X 3
- ✓ Pointed pressures (same paths) + Tonic smoothing (maxillary / Masseter / Zygomatic lines) X 3
- ✓ Tapping X 3
- ✓ Wrinkles: on nasolabial fold with tonic pinches X 3
- ✓ Guitar strings on nasolabial fold X 3
- ✓ Spread over entire cheek
- ✓ Palpate-roll from the inside of the face outwards. X 3
- ✓ Calm with vibrating maneuvers to act on lymph. X 3
- ✓ Perform the second side of the lower face. Same movements.



### C) Eye zone : *see Appendix P18*

- ✓ "Butterfly" pressures to drain under the eye from the outside to the inside of the face. Then same maneuver above the eye. But from inside to outside X 3
- ✓ Maneuver in 8: deep smoothing to activate blood circulation.
- ✓ Moderate half-eye sliding pressures. Under and over the eye. X 3



- ✓ Tapping around the eyes
- ✓ Pinching around the eyes
- ✓ Guitar strings on crow's feet wrinkles. One side.
- ✓ Palpate and roll crow's feet,
- ✓ Perform on the other eye: guitar strings and palpate-roll.

### D) Eyebrow zone: *see Appendix P19*

- ✓ Upward smoothing to relax. X 3
- ✓ Big pinches along the length of the eyebrow X 3
- ✓ 2-finger kneading along the length of the eyebrow X 3
- ✓ Smoothing X 1

### E) Frontal area: *see Appendix P19*

- ✓ Vertical alternating moderate smoothing with the whole palm of the hand X 3
- ✓ On wrinkles: twists: 2 index fingers facing each other. Alternate smoothing in opposite directions. Moderate pressure. X 3
- ✓ Frictions on each wrinkle: two index fingers up and down. Fast, sustained friction. X 3
- ✓ Lion's wrinkle twist X 3
- ✓ Alternating smoothing. X 3

## 3. Shiatsu simplified with Kansu bowls: (6 min) *see Appendix P20*

- ✓ Lateral points on the skull. X 3
- ✓ Head, middle and eyebrow points. X 3
- ✓ Large intestine points X 3
- ✓ Pressures on wings of nose. X 3
- ✓ Stomach points: myrtiform; commissures; under lower lip. X 3
- ✓ Pressures on clavicles. X 3



#### **4. Return to calm: (5 min) *see Appendix P21***

- ✓ Large all-over effleurage X 1
- ✓ Tilt head, smooth up along neck and ear and skull. X 1
- ✓ Smooth with Tibetan bowl along same path. X 3
- ✓ Bowl rotations on skull. X 3
- ✓ Smooth jaw with manual effleurage then move up to eyes. Continue eye orbiculars with kansu bowl. X 3
- ✓ Rotate temples with bowls. X 3
- ✓ Lion's wrinkle in figure 8 with bowl. X 3
- ✓ Skull with bowls in rotations. X 1
- ✓ Manual raking X 3
- ✓ Warm liver hands in shell over eyes. X 1

***Ring the kansu bowls on the sternum and pyramid.***



## Triple Mask: (22 min) and final care



- ✓ Apply the Eye Patch (ref. PATCH20) to the eye contour area.
- ✓ Apply **Precious Orchid Mask** (ref. C0117) to the entire neck and face, in very thin layers (1 min).
- ✓ Tie a strip of gauze: From the chin, encompassing the neck and oval of the face; tie behind the head for a pronounced mechanical tightening effect.

✓ Proceed to **Peel off Mask** (ref. C0142): 15 to 20 g of powder to 50 ml of clear water and 10 ml of **Precious Orchid Lotion** (ref. C0119).

✓ Stir well to incorporate air into your preparation.

✓ Once the preparation is smooth, apply roughly to the face, then the neck. Over the gauze strip.

✓ Smooth to perfect the mask. Proceed to apply a thick layer, with pretty beads all around the mask to facilitate removal.

✓ As soon as the mask plasticizes, apply a dab of **Precious Orchid Balm** (ref. C0118) over the alginate.

Use the kansu bowl to apply deep pressure and alternate smoothing movements (15 min).

✓ Remove the mask like a second skin (5 min).


✓ Apply **Precious Orchid Serum** (ref. C0116) + **Prestige Eye Essence** (ref. C0074) (1 min).






## Invigorating wake-up call + shared self-massage (5 min)


COMMENT ?




**1 Stimulez l'ensemble du visage**  
Passez vos paumes de mains sur tout le contour




**2 Activez la circulation sanguine et la circulation lymphatique**  
Effectuez des mouvements circulaires du bout des doigts




**3 Raffermissiez l'ovale du visage**  
Pincez légèrement la peau entre les index et les pouces en remontant du menton jusqu'aux oreilles



**4 Détendez les tensions sur les tempes et le front**  
Exercez une légère pression au milieu du front, puis faites glisser vos doigts vers les tempes en zig-zag



**5 Décongestionnez la zone du regard**  
Effectuez des mouvements circulaires autour de l'œil



**6 Défroissez le contour de la bouche**  
Effectuez de petits cercles sur tout le contour des lèvres

RÉALISEZ CHACUN DE CES GESTES 5 FOIS

The care session is coming to an end:  
Have your customer sit on the side of the care table.

**Invigorating wake up the back with Precious Orchid Balm (ref. C0118):**  
**Fir tree smoothing + Beating percussion + Bear paws + Fir tree smoothing.**

Time to share with the customer: You'll show her how to apply her beauty products on a daily basis in her bathroom. It's important that you share this moment together.

It will also be easier to talk about your exceptional cream and offer real advice.

Of course, ***she'll be the one to apply the cream*** to finish the care.

You can focus on one or two of the techniques opposite, to accompany her on the self-massage.

The customer gets dressed.  
Offer her a warm wellness drink, like an herbal tea.



# Appendices

## Drainage boards



Retroclavicular lymph node pumping



Pumping above the clavicle



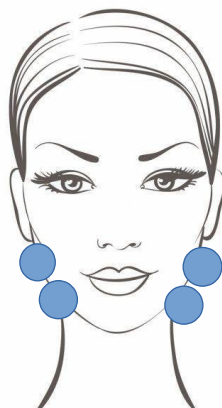
Pumping below the clavicle



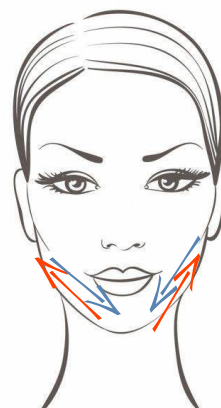
Pumping in the armpit



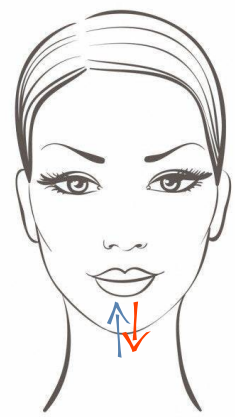
Round trip mastoid sternocleidomastoid



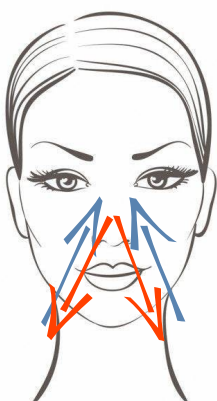
Pumping under and behind the ear



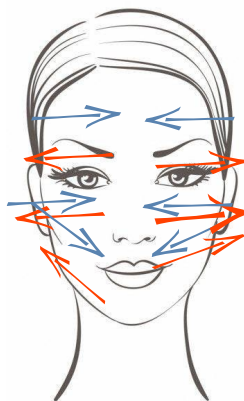
3 round trips under the maxillae



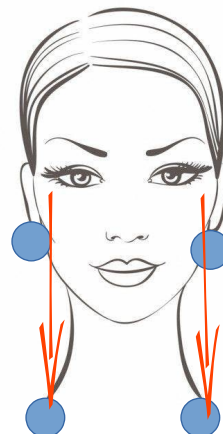
3 Back and forth on the chin



3 Back and forth nasolabial fold



3 Back and forth with hands all over face



Return to the edge of the face + Retroclavicular lymph node pumping

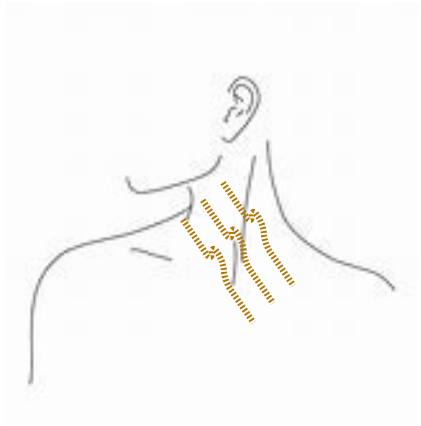
Active maneuver boards  
Neck and oval of the face



Smoothing



Threshing



Stimulating moderate smoothing



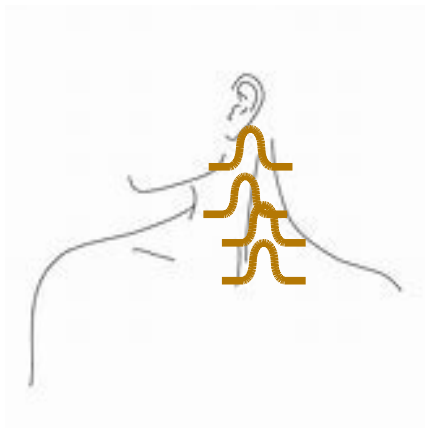
Pianottements



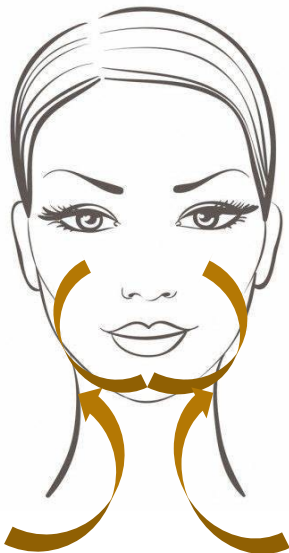
Torsional pressures



Torsional pressures



Palpate roll



Long straightening

## Active maneuver boards

### Lower face zone by halves



Deep smoothing with spread fingers



Presses + Twists  
Oval + Lower Face + Zygomatic



Pointed pressure + Pressed smoothing



Tonic pinches on the nasolabial fold + Guitar strings on the same area.



Palpate roll

**Same work on the other side of the face.**

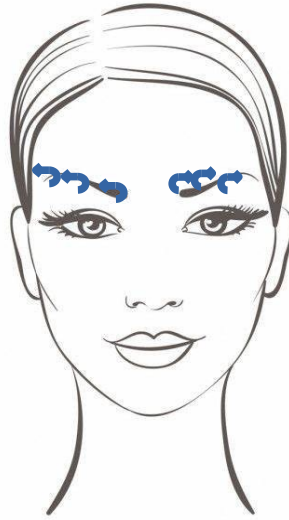


Lymphatic vibrations

## Active maneuver boards Eye Area



Butterfly drainage under the eyes



Butterfly drainage above the eyes



Figure 8 maneuver: deep smoothing



Moderate sliding pressure in half-eye. Below and above the eye. X 5



Piano around the eyes



Pinching around the eyes



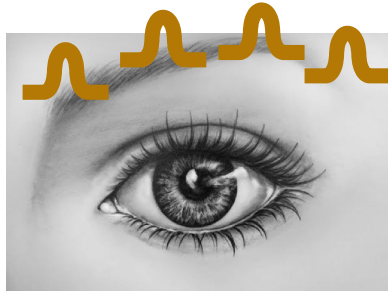
Guitar strings on crow's feet wrinkles.  
+ Palpate-roll



## Active maneuver boards Eyebrow Zone



Smoothing up



Large pinches along the length of the eyebrow



Knead 2 fingers along the length of the eyebrows



Eyebrow straightening

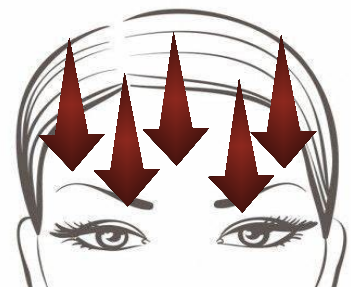
## Active maneuver boards Frontal Zone



Moderate alternating vertical smoothing



On wrinkles: twists in opposite direction



Friction on each wrinkle: two index fingers from top to bottom. Quick and strong frictions.



Lion's wrinkle Twist



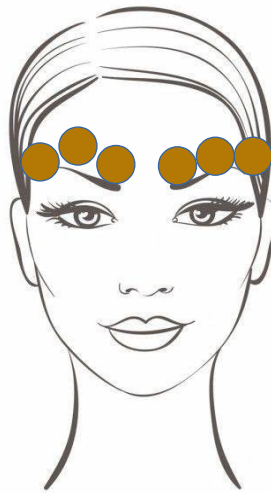
Strong alternating smoothing.



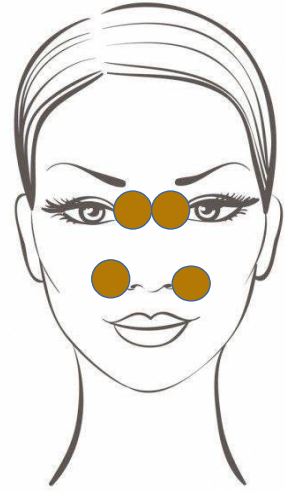
## Shiatsu boards With Kansu bowls



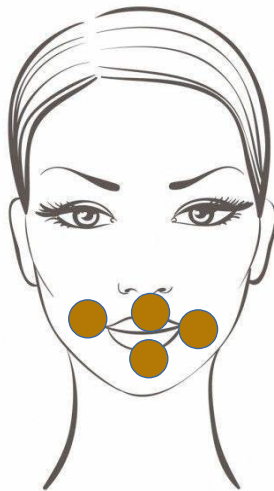
Lateral points on the skull.  
X 3



Head, middle and eyebrow  
points. X 3



Large intestine points X 3

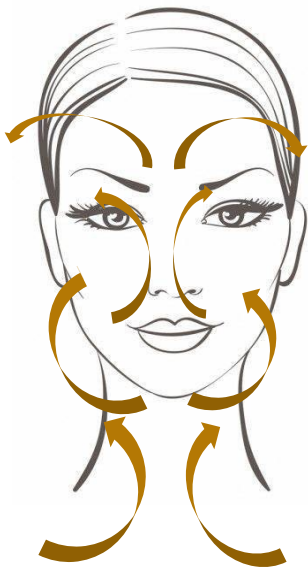


Points Stomach: myrtiform; corners;  
under the lower lip. X 3

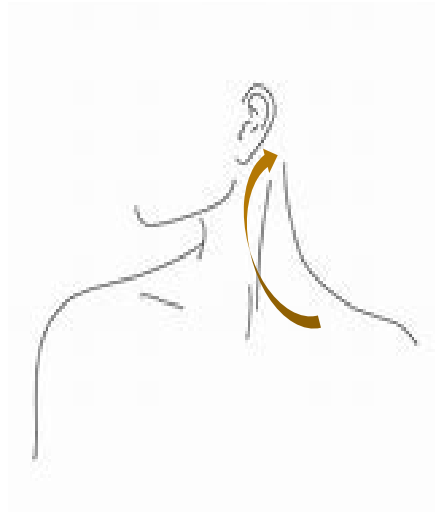


Pressure on the clavicles. X 3

## Return to calm



Large strokes over the entire face



Smoothing going up along the neck and ear and scalp.  
Manual + Tibetan bowl



Tibetan bowl rotations



Manual jaw smoothing then raise to the eyes.  
Continue the eyes with the kansu bowl



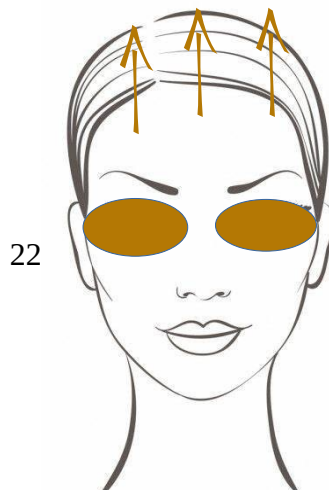
Rotation Bol kansu on the temples



Lion wrinkle in figure 8 with the bowl.



Tibetan bowl rotations



22

Manual raking  
+ shell on the eyes = liver

## Facial muscle skin cut

