



2017

COURSE GUIDE

SPA, WELLNESS, & BEAUTY PROFESSIONALS,

Come Learn with Us!



wellness & beauty
LEARNING CENTER
by universal companies®

WHO WE ARE:

Universal Companies has served the spa and beauty industry since 1982! In addition to being an international distributor of products, equipment, and supplies, we also provide education, spa development services, retail consultation, and more.

ABOUT THE WELLNESS & BEAUTY LEARNING CENTER:

Universal Companies opened the Wellness & Beauty Learning Center to create a dynamic community of life-long learners within the spa, beauty, and wellness industries. We host a wide range of unique classes at our 6,200 sq. ft. facility, which features classrooms and fully equipped spa treatment rooms for live demonstrations and hands-on training.

WHERE WE'RE LOCATED:

Just outside of Los Angeles!

19106 Normandie Avenue Suite #4,
Torrance, California.

REGISTRATION AND QUESTIONS:

Register online at

www.universalcompanies.com/reg
or call **1.800.558.5571**.





Invest in Yourself!

Power up! Increase your knowledge and skill level with the courses that are right for you. As spa professionals, you take care of others every day. Take time to invest in yourself and your career by joining us for fun, hands-on learning. Courses are color-coded into Learning Paths to help you identify the right courses and level of experience required to successfully complete them.

LEARNING PATHS:

Beauty – Learn contouring, advanced special effects, bridal, and more from celebrity artists.

Business Skills – Improve marketing, financial planning, menu development, retail mastery, and more.

Mani/ Pedi – Explore the latest treatments for hands and feet, including nail art and add-on services.

Massage CEUs – Master new techniques and modalities while earning credit hours with NCBTMB!

Skin Care – Now offering CEUs! Learn how to perform or perfect your esthetic services, including peels and treatment modalities, in addition to enhancing them with facial equipment.

Spa Therapies – Diversify your menu with aromatherapy, holistic treatments, and trending services.

Waxing – Learn new waxing techniques, increase speed, master Brazilian, and discover a variety of innovative waxing products.

Wellness – Discover how to include wellness in the workplace and improve your clients' and your own wellbeing with meditation, self-care, and more.



**WE ARE AN NCEA
CERTIFIED
TRAINING FACILITY!**

The National Coalition of Estheticians (NCEA) certification meets the highest standards of practice and is recognized across the United States. By investing in NCEA certification, skin care professionals ensure their success. To earn certification, licensed estheticians must complete 1,200 hour job tasks and pass the NCEA Certification Exam.





In honor of our
35th Anniversary,

Get **35% OFF**
ALL CLASSES
Promo code: **35Strong**

All Levels •

Appropriate for all levels of experience and skill.

Beginner ••

Perfect for recent graduates or those just getting involved.

Advanced ••••

Great for those with professional experience who want to learn advanced techniques.

BEAUTY

Wednesday, 6/21/2017
10 am – 2 pm

All Levels •

Beauty

**FREE: Dancing with the Stars
Sunless Tanning 101**

Get a head to toe flawless tan using Dancing with the Stars by Norvell!

FREE

Thursday, 6/22/2017
10 am – 2 pm

All Levels •

Beauty

FREE: Ultimate Lip Therapy for Estheticians

Learn the hottest add on service and increase revenue!

FREE

Monday, 7/17/2017
9 am – 4:30 pm

Advanced •••

Beauty

HD Volume Lashes

Learn to create longer, fuller, HD Lashes!

\$699

Wednesday -
Thursday,
8/9-8/10/2017
9 am – 3:30 pm

All Levels •

Beauty

Fantasy & Theatre Makeup Master Class

Learn how to create beautiful, fantasy looks!

\$199

Tuesday, 10/17/2017
10 am – 2 pm

All Levels •

Beauty

FREE: Ultimate Lip Therapy for Estheticians

Learn the hottest add on service and increase revenue!

FREE

Sunday, 12/3/2017
9 am – 4:40 pm

Advanced •••

Beauty

HD Volume Lashes

Learn how to create longer, fuller, HD lash extensions!

\$699

BUSINESS SKILLS

Wednesday -Thursday,
4/12-4/13/2017
9 am – 5 pm
Advanced ●●●

Business Skills BIMA Level 1

Globally expand your beauty and wellness brand!

See Ad

Tuesday, 5/16/2017
9 am – 3:30 pm
All Levels ●

Business Skills FREE: Resumé Workshop

Build a winning resumé today!

FREE

Wednesday - Friday
6/7/2017-6/9/2017
9 am – 5 pm
Advanced ●●●

Business Skills BIMA Level 2

Globally expand your beauty and wellness brand!

See Ad
p. 6

Sunday, 7/16/2017
9 am – 4:30 pm
All Levels ●

Business Skills Marketing for Solopreneurs

Learn how to grow your business from marketing experts.

\$125

Sunday, 7/23/2017
9 am – 3:30 pm
All Levels ●

Business Skills Business Success for the Creative Mind

Learn how to strengthen your creative business!

\$55

Thursday, 7/27/2017
9 am – 3:30 pm
All Levels ●

Business Skills FREE: Goal Getter Workshop

Set Goals and Grow your Success!

\$99

Monday - Wednesday,
8/14-8/16/2017
9 am – 5 pm
Advanced ●●●

Business Skills InSPAration Management LEAP Seminar for Spa Leaders with Dori Soukup

Learn how to boost your business and generate more revenue!

See Ad
p. 9

Sunday, 9/24/2017
9 am – 3:30 pm
All Levels ●

Business Skills Communication & Soft Skills for Professionals

Speak confidently and professionally!

\$55

Monday - Tuesday,
9/25-9/26/2017
9 am – 6 pm
All Levels ●

Business Skills Blogging Boot Camp

Learn how to create a blog that grows your business!

\$199



Globally Expand Your Beauty & Wellness Brand!

76% of global buying power is outside of the United States. Want to capture it? The Beauty Industry Market Access Program (BIMA) can show you how.

BIMA helps you expand your business by making it very attractive to domestic and international distributors. By enrolling in this educational program, you'll position your brand for strong international growth by learning essential skills, including effective sales, marketing, operational systems, and export strategy

Level 1: Domestic Brand Development,

April 12-13, 9AM–5PM

This two-day course focuses on key principles required to build a successful brand, such as developing products, setting prices, finding manufacturing and packaging resources, building equity with legal protections, navigating regulatory compliance, and more.

Price: \$1150 per company and \$450 for each additional participant from same company.

Level 2: International Brand Development,

June 7-9, 9AM–5PM

The Level 2 program provides a pathway to develop company intelligence to effectively market products beyond the US borders, navigate the registration requirements outside the US, scale operations for growth, recruit and manage international distribution, select markets, qualify distributors, and more.

Price: \$1400 per company and \$600 for each additional participant from same company.

Register Online: <http://www.beautyindustryprogram.com/>

For more information about BIMA: 310-802-7880 or info@Beautyindustryprogram.com

All Access Pass includes both sessions: \$2500 per person and \$600 per each additional participant from same company.

Here's what you'll learn:

- How to build a global brand
- How to operate an efficient business
- Financing and payment insurance
- Pricing and distribution strategies

- Global sales structure and promotion
- Leveraging merging market opportunities
- Export compliance and international shipping
- Web, digital, and social strategies

*Please note: Seating is limited to first 20 registered. Brand Development Level 1 is not prerequisite for Level 2; however, a pre-interview with a course facilitator is required to attend Level 2 if the company does not take Level 1.



BUSINESS SKILLS

Sunday, 10/15/2017

9 am – 6 pm

All Levels •

Business Skills

Marketing Bootcamp presented by The Glam Agency

Learn from the beauty marketing experts: The Glam Agency!

\$499

Monday, 10/23/2017

9 am – 3:30 pm

All Levels •

Business Skills

Business Success for the Creative Mind

Learn how to strengthen your creative business!

\$55

Thursday, 11/16/2017

10 pm – 2 pm

All Levels •

Business Skills

FREE: Resumé Workshop

Build a winning resumé today!

FREE

Monday, 12/11/2017

9 am – 3:30 pm

All Levels •

Business Skills

Getting Started: Your 2018 Marketing Plan

Build your 2018 marketing calendar.

\$99

Sunday, 12/17/2017

9 am – 3:30 pm

All Levels •

Business Skills

Vision Board Workshop & Social

Build your Vision Board for 2018!

\$35

MENI/PEDI

Wednesday, 7/12/2017

10 am – 2 pm

All Levels •

Mani/Pedi

FREE: IBX Nail System Certification

Learn how to achieve healthy, strong nails with IBX!

FREE

Wednesday, 10/4/2017

10 am – 2 pm

All Levels •

Mani/Pedi

FREE: IBX Nail System Certification

Learn how to achieve healthy, strong nails with IBX!

FREE



MASSAGE CEU

Sunday, 6/25/2017

9 am – 3:30 pm

All Levels •

Massage CEU

Himalayan Salt Therapies

Learn all about salt therapy and salt stone massage!

\$99

Sunday - Monday,

8/20-8/21/2017

9 am – 3:30 pm

Advanced • • •

Massage CEU

Prenatal Massage Certification

Learn prenatal massage and services for pregnant clients!

\$199

Monday, 10/9/2017

9 am – 3:30 pm

All Levels •

Massage CEU

Fire & Ice: Signature Treatment for Massage Therapists Workshop

Learn the Fire & Ice Treatment from start to finish!

\$25

Monday, 10/16/2017

9 am – 3:30 pm

All Levels •

Massage CEU

Himalayan Salt Therapies

Learn all about salt therapy and salt stone massage!

\$99

Monday, 11/13/2017

9 am – 3:30 pm

Advanced • • •

Massage CEU

Tandem Massage Therapies

Learn how to perform tandem massage!

\$25



35% OFF
ALL CLASSES
Promo code: **35Strong**

SKIN CARE

Monday, 4/3/2017 9 am – 3:30 pm All Levels •	Skin Care Understanding Cosmetic & Skincare Ingredients Learn ingredients and their functions!	\$55
Monday - Wednesday, 4/17-4/19/2017 9 am – 5:30 pm Advanced • • •	Skin Care The Vodder Institute's Manual Lymphatic Drainage Basic Neck & Face 3 Day Learn Manual Lymphatic Drainage from The Vodder Institute!	\$650
Wednesday, 4/26/2017 9 am – 3:30 pm Advanced • • •	Skin Care FREE: TCA Peel Certification Become certified to perform the TCA Peel!	FREE
Thursday, 4/27/2017 9 am – 6 pm Advanced • • •	Skin Care NCEA Certification Exam Preparation Course Become NCEA Certified!	\$550
Sunday, 4/30/2017 9 am – 3:30 pm Advanced • • •	Skin Care Vivid Glow Micropeel Learn how to get beautiful results with the Vivid Glow protocol!	\$55
Sunday, 5/7/2017 9 am – 3:30 pm All Levels •	Skin Care Advancements in Treating Hyperpigmentation Learn how to treat hyperpigmentation for all skin types!	\$85
Wednesday, 5/10/2017 9 am – 3:30 pm All Levels •	Skin Care FREE: Advanced Exfoliation Methods Learn all about chemical peels and exfoliation methods!	FREE
Thursday, 5/11/2017 9 am – 3:30 pm All Levels •	Skin Care FREE: Mask of the Month Workshop Experience and learn all about our feature mask of the month!	FREE
Wednesday, 5/17/2017 9 am – 3:30 pm All Levels •	Skin Care FREE: LED Light Therapy Certification Learn about LED Therapy and how it works!	FREE

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Saturday - Tuesday,
5/20-5/23/2017
9 am – 5:30 pm
Advanced ● ● ●

Skin Care

The Vodder Institute's Manual Lymphatic Drainage Advanced Neck & Face 3 Day

Learn Manual Lymphatic Drainage from The Vodder Institute!

\$650

Wednesday, 5/24/2017
9 am – 6 pm
Advanced ● ● ●

Skin Care

NCEA Certification Exam Preparation Course

Become NCEA Certified!

\$550

Sunday, 6/4/2017
9 am – 3:30 pm
All Levels ●

Skin Care

Holistic Esthetics & Herbal Skincare

Learn to perform beautiful, holistic, natural facial services!

\$55

Monday, 6/5/2017
9 am – 3:30 pm
All Levels ●

Skin Care

Understanding Vitamins & Their Purpose in Advanced Skincare

Learn about vitamins and their role in skin health!

\$55

Thursday, 6/15/2017
9 am – 3:30 pm
Advanced ● ● ●

Skin Care

FREE: Control Corrective Jessner Peel Certification

Become certified to perform the Jessner Peel!

FREE

Monday, 6/26/2017
9 am – 3:30 pm
All Levels ●

Skin Care

Understanding Cosmetic & Skincare Ingredients

Learn ingredients and their functions!

\$55

Wednesday, 6/28/2017
9 am – 6 pm
Advanced ● ● ●

Skin Care

NCEA Certification Exam Preparation Course

Become NCEA Certified!

\$650

Thursday, 6/29/2017
10 am – 2 pm
All Levels ●

Skin Care

FREE: Mask of the Month Workshop

Experience and learn all about our feature mask of the month!

FREE

Sunday, 7/9/2017
9 am – 3:30 pm
All Levels ●

Skin Care

Esthetics Equipment: Combination Treatments for Maximum Results

Learn how to combine treatments with equipment for
big results!

\$55



SKIN CARE

Thursday, 7/13/2017
10 am – 2 pm
[All Levels](#) •

Skin Care

FREE: Mask of the Month Workshop

Experience and learn all about our feature mask of the month!

FREE

Thursday, 7/20/2017
10 am – 2 pm
[All Levels](#) •

Skin Care

FREE: DermaRadiance Training

A natural microdermabrasion using flowers and herbs.

FREE

Wednesday, 7/26/2017
9 am – 6 pm
[Advanced](#) • • •

Skin Care

NCEA Certification Exam Preparation Course

Become NCEA Certified!

\$550

Monday, 7/31/2017
9 am – 3:30 pm
[All Levels](#) •

Skin Care

Holistic Esthetics & Herbal Skincare

Learn to perform beautiful, holistic, natural facial services!

\$55

Wednesday, 8/23/2017
10 am – 2 pm
[All Levels](#) •

Skin Care

FREE: Mask of the Month Workshop

Experience and learn all about our feature mask of the month!

FREE

Thursday, 8/31/2017
10 am – 3:30 pm
[All Levels](#) •

Skin Care

FREE: 3 Pumpkin Facials for Fall Workshop

Learn how to implement these great facials for fall!

FREE

Wednesday, 9/13/2017
9 am – 6 pm
[Advanced](#) • • •

Skin Care

NCEA Certification Exam Preparation Course

Become NCEA Certified!

\$550

Thursday, 9/14/2017
10 am – 2 pm
[All Levels](#) •

Skin Care

FREE: Nutritional Aesthetics Workshop

Learn about the Nutritional Aesthetics Alliance.

FREE

Thursday, 9/28/2017
9 am – 6 pm
[Advanced](#) • • •

Skin Care

NCEA Certification Exam Preparation Course

Become NCEA Certified!

\$550

Thursday, 10/12/2017
9 am – 3:30 pm
[All Levels](#) •

Skin Care

FREE: Acne for All Ages featuring Control Corrective

Treat acne regardless of the client's age or skin type!

FREE

Wednesday,
10/25/2017
9 am – 6 pm
Advanced ●●●

Skin Care
NCEA Certification Exam Preparation Course
Become NCEA Certified!

\$550

Thursday, 10/26/2017
9 am – 3:30 pm
All Levels ●

Skin Care
FREE: Topics in Chemical Peels & Combining Peels for Results
Learn how to combine treatments for maximum results!

FREE

Sunday, 11/12/2017
9 am – 3:30 pm
Advanced ●●●

Skin Care
Advancements in Treating Hyperpigmentation
Learn how to treat hyperpigmentation for all skin types!

\$85

Wednesday,
11/15/2017
9 am – 6 pm
Advanced ●●●

Skin Care
NCEA Certification Exam Preparation Course
Become NCEA Certified!

\$550

Sunday, 12/10/2017
9 am – 3:30 pm
Advanced ●●●

Skin Care
FREE: Control Corrective Jessner Peel Certification
Become certified to perform the Jessner Peel!

FREE

SPA THERAPIES

Monday, 5/8/2017
9 am – 3:30 pm
All Levels ●

Spa Therapies
Aromatherapy for Professionals
Learn about essential oils for use in a professional environment.

\$125

Monday, 6/19/2017
9 am – 3:30 pm
All Levels ●

Spa Therapies
Creating Signature Treatments with Raw Ingredients
Create your own custom products and treatments!

\$99

Monday, 7/10/2017
9 am – 3:30 pm
All Levels ●

Spa Therapies
Facial Massage Techniques
Enhance your facial services with your hands!

\$99

Wednesday, 7/19/2017
10 am – 2 pm
All Levels ●

Spa Therapies
FREE: Treating Stretch Marks & Cellulite
Learn how to treat stretch marks and cellulite!

FREE



Wellness for Cancer **TRAINING** COMES TO LA!

Join us at

the Wellness & Beauty Learning Center

for a four-day training that includes hands-on practicums for spa directors, massage therapists, and estheticians.

August 27-30

\$350/person before July 1st

\$499/person after July 1st

Register and learn more today at

www.universalcompanies.com/reg

Why Cancer Aware Training Is Valuable

Wellness for Cancer is for spas and wellness facilities that want to increase their level of comfort and confidence in delivering safe and nurturing services to clients who have experienced cancer.

Cancer triggers a complex array of stressors, which become a part of a cancer patient or survivor's daily life. Training provides the knowledge of options, present conditions, and appropriate adjustments that enable you to adapt your client services. Join us in LA as we learn together!



Julie Bach is the Executive Director for Wellness for Cancer, an educational program under Spa4ThePink, a registered 501c(3) organization. Julie has been a spa owner since 2001, is a licensed esthetician and manicurist, certified health coach, yoga teacher and holds a Masters of Business Administration from Harvard University.

Learn more about Wellness for Cancer at wellnessforcancer.com.

SPA THERAPIES

Wednesday, 8/2/2017 9 am – 3:30 pm Beginner • •	Spa Therapies Introduction to Ayurveda Learn all about Ayurveda and how to offer these services!	\$125
Thursday, 8/3/2017 9 am – 3:30 pm All Levels •	Spa Therapies Ayurvedic Therapies: Shirodhara Learn about Shirodhara!	\$125
Sunday, 8/13/2017 9 am – 3:30 pm All Levels •	Spa Therapies Aromatherapy for Professionals Learn about essential oils for use in a professional environment.	\$125
Sunday - Wednesday, 8/27-8/30/2017 9 am – 4:30 pm Advanced • • •	Spa Therapies Wellness for Cancer Training For spa and wellness facilities that want to increase their level of comfort and confidence in delivering safe and nurturing services to clients who have experienced cancer	See Ad
Sunday - Monday, 9/17-9/18/2017 9 am – 3:30 pm All Levels •	Spa Therapies Transformative Esthetics with Linda Bertaut Learn how to transform the energy in esthetics services with Linda!	\$595
Thursday, 10/5/2017 10 am – 2 pm All Levels •	Spa Therapies FREE: Eco-Fin Brand Certification Workshop Learn how to perform various Eco-Fin treatments!	FREE
Sunday, 10/22/2017 9 am – 3:30 pm All Levels •	Spa Therapies Aromatherapy for Professionals Learn about essential oils for use in a professional environment.	\$125
Monday, 10/30/2017 3 pm – 8 pm All Levels •	Spa Therapies FREE: Trick or TREATments DIY Workshop & Social Get dressed up and join us for a fun workshop and social!	FREE
Monday, 12/4/2017 9 am – 3:30 pm All Levels •	Spa Therapies Aromatherapy for Professionals Learn about essential oils for use in a professional environment.	\$125

WAXING

Sunday, 4/23/2017

9 am – 3:30 pm

All Levels •

Waxing

Brazilian Waxing Workshop

Learn how to perform a brazilian wax from start to finish!

\$99

Monday, 5/1/2017

9 am – 3:30 pm

Advanced • • •

Waxing

Advanced Speed Waxing

Increase your speed and master your technique!

\$35

Monday, 7/24/2017

9 am – 3:30 pm

All Levels •

Waxing

Brows to Brazilian Workshop

Everything you need to know about waxing in one class!

\$99

Sunday, 10/8/2017

9 am – 3:30 pm

All Levels •

Waxing

Brazilian Waxing Workshop

Learn how to perform a Brazilian wax from start to finish!

\$99

Sunday, 11/5/2017

9 am – 3:30 pm

All Levels •

Waxing

Brazilian Waxing Workshop

Learn how to perform a Brazilian wax from start to finish!

\$99

Wednesday,

10/18/2017

10 am – 2 pm

All Levels •

Waxing

FREE: Nufree Certification Workshop

Learn everything about Nufree Hair Removal System!

FREE

WELLNESS

Sunday,

4/2/2017

9 am – 3:30 pm

All Levels •

Wellness

Guided Meditations for Practitioners

Experience meditation like never before!

\$25

Sunday, 7/30/2017

9 am – 3:30 pm

All Levels •

Wellness

Migraine Miracle

Learn an alternative therapy for migraines!

\$125

Thursday, 8/17/2017

9 am – 3:30 pm

All Levels •

Wellness

Vibrational Sound Healing

Learn how to perform sound treatments for deep relaxation

\$199

WELLNESS

Thursday, 8/24/2017
9 am – 3:30 pm
All Levels •

Wellness

FREE: Creative Journaling Workshop

Learn creative journaling to manage stress and boost motivation!

FREE

Sunday, 9/10/2017
9 am – 4:30 pm
All Levels •

Wellness

Introduction to Reflexology

Learn how to master this alternative therapy!

\$149

Sunday, 10/1/2017
9 am – 3:30 pm
All Levels •

Wellness

Healing for the Healer: The Practice of Compassion and Self-Care

Learn how practicing self-care and compassion is critical to your well-being and business.

\$55

Monday, 10/2/2017
9 am – 3:30 pm
All Levels •

Wellness

Hard-Wired for Empathy: Understanding the Brain and Body Connection

Understand how to better practice empathy by learning the brain/body connections.

\$55

Thursday, 10/19/2017
10 am – 4 pm
All Levels •

Wellness

Vibrational Sound Healing

Learn how to perform sound treatments for deep relaxation.

\$199

Sunday, 10/29/2017
9 am – 4 pm
All Levels •

Wellness

Introduction to Reflexology

Learn about this revolutionary healing therapy!

\$199

Monday, 11/6/2017
9 am – 3:30 pm
All Levels •

Wellness

Migraine Miracle

Learn an alternative therapy for migraines!

\$125

Tuesday, 12/5/2017
9 am – 3:30 pm
All Levels •

Wellness

FREE: Detox & Cleanse Workshop

Detox and cleanse for vitality!

FREE

ALL PATHS

Wednesday,
10/11/2017
10 am – 2 pm
All Levels •

All Paths

FREE: Sanitation & Safety with Barbicide Brand Certification

Become Barbicide Brand Certified!

FREE



DON'T MISS OUT ON THIS YEAR'S **FREE** CLASSES!

See your course list for all the details.

BEAUTY

FREE: Dancing with the Stars Sunless Tanning 101

FREE: Ultimate Lip Therapy for Estheticians

BUSINESS SKILLS

FREE: Resume Workshop

MANI/PEDI

FREE: IBX Nail System Certification

SKIN CARE

FREE: TCA Peel Certification

FREE: Advanced Exfoliation Methods

FREE: Mask of the Month Workshop

FREE: LED Light Therapy Certification

FREE: Control Corrective Jessner Peel Certification

FREE: DermaRadiance Training

FREE: 3 Pumpkin Facials for Fall Workshop

FREE: Nutritional Aesthetics Workshop

FREE: Acne for All Ages featuring Control Corrective

FREE: Topics in Chemical Peels & Combining Peels for Results





SPA THERAPIES

FREE: Treating Stretch Marks & Cellulite

FREE: Eco-Fin Brand Certification Workshop

FREE: Trick or TREATments DIY Workshop & Social

WAXING

FREE: Nufree Certification Workshop

WELLNESS

FREE: Creative Journaling Workshop

FREE: Detox & Cleanse Workshop

ALL PATHS

FREE: Sanitation & Safety with Barbicide Brand Certification



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35% OFF
ALL CLASSES
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**SPA, WELLNESS, &
BEAUTY PROFESSIONALS**

Come Learn with Us!