

# the oily edition

the seoc natural health newsletter

inside: 1 people in business 3 product profile 4 out & about  
5 small business forum 6 recipes 7 massage 8 seminars

## personality types

people in business [part 3]

by angela rossmanith

Understanding personality types is a useful tool both in the workplace and in your personal life. When you appreciate individual differences in others, you are more likely to know how to handle potential conflict, how to motivate people, and how to build good relationships with them.

In the workplace, understanding different types helps you to manage other people, develop leadership skills, create and manage teams. You'll find it easier to interact with clients and to understand their needs and motivations.

And when you understand your own personality type, you can better manage your time, solve problems and deal with stress. It helps you understand your place in the team and the way you approach decision-making, and it can guide you in finding the best kind of career for you.

### making a start

One of the world's best-known tools for distinguishing personality types is the Myers-Briggs Type Indicator (MBTI), which is based on Carl Jung's theory of psychological types. It identifies and describes 16 distinct personality types derived from certain preferences.

The term 'preference' is used to indicate that, given choices, you will decide on one way of doing things, but under different circumstances you might choose another. It allows for the complexity of human beings and the different circumstances that might prompt them to behave in a variety of ways. However, everyone has a preferred way of behaving in any situation, in the same way that you prefer to use

your right or left hand most of the time. It's this preferred way of behaving that helps distinguish your type of personality.

With MBTI, your particular personality type is determined by your responses to a comprehensive inventory of questions aimed at revealing subtle tendencies.

### which one are you?

The full inventory will give you an accurate, detailed result, but for a general idea of your personality type you can do a quick, simple self-assessment. Decide which of the following best describes you:

1. You tend to focus on the outer world, on other people and things – **Extraversion (E)** OR you focus on your inner world, your own thoughts and ideas – **Introversion (I)**.
2. You take in data from information picked up by your five senses – **Sensing (S)**, OR you rely on your instincts, and then you interpret and add meaning – **iNtuition (N)**.
3. When you make decisions, you rely first on objective logic and consistency – **Thinking (T)**, OR when you make decisions, you rely first on subjective feeling, the people involved and any special circumstances – **Feeling (F)**.
4. You prefer to make definite decisions and to set schedules – **Judging (J)**, OR you prefer to stay open to new possibilities and not to be tied down – **Perceiving (P)**.



> continued page 2

The following Type Table indicates all the possible combinations of preferences, resulting in the 16 distinct personality types.

the type table							
ISTJ	ESTP	ISFJ	ESFP	INFJ	ENFP	INTJ	ENTP
ISTP	ESTJ	ISFP	ESFJ	INFP	ENFJ	INTP	ENTJ

### the value of different types

There is no 'better' type. Each type has its strengths and limitations. A mixture of personality types works well in a work team because of all the views that are represented, and the different strengths that the types bring to the team. Working together with people who see the world differently and behave differently can be a challenge, but if you can step back and appreciate the different strengths of others and of yourself, you'll see how productive and harmonious a mixed group can be.

the strengths of each preference	
<b>Extraversion</b> – Looks outward, acts – Responds to what is going on – Communicates and networks	<b>Introversion</b> – Looks inward, reflects – Likes the world of ideas – Thinks and works well alone
<b>Sensing</b> – Gets a handle on the facts – Aims to do what works – Knows what resources are available	<b>Intuition</b> – Pays attention to meanings – Considers doing what's new and untried – Has a sense of what's possible
<b>Thinking</b> – Considers pros and cons of situations – Can analyse & solve problems – Notices inconsistencies in logic	<b>Feeling</b> – Knows what is important to people – Can build relationships – Looks for good in situations
<b>Judging</b> – Good at organising and planning – Drives for closure – Appreciates efficiency	<b>Perceiving</b> – Is flexible – Remains open to new information – Likes spontaneity and exploration

### possible career choices

Here are some examples of possible career choices according to type. They offer you a place to start when thinking about the kind of work that best suits you. *See chart to right* ▶

### getting to know you

One of the best tools you can develop both personally and professionally is getting to know yourself. This is an ongoing process, because life's challenges present you with opportunities to better understand who you are, what you believe in, and what is most important to you.

Knowing yourself means being aware of your strengths and working on your weaknesses. And when you understand what motivates you to behave in certain ways, you're more likely to accept other people's different ways of behaving too. It makes great business sense, and it makes great personal sense too.

This article is based on information from the following websites:  
**The Myers Briggs Foundation:** //www.myersbriggs.org/  
**The Personality Page:** //www.personalitypage.com/home.html ■

type	characteristics	possible career choices
ISTJ	Quiet; serious; thorough; practical; responsible; values tradition.	Business administrator/manager; accountant; detective; lawyer; doctor; systems analyst; computer specialist.
ISTP	Tolerant; flexible; find solutions to problems; interested in cause and effect; values efficiency.	Police officer; pilot; pharmacist; fire fighter; engineer; carpenter; mechanic; entrepreneur.
ESTP	Flexible; tolerant; pragmatic; energetic; spontaneous; learn through doing.	Sales rep; marketing; computer tech support; entrepreneur; project manager; paramedic; human resources.
ESTJ	Practical; realistic; decisive; organised; attend to routine details; systematic; can be forceful.	Business administrator/manager; military leader; judge; financial officer; sales rep; teacher; real estate agent.
ISFJ	Friendly; conscientious; loyal; painstaking; quiet; values order and harmony.	Marketing specialist; nurse; trainer; social worker; counsellor; clergy; shopkeeper; paralegal.
ISFP	Quiet; friendly; sensitive; enjoys the present; like their own space; loyal; avoids conflict.	Artist; church worker; secretary; designer; social worker; vet; teacher; psychologist; counsellor.
ESFP	Outgoing; friendly; flexible; exuberant; enjoy working with others; have common sense; fun; spontaneous.	Public relations specialist; actor; sales rep; social worker; fashion designer; early childhood education teacher.
ESFJ	Warm; conscientious; loyal; cooperative; value harmony; aim to meet others' needs.	Personal fitness trainer; nurse; home economist; teacher; vet; general practitioner; travel agent.
INFJ	Looks for meaning; insightful; conscientious; values serving humanity.	Health practitioner; musician; special education teacher; psychologist; counsellor; clergy; photographer; architect.
INFP	Idealistic; loyal; curious; tries to understand others; adaptable; flexible.	Writer; counsellor; teacher; professor; psychologist; translator; librarian; musician; clergy; researcher.
ENFP	Warm; enthusiastic; makes connections quickly; imaginative; spontaneous; good at improvising.	Consultant; psychologist; teacher; entrepreneur; designer; politician; diplomat; journalist; scientist; television reporter; engineer.
ENFJ	Warm; empathic; sociable; responsible; attuned to needs of others; loyal; inspiring leaders.	Facilitator; trainer; psychologist; teacher; sales rep; human resources; events coordinator.
INTJ	Original minds; see patterns easily; good at carrying through; independent; high standards of competence.	Scientist; engineer; inventor; teacher; designer; corporate strategist; lawyer; business administrator; systems analyst.
INTP	Interested in ideas; quiet; contained; adaptable; can focus in depth; analytical.	Scientist; economist; engineer; photographer; strategic planner; website designer; technical writer; park ranger.
ENTP	Ingenious; alert; outspoken; resourceful; can read others; can analyse strategically; turns to new interests often.	Entrepreneur; motivational speaker; psychologist; actor; sales rep; consultant; marketer.
ENTJ	Open; assumes leadership; can develop systems for problems; good at planning and goal setting; forceful in presenting ideas; well-informed.	Human resources; computer consultant; entrepreneur; project manager; business administrator; CEO.

## product profile massage & spa

### french clays – les argiles du soleil

#### what is it?

Literally translated Les Argiles du Soleil means 'clays of the sun', and Sydney Essential Oil Co. is proud to have been appointed the Australasian Agent for this exceptional range.

Clays offer two key properties, Absorption Capacity and Ionic Exchange Power. Absorption Capacity is the clay's ability to absorb liquids. Ionic Exchange Power means that every type of clay exchanges its minerals to some extent with the body. The higher the exchange rate the more powerful the clay.

#### why we love it?

There are a variety of clay types that can be found on the market. Quality and efficacy can vary greatly. Mine location, weather conditions and mineral breakdown are the key things to look for when quality is important to you. The Les Argiles du Soleil clay range offers the best on all these fronts.

#### how can clay be used?

The cosmetic purpose of clay is to cleanse, revitalise, smooth and soften the skin, to bring out its natural radiance and beauty. Clays draw out dirt and impurities, allowing your skin to breathe and glow. Use them topically on the face and body in the form of a mask.

#### how to

Select clay to match your skin type, or blend several together for a more specific effect. Add purified water, organic hydrosols or infused waters slowly until you form a paste.

Further customise your mask by adding Australian Mineral-lite, extracts, vitamins, essential oils or base products such as cream for a smoother texture.



Each type of clay works in different ways & offers different benefits:

**argile verte surfine (green superfine clay)** is a **Montmorillonite clay** and reputed to be the best quality clay due to its high levels of magnesium.

**argile rouge surfine (red superfine clay)** and **argile jaune surfine (yellow superfine clay)** are both **Illite clay** and rich in calcium carbonate. They will draw out impurities.

**argile blanche surfine (white superfine clay)** is a **Kaolin clay** and rich in silica and mineral salts. It is less absorbent than green clay, thus very gentle and softening on the skin.

**argile rose surfine (pink superfine clay)** is a blend of **Illite and Kaolin** and has been balanced to produce a clay that is gentle and most suited to sensitive and delicate skin.

We invite you to try them today! ■

SEOC pricing: 300g \$12 1kg \$22 5kg \$95 25kg \$350  
 (\$AUD GST exclusive)

just in time for Christmas...

# your chance to WIN!



We are excited to be able to offer this great prize from our friends at Centurion Tables.

All practitioners know the value of working with good equipment ensuring that your clients receive the best possible treatment in the most comfortable environment.

And there is no better place to start than with a quality massage table.

Centurion Tables Pty Ltd is an Australian owned family company that for almost 30 years has been manufacturing the largest range of treatment tables in Australia encompassing portable, stationary timber and electric lift models.

Their products have earned an enviable reputation for their high standards of performance and ease of use. They use Australian sourced raw materials wherever possible and stand behind their products with the most comprehensive warranties in the industry.

Their knowledge is based on more than 25 years experience servicing practitioners of all modalities and building tens of thousands of treatment tables, including 1200 tables for the Sydney 2000 Olympics.

They are located in Sydney, and ship tables anywhere in the world!

**For your chance to win – complete the entry form over the page and send it in by 1 December 2006 to go into the draw.**

**The winner's prize will be delivered before Christmas! Just in time to put under the tree!**

*Note: Entry open to Australian residents only.*



**CENTURION TABLES**  
 AUSTRALIA'S FINEST TREATMENT TABLES

# centurion treatment table entry form

## to enter:

Simply complete the questions below, including your contact details. Then fax or post your entry to Sydney Essential Oil Co. by 5pm Friday 1 December 2006.

Name \_\_\_\_\_

Delivery Address \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

State \_\_\_\_\_ P/code \_\_\_\_\_

Contact Phone \_\_\_\_\_

Email \_\_\_\_\_

### 1. What is the modality you practice?

- Aromatherapy
- Acupuncture,
- Massage
- Reiki
- Beauty Therapy
- Reflexology
- Naturopathy
- Shiatsu
- Bowen Therapy
- Other \_\_\_\_\_  
 (please specify)
- Student \_\_\_\_\_  
 (please specify)

### 2. Are your treatments performed on a table?

- Yes  No

### 3. If your treatments are performed on a table, what type of table is it?

- Stationary fixed height table
- Electric height adjustable treatment table
- Portable treatment table

### 4. When did you purchase your table?

- Less than 5 years ago
- More than 5 years ago

### 5. If you wanted to buy a new table where would you first look to source one?

\_\_\_\_\_

### 6. How important is it to you that your massage table is manufactured in Australia?

- Very important
- It is a consideration, but not critical.
- Not very important

### 7. What is your favourite type of massage oil?

- Cold pressed carrier oil, such as \_\_\_\_\_
- Water-dispersible massage oil
- Pre-blended massage oil including essential oils
- Other \_\_\_\_\_

### 8. Why do you want to win this massage table?

\_\_\_\_\_

#### post entry to:

Sydney Essential Oil Co.  
 PO Box 171  
 Alexandria NSW 1435

#### fax entry to: 1300 554 615

#### Conditions of Entry

Entries must be received by close of business 1 December 2006.

1 x winner will be drawn and contacted on 4 December 2006.

1 x entry per person. Entry open to Australian residents only.

Prize will be supplied by Centurion Tables Pty Ltd.

The winner will receive 1 x Stadium table, or another table of choice, or a range of massage accessories to the same value from Centurion Tables.

Prize value approx. AUD\$450.00. Centurion Tables will arrange to deliver the prize to the winner prior to Christmas 2006. ■

seoc – out and about

## Cosmoprof-Asia Expo – Hong Kong 2006

This is Asia's premier beauty and natural health trade-expo. Visitors will experience the best and most comprehensive array of cosmetics, beauty and spa salon products, packaging and equipment, along with natural ingredients, products and therapies for healthy living. Open to trade only.

visit us when Stand AT-03A (Australian Pavilion) **Wednesday 15 – Friday 17 November 2006**

where **Hong Kong Convention & Exhibition Centre, Hong Kong**

more info [www.cosmoprof-asia.co](http://www.cosmoprof-asia.co)



## Cosmoprof-Shanghai Expo – 2007

In 2007, the inaugural Cosmoprof Shanghai will provide a regional extension to the successful Hong Kong event. This new event will attract exhibitors from companies in Australia, Europe, America and Mainland China. As China is fast developing a reputation as a major cosmetic market in Asia, this event will be worthwhile for manufacturers and buyers. Open to trade only.

visit us when Stand W1-G1B **Wednesday 31 January – Saturday 3 February 2007**

where **Shanghai New International Exhibition Centre, Shanghai**

more info [www.cosmoprofshanghai.com](http://www.cosmoprofshanghai.com) ■



## free catalogue

How can you possibly do your Christmas shopping without a SEOC catalogue?

Do you have our new 06/07 edition?

Visit our website [www.seoc.com.au](http://www.seoc.com.au) to request a copy and join our mailing list.

But don't forget to have a sneak peek at our products via our online shopping service.

Or call us today on **02 9565 2828** and we will send you a copy quick smart! ■



## small business forum

# business basics

## thinking big – starting small [part 1]

### by michael samperi

Developing and growing a successful business can take several years. Big dreams can unfortunately lead to big disappointments if steady growth and careful planning is not part of your strategy. Small steps and ongoing refinements can result in a great business that brings you, your staff and your customers great joy.

All businesses need to start somewhere. Just because you start small does not mean that your goals and dreams cannot be of the highest order. In fact you will find any success you achieve will be much sweeter because you have had smaller resources to work with.

Thinking Big – Starting Small is extremely pertinent for those who have not run a business before and are looking to educate themselves along the way.

### business plan

The first step to Thinking Big – Starting Small is to write a Business Plan. This is extremely important because if you are to develop successful habits then you will have a plan to fall back on.

If you have not prepared a Business Plan before, you can find information on how to write one at [www.business.gov.au](http://www.business.gov.au). Your plan can be in varying depth of detail but we recommend that you include these key things:

- **Your overall philosophy towards your business** – You'll be amazed at the number of times you will refer back to this and it will give you a clearer picture when crucial decisions need to be made.
- **Define your goals** – Outline what you want to achieve, whether it be a better lifestyle, more money or just being your own boss. Obstacles are so much easier to overcome when you have a defined goal.
- **Structure** – How will you define your business? Are you a wholesaler direct, a wholesaler to retail, or an actual retailer?

- **Products** – What type of products you are intending to sell and what is unique about them.
- **Sales** – Your intended markets and how you aim to get their business.
- **Distribution** – How you intend to get the products to the customer.
- **12 Month Cash Flow Forecast** – Whilst you may not be able to do this in great detail it is very important because it will help you establish good habits with money.

Whilst some of this may seem basic by simply having the document and referring back to it periodically you will find that it can help to re-focus your thoughts on your business and the step by step nature that is required.

**Important:** Your business plan should be based on solid research. It is not good enough to skim over areas in the plan if you do not feel confident with them. It will only create troubles down the track. If this is the case then you should consult with someone who has expertise in that area.

### product range

One of the key elements of Thinking Big – Starting Small is to start with a small product range. The benefits of this include:

- It allows you to concentrate your best effort on a smaller spread of items ensuring that everything you release has been done to the best of your abilities. Be sure to release products that are your very best. If you have items on your list that you do not have full confidence in (i.e. they are not your very best formulations) then hold on releasing these until you are fully satisfied they are the best product you can make.

- **Inventory** – In small business, cash flow is of the utmost importance. Many great businesses with great sales and infrastructure have been hamstrung simply by having lack of cash flow. This being the case, it is important that you do not tie up all your cash flow into stock. The stock/inventory you keep on your shelf does not go out and sell for you so the larger the range you have, the more stock/inventory you will need to keep.

- Holding back on some of your product ideas gives you a great opportunity later on to promote a 'new product release' to your retailers and customers. Customers who already love some of your original lines will be excited to try something new.

### pressure

Often the pressures we put on ourselves are more damaging than those that come from outside forces. This can be due to our vision of success, our desire to avoid failure, or financial commitments. Pressure can make us deviate from our business plan so it is important that we fully analyse our ability to handle pressure. Everybody handles it differently.

When it comes down to it your business is a reflection of your ideals and personality, so it is important not to create more pressure than you can handle.

By Thinking Big – Starting Small we can set up good habits that will help alleviate some of the pressure.

- **Success** – It is important to believe from day one that your venture will be successful. By starting small we can set our goals in a realistic step by step manner ensuring that we establish good habits towards ensuring success. Remember to celebrate your small victories along the way and document how you celebrated.

- **Failure** – No one should ever go into business if they see failure as an option. Good research and a solid business plan will minimise the risk. By starting out small you also alleviate the risk that the mindset of failure will occur because you don't have as much to lose.
- **Financial** – By starting small you will develop the skill of resourcefulness which is one of the most important of all in both small and big business. ■

... to be continued.

Watch for [part 2] of 'Thinking Big – Starting Small' in the next Oily Edition newsletter.

We will discuss sales and marketing, innovation and cash flow.



## recipe feature

by lu wilson

# christmas ideas

With the season almost upon us why not immerse yourself in the scents that remind you of a traditional Christmas – we have some wonderful new Certified Organic essential oils that will help your home become a Christmas wonderland.

We've also got a great recipe to help with the after effects of too much fun in the sun that is always a by-product of the Australian Christmas. If you've spent a few too many hours round the barbie and have been a bit scorched, then try our soothing Aloe Vera Gel recipe that is sure to take the sting out of the celebratory burn. ■

## after sun soother

A soothing gel that will offer relief from the effects of too much Aussie sun.

**makes 2 x 250mL jars**

- 500mL SEOC aloe vera gel base
- 2.5mL peppermint premium essential oil
- 3mL lavender true essential oil
- 10 drops chamomile german blue essential oil
- 5mL cucumber herbal extract
- 5mL pineapple fruit extract
- 2mL wheat amino protein acid
- 5mL solubiliser

### how to

- step 1** Place aloe vera gel into clean bowl.
- step 2** Add extracts, mix well.
- step 3** Combine essential oils and solubiliser in separate bowl.
- step 4** Add solubiliser and essential oil mixture to bowl, mix well.

### application

Apply to sun affected skin to soothe and refresh.

**Note:** Solubiliser will create a milky effect when added to the aloe vera gel.

### Key

✔ This ingredient is available in Certified Organic. Using Certified Organic essential oils in these recipes is optional, but we do recommend them for their aromatic potency and efficacy.

**Note:** As a general rule 20 drops = 1mL of essential oil

## christmas wonderland essential oil blend

Surround yourself, your friends and your family with a scent that brings Christmas cheer.

**makes 1 x 12mL bottle**

- 1mL clove bud essential oil
- 2mL cinnamon bark essential oil
- 2mL nutmeg essential oil
- 3mL frankincense essential oil
- 4mL mandarin essential oil

### how to

**step 1** Take a 12ml amber glass bottle and using a new disposable pipette for each ingredient, measure and add each essential oil one at a time. Gently roll the bottle between your hands after each oil is added.

**step 2** Seal the bottle with a tamper-evident cap with dripulator plug.

### application

Add 10-12 drops of your Christmas Wonderland essential oil blend to the dish of your vaporiser, allow the aroma to fill the room and let the celebrations begin.

### tips

Don't have a vaporiser? Then turn to page 6.5 of our new catalogue to see our full range. Why not combine a vaporiser with a bottle of your hand-made Christmas Wonderland essential oil blend for the perfect gift this season?

# massage – what's your style?

While a standard definition of massage therapy will always include the manipulation of the soft tissue of the body, it must also be noted that a more contemporary definition should also address palpation (or manipulation) of the soma and/or energy of the body as well as therapeutic physical palpation. This new 'definition' of massage broadens the scope of what we now see as the art and science of massage therapy in Australia's new health care environment.

## the benefits of massage

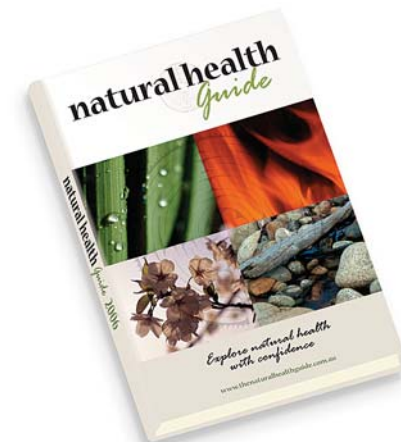
Massage is beneficial on many levels, the foundation of which is the positive effect it

can have on circulation, elimination and nervous system. On a mechanical level massage increases the movement of nutrients, oxygen and arterial blood around the body, and on a psychological level can produce subjective benefits.

## some popular types of massage

### aromatherapy massage

Essential oils are known to be very powerful for healing emotions and therapeutic for deeply relieving muscle aches. When aromatherapy is combined with bodywork the effects can be healing and enrich the experience immensely.



Excerpt from the Natural Health Guide (First Edition)

## remedial massage

As a corrective based technique, remedial massage is a treatment that helps to restore health to injured muscles and tissues, including tendons and ligaments. To this end massage therapists may use one or a number of different types of massage, as well as other physical treatments, like stretching, physiotherapy and yoga.

## shiatsu

Shiatsu is a traditional hands-on Japanese healing art focusing on correcting the imbalances of the body by applying pressure to certain points. Shiatsu is a deeply relaxing experience, lowering the adrenaline levels and other stress related hormones. It utilises a combination of pressure and assisted stretching techniques while the client remains fully clothed.

## sports massage

Sports massage offers benefits to all kinds of athletes both preventative and therapeutic. Sports massage is a deeper type of massage that works specifically with sporting injuries and ailments. Used during preparation warm ups, training and competition, or to provide relief from discomfort and aid rehabilitation.

## swedish massage

Swedish massage is specifically designed to relax and invigorate muscles involving a combination of six basic techniques: effleurage, petrissage, friction, tapotement, compression and vibration. Swedish massage focuses on promoting oxygen and blood flow to the muscles, also assisting to clear toxins from the body tissues like lactic acid and uric acid, and other metabolic wastes.

The Sydney and Melbourne books are now available from newsagents and good book stores – RRP \$14.95.

Order direct on 1300 234 325 or buy online. Visit [www.nhguide.com.au](http://www.nhguide.com.au) for more info. ■

## christmas trading hours

Can you believe that we've already reached this time of year?

This year we will be closing for the Christmas/New Year break at 5pm Thursday 21 December and will re-open for business at 9am Thursday 4 January 2007.

During this period our office and showroom will be closed.

Our online shop will remain open. However, no orders will be processed during our closed period. The first orders of the New Year will be ready for dispatch on Friday 5 January 2007. ■



## pre-christmas deliveries

As we all know, things get very hectic with postal and courier services in the weeks leading up to Christmas. We would like to help ensure that you have all the products that you need before the Christmas/New Year break. We recommend that if you wish to receive a delivery prior to Christmas that you mark the appropriate LAST ORDER DATE for your area in your diary.

No orders will be processed during our closed period; the first orders of the New Year will be dispatched on Friday 5 January.

<b>Friday 8th Dec</b>	WA – all TAS – country
<b>Wednesday 13th Dec</b>	SA – country TAS – Hobart
<b>Thursday 14th Dec</b>	QLD – country VIC – country
<b>Friday 15th Dec</b>	SA – Adelaide NSW – country QLD – Brisbane VIC – Melbourne
<b>Tuesday 19th Dec</b>	NSW – Sydney
<b>Thursday 21st Dec</b>	<b>Pick-up orders*</b>

\* Orders lodged by 12 noon will be available for same day pick-up.

**Disclaimer:** Whilst we will endeavour to dispatch your order in time for it to reach you before Christmas, Sydney Essential Oil Co. cannot guarantee Australia Post's service.

# seminars

Learn to make natural hand-made cosmetic products for your own use at home or to sell. Our fun informative seminars will give you great new skills to help you get started or to give your business some new ideas. You'll be taught by Michael and/or Daniel (the Company's co-founders) and Melissa Sammut (author of *Creating Natural Soaps*).



## 3-day blitz

Fast track your knowledge and learn everything in one convenient long weekend at our **3-day blitz**, or choose a particular class of interest. It's now more affordable than ever – see our special ticket offers below.

### february 3-day blitz

**day 1. Friday 16 February 2007**

**spa at home** [8.45am-3.00pm]

+ **business basics BONUS SESSION** [3.30pm-5.30pm]

**day 2. Saturday 17 February 2007**

**creams & lotions** [8.45am-3.00pm]

**day 3. Sunday 18 February 2007**

**cold process soap** [9.00am-3.30pm]

### march 3-day blitz

**day 1. Friday 16 March 2007**

**natural products** [8.45am-3.00pm]

+ **business basics BONUS SESSION** [3.30pm-5.30pm]

**day 2. Saturday 17 March 2007**

**creams & lotions** [8.45am-3.00pm]

**DAY 3. Sunday 18 March 2007**

**cold process soap** [9.00am-3.30pm]

## book your tickets

Special offers for booking multiple dates...

Book **3 consecutive\*** 'blitz' dates in February for ONLY \$412.50<sup>^</sup> or March for ONLY \$396<sup>^</sup> (save 25%)

Or book **any 3** 'blitz' dates and get 20%<sup>^</sup> off.

Or book **any 2** 'blitz' dates and get 15%<sup>^</sup> off.

Or book any single date for the usual price.

\* *This offer includes the full day sessions only. The Business Basic bonus session does not count as one of the consecutive dates.*

<sup>^</sup> *Offers only apply when the same customer attends all classes. Valid for February and March dates only. Offer only valid until tickets sold out.*

**February & March tickets ON-SALE from 9.00am Tuesday 21 November 2006**

**tickets** As class sizes are strictly limited, phone us on 02 9565 2828 to secure your seat(s).

**gift certificates** Purchase for use as seminar tickets. When ordering nominate seminar/date.

**booking conditions** Tickets must be paid in full at time of booking. Tickets are non-refundable once booking date is confirmed/paid. They may however be transferred to another person of your choice if you are unable to attend.

## spa at home

Spa at Home is an all-new seminar, with all-new recipes that will take you through some very simple and often exotic ways to pamper yourself at home. Learn to make sugar and salt glows, dreamy moisturising lotions (from scratch), massage oil, body scrub, face mask, and more...

Recipes will utilise all natural ingredients such as essential oils, clays, extracts, etc. Includes recipe book & notes, lunch, refreshments, plus samples of the recipes you make on the day!

Ticket price **\$187pp** (inc. GST)

## business basics

This 2-hour session is ideal if you are thinking of starting a business or if your existing business needs an injection of ideas. We'll cover the basics of getting started, and discuss positioning your business so that you 'stand out from the crowd'.

Ticket price **FREE** to anyone attending a seminar over the February or March blitz periods.

Or **\$25pp** (inc. GST) for pre-2007 seminar attendees

Or **\$60pp** (inc. GST) for other customers.

## natural products

Personalise your own aromatherapy cosmetics. Learn to make scrubs, masks, face creams, shampoos, conditioners, body lotions, bath salts and more. This seminar will teach you the basics of blending natural ingredients with unscented premium base products. It's great for beginners, as well as those wanting new product ideas. Includes recipe book & notes, lunch, refreshments, plus samples of the recipes you make on the day!

Ticket price **\$165pp** (inc. GST).

## creams & lotions

This seminar is excellent if you want to learn to make your own lip balms, face creams, body lotions and body butters from scratch, either for home or commercial use. Recipes start with all raw materials and incorporate ingredients such as essential oils, exotic butters, extracts, etc. Includes recipe book & notes, lunch, refreshments, plus samples of the recipes you make on the day!

Ticket price **\$187pp** (inc. GST).

## cold process soaps

Enjoy the luxurious, creamy and moisturising benefits of handmade cold-process soap. Commercial soaps can be drying and irritating to the skin, once you've learned the skill to make your own soap, you'll never go back. Learn basic and advanced techniques such as swirling, layering & goat's milk soap, using olive & other vegetable oils, essential oils, clays, exfoliants. Includes recipe book & notes, lunch, refreshments, a pre-cured take-home sample, plus samples of the recipes you make!

Ticket price **\$176pp** (inc. GST). ■

## contact us

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