Overview

This unit will enable learners to provide stone therapy treatments to clients, treating the face and body. Learners will develop the knowledge and skills in order to meet salon requirements and prepare for and provide professional treatments. Learners will also develop their understanding of possible contra-indications along with the benefits and effects of stone therapy.

Learning outcomes

On completion of this unit learners will:

LO1 Know the salon requirements for providing stone therapy treatments
LO2 Understand the effects and indications for stone therapy treatments
LO3 Be able to prepare the client and work area for a stone therapy treatment
LO4 Be able to provide stone therapy treatments
Assessment requirements

Learners must produce a portfolio of evidence which includes:

1. Treatment portfolio
2. Summative practical assessment

1. Treatment portfolio

Learners must produce a treatment portfolio which contains assessed evidence covering all the theory assessment criteria in the unit. The treatment portfolio must also contain formative evidence relating to the practical assessment criteria.

At a minimum the practical evidence contained in the treatment portfolio for this unit must include client consultation and treatment records covering all of the following:

- Carried out a minimum of 4 stone therapy massage treatments should be recorded in the treatment portfolio. The learner needs to have provided stone therapy massage to the following treatment areas
  - Face
  - Head
  - Neck
  - Chest
  - Shoulders
  - Abdomen
  - Arms
  - Hands
  - Legs
  - Feet
  - Back
- Used all equipment (according to manufacturers’ guidelines)
  - Professional stone heater and thermal thermometer
  - Treatment stones – basalt, marble, semi-precious
  - Cooling systems
  - Accessories - slotted spoon/thermal glove
- Used all stone massage techniques
  - Effleurage
  - Petriissage
  - Friction
  - Tapping
  - Tucking
  - Placement
  - Trigger point
  - Piezoelectric effects/vibrations
- Used all stone therapy techniques
  - Rotation of stones
  - Alternation of hot and cold stones
  - Combination of stone types and sizes
  - Use of hot stones only
  - Use of cold stones only
• Covered all treatment needs/objectives
  - Relaxation
  - Uplifting
  - Balancing
  - Easing muscular tension and stiffness

• Given all types of advice
  - Aftercare
  - Possible contra-actions
  - Improvements to posture, diet, lifestyle
  - Post treatment restrictions
  - Additional products and services

Recommended treatment timings:
- Back massage 30mins
- Full body massage 60mins
- Full body massage including head and face 90mins

Evidence from the one summative practical assessment must also be presented in the treatment portfolio.

The treatment portfolio is a requirement which must be completed prior to learners undertaking the one summative practical assessment.

2. Summative practical assessment

Learners must carry out a complete stone therapy massage which will be observed and assessed by centre assessors. Learners must achieve all assessment criteria in order to pass and achieve the unit.

The summative practical assessment must take place in a real or realistic working environment on a real client. At a minimum the summative practical assessment for this unit must cover:

• Treatment – one full stone therapy treatment covering all areas of the face and body (recommended treatment time 90 minutes)
• All stone therapy massage movements – effleurage, petrissage, friction, tapping, tucking, placement, trigger point, piezoelectric effects/vibrations
• Used the following stone therapy treatment techniques – rotation of stones, alternation of hot and cold stones, combination of stone types and sizes
• Used the following equipment (according to manufacturers’ guidelines) – professional stone heater and thermal thermometer, treatment stones (basalt, marble, semi-precious), cooling systems, accessories – slotted spoon/thermal glove

Recorded professional discussion can also be used as an assessment method attached to the practical assessment and is particularly useful for gathering evidence for criteria related to evaluation and reflection. Professional discussions should be planned and recorded.
Unit content

LO1 Know the salon requirements for providing stone therapy treatments

Describe how to set up the work area:
- Prepare the work area to allow for
  - Ease of access and free movement around the couch
  - Hygienic set up of couch and trolley
  - Warm relaxing atmosphere with dimmed lighting and soft music
  - Client support by preparation of props
  - Selection of appropriate products and equipment to meet the needs of the client
- Ensure a safe working environment
  - Clean and hygienic work area
  - Sufficient ventilation
  - Effective positioning of couch to allow ergonomic and safe practice
  - No trailing wires and stone heater is in a safe working condition
  - Following supplier/manufacturers’ instructions for the safe use of equipment, materials and products

Describe how professional therapists present themselves:
Clean professional uniforms create a positive impression of a therapist and the salon. Uniforms should be made from a comfortable fabric to facilitate the stretching involved in the treatment.
- Therapists should wear close-in footwear, no jewellery, no piercings, hair neatly tied back and any fringe secured
- Personal hygiene and cleanliness including showering, covering cuts and abrasions, wearing deodorant or antiperspirant, oral hygiene (clean teeth, fresh breath), are all important elements of professional presentation

Explain the salon requirements for record keeping:
- Accurate appointment systems, stationery, loyalty, rewards, acknowledgement of occasions
- Consultation record keeping, contra-indications, signatures, refer to existing records, information clear, accurate and in logical order (name, address, contact numbers, age range, reason for treatment, occupation, sport/hobbies, medical history, allergies/hypersensitivity, contact lenses, contra-actions
- Skin sensitivity tests, adaptations and modifications, recommendations
- Treatment plan, update record at the end of the treatment, update at each visit, maintained electronically, paper records

Explain the insurance and licensing requirements for stone therapy treatments:
- Requirements for licensing are applied at local council level. Each council will have slightly different requirements but as a general rule both the therapist and the premises will need to be licensed. The most current information on licensing is available on local authority websites and from professional membership association groups
- As a minimum a salon should hold, where applicable, employer’s liability insurance as well as public liability insurance and professional indemnity insurance

Explain the legal requirements for providing treatments to minors:
- The age at which an individual is classed as a minor and how this differs nationally
LO2 Understand the effects and indications of stone therapy treatments

Describe the contra-indications that may either require GP referral, restrict or prevent stone therapy treatments:

- Example of contra-indications that may **prevent treatment** from going ahead: contagious diseases and disorders, first trimester of pregnancy, fever, cancer if client is undergoing chemotherapy or radiotherapy, disorders to the nervous system, undiagnosed lumps, osteoporosis, recent major operations, rheumatoid arthritis in acute phase, migraines, is client is under the influence of alcohol, deep vein thrombosis (DVT) 3-6 months after diagnosis, severe haemophilia, acute hepatitis if the client is taking any medication which would make the skin sensitive to heat, or if the client is taking medication topically or orally which thins the skin, failure to distinguish between hot and cold or clients who are very heat sensitive

- Examples of contra-indications that may **restrict treatment** resulting in GP referral: cardiovascular disorders, epilepsy, diabetes, Parkinson’s disease, multiple sclerosis, myalgic encephalitis (ME), high blood pressure if not controlled by medication, mild haemophilia.

- Examples of contra-indications that may **restrict treatment** resulting in the local area of the client’s body not being massaged with therapeutic stones: skin disorders and diseases, open psoriasis or weeping eczema, cuts, abrasions, bruising, metal plates and pins, loss of tactile sensation to an area, varicose veins, recent fracture to local area, acute inflammation in an area or over joints

Describe how to refer the client to a health practitioner and why:

- If a client presents with symptoms that are not identifiable the learner must not diagnose but refer the client to a health care practitioner for appropriate care and diagnosis

- A referral letter should be written which not only enhances client care but it is an important legal and ethical principle for therapists

- Therapists can refer a client directly to
  - General practitioners
  - Sports medicine practitioners
  - Chiropractors
  - Osteopaths
  - Physiotherapists

- Common symptoms warranting referral:
  - Not responding to treatment/no progress
  - Excessive fatigue
  - Persistent/chronic headaches
  - Sudden or unexpected changes in health
  - Sudden loss of appetite/unexplained weight loss

Describe the origins of stone therapy and the therapeutic properties of massage stones:

- The use of stones for healing has been used for centuries, and stones have been around since the earth was formed. The correct term for stone use is geo-thermotherapy – geo referring to the rocks of the earth, thermo relating to the use of heating and cooling effects to stimulate the body’s natural functions and therapy for healing. Historical use of stones are thought to have been derived from China and India more than 2,000 years ago and there are accounts of stones being used in therapy in Ancient Greece, Rome and Native America. Stone therapy is based on the philosophy of “mind body and spirit” and help balance energies
• Cultural use of stones, present in many cultures, used in folklore and religious ceremonies for worship and to heal, worn as jewellery in some cultures to ensure health, healing and protection

• Modern use of stone therapy rose in popularity in the modern West during the 1990s, by Mary Nelson in 1993. Mary Nelson from Arizona is credited for introducing La Stone Therapy™. She used stones from a sauna to help her with her Swedish massage clients, as she was suffering from repetitive strain injury to her shoulders and was told by her spirit guide to pick up the stones and use them

• Five elements, the holistic approach that stone therapy connects to earth, fire, wood, metal and water. The building blocks of the universe which relate to humans physically, emotionally and spiritually. Balancing of the body by incorporating all five elements into the treatment.

• The Chakra system (energy centres of the Etheric body that can be opened by the use of stones in therapy). Chakra (Indian origin, Hindu meaning ‘wheel’). The idea of the chakras spinning and working together to maintain free flowing energy in the body and promote wellbeing, there are seven major significant chakras situated on the midline of the body. These are base, sacral, solar plexus, heart, throat, third eye and crown

• Basalt stones are from a volcanic origin formed when the lava erupts, they are dense, hard and smooth. These stones hold the heat very well

• Marble stones originate from organic rock, dense but fragile, heavy, handcrafted therefore have uniformity of shape, they are expensive and hold a cool temperature well

• Marine stones are from the ocean and can be formed on the coral reef. They are less dense than basalt stones and are very smooth. These stones have a high mineral content and naturally hold a cool temperature. They are excellent facial stones

• Semi –precious stones are a range of stones sometimes used in treatments to give vibrations and work on the chakras to channel positive energy in and channel negative energies out

• Shapes and sizes of stones, extra-large and large stones are placed indirectly on or under the client. Medium stones for massage and small stones to massage smaller areas for example hands, feet, scalp, neck, shoulders, face. Oval stones for trigger point on specific pressure points for example scapula, trapezius. Round stones are used for light effleurage strokes. Oblong stones are used for deeper tissue use, e.g. kneading. Half crescent stones are used on the flat side for placement and small round flat stones are used for placing between the toes or fingers

**Explain the terms and definitions used in stone therapy treatments:**

- Geo-thermotherapy – alternating temperatures with hot and cold stones throughout massage therapy, to bring about physiological and psychological responses within the body which results in a number of therapeutic benefits

- Thermotherapy – the use of heat in therapy to alleviate pain and stiffness in joints, relieve muscle spasms and reduce inflammation

- Cryotherapy – the use of low temperatures to decrease pain or spasm and promote vasoconstriction, cooling the body artificially

**Explain the healing process:**

Any treatment that affects the body at its deepest level may create a healing process. Some reactions are negative and some are positive. The healing process occurs when a congested or stressed body is suddenly relaxed. This change in the mental and physical state of the client can induce any of the following symptoms:

- Negative – light headed (need grounding – check for allergies), bloated stomach (too much energy in solar plexus), tiredness (need grounding more – but tiredness can also be positive), headache (need grounding – check for allergies), detached from reality
• Positive – shivering (releasing blocked energy), aching old injuries (body is healing itself), burping and flatulence (ridding of toxins), disturbed sleep (body re-balancing itself), perspiration (body cleansing itself), frequent urination (removal of toxins, stimulation of the kidneys), tiredness (shows body needs rest)

**Explain the process of re-energising/recharging therapeutic stones:**

• When – on a monthly basis

• Why – to restore energy levels and remove any negative energy they have absorbed during treatments

• How – cleanse and leave in the sunlight for 24 hours to absorb the rays (not suitable for crystals) or immerse in sea water to cleanse in natural salt water before leaving to dry naturally or cleanse and leave overnight in the moonlight

**List the benefits of stone therapy treatments both physiologically and psychologically:**

On a superficial level, hot stones within massage are a labour-saving device for the therapist. The stones aid penetration of movements by the heat emitted, warming the underlying tissue, and the stones are a smooth extension of the hands, making contact with the skin in place of the therapist – so reducing the repetitive strain that hands and wrists endure

• The possible physiological effects of warm stone therapy
  - Relaxes muscles
  - Stimulates the circulatory system – increasing blood circulation and metabolism
  - Stimulates lymphatic circulation – promoting lymphatic drainage therefore aiding removal of toxins
  - Calms or stimulates nerve fibres
  - Heat softens adhesions, reduces fibrous nodules, relaxes fibrous nodules, relaxes tense muscles due to removal of toxins and therefore promotes the removal of lactic acid from muscle fibres
  - Micro-circulation of the cells is stimulated therefore cells eliminate toxins, absorb nutrients and generally function more efficiently
  - Aids desquamation, improves tissue repair and promotes healing of skin
  - Nerve cells are nourished due to the increase in circulation (neuromuscular techniques)
  - Decongesting and detoxifying
  - Balances the functions of organs (peristalsis)

• The possible physiological effects of cold stone therapy
  - Relaxes muscles
  - Stimulates the circulatory system – a decrease in the superficial capillary pressure (capillaries constrict under the coolness of the stone), promotes the removal of toxins
  - Stimulates lymphatic circulation – the cool temperature assists in the removal of toxins
  - Calms or stimulates nerve fibres
  - Reduces inflammation and soreness of muscular/skeletal system
  - Calming and de-sensitising the skin, reducing skin temperature
  - Temporary tightening of skin and muscle fibres
  - Refreshes and decongests the nervous system
The possible psychological effects of stone therapy
- Promotes relaxation and calmness
- Sedating effect on the nervous system enhance the system to become balanced
- Reducing stress and tension
- Creates a feeling of wellbeing

List the possible contra-actions to stone therapy:
- Erythema
- Allergic reaction to products
- Reaction to temperature changes – erythema from pressure (cold stones) or heat (warm stones)
- Temperature sensitivity – remove all stones
- Swelling – allergic reaction
- Thermal burn/blister – client must not be laid directly onto warm or cold stones, or have stones placed on the body without a layer of material placed between the stones and the skin
- Muscle spasm/headache – can be caused if cold stones are too cold
- Healing process
- Excessive urination – if a lot of toxins are released through chakra balancing

Identify how to effectively respond to contra-actions:
- Discontinue treatment, take remedial action, record contra-action
LO3 Be able to prepare the client and work area for a stone therapy treatment

Prepare and check the client, work area, equipment and products prior to the stone therapy treatment:
• Prepare treatment area according to salon requirements. Ensure the couch is at the correct working height, sturdy and with an adjustable back-rest. The couch needs to be wide enough for client comfort and the base should be covered with towels and disposable couch roll for hygiene
• Prepare all equipment according to manufacturers’ instructions, stones, heater, slotted spoon, thermal thermometer, cooling system
• Ensure the stones are placed in the order that they are going to be used in the stone heater, on a towel to eliminate noise, and the water is poured over them and heated up. Use the waterproof thermometer to indicate when the working temperature has been reached
• Set up the treatment trolley with the necessary products, tools and equipment
• Provide a modesty gown for the client
• Check the client by completing a consultation
• Ensure all equipment and products are to hand and are working efficiently

Agree the treatment with the client and check for contra-indications:
• Verbal communication – speaking manner and tone, sensitive to client, open questioning related to treatment
• Ensure visual and manual checks are carried out to identify any contra-indications. Tactfully ask relevant questions, document and record the client feedback
• Non-verbal communication – eye contact, body language, listening
• Record keeping – contra-indication check, signatures, name, address, contact numbers, age range, reason for treatment, occupation, sport/hobbies, medical history, allergies/hypersensitivity, contra-actions from any previous treatments, if using pre-blended aromatherapy oils skin sensitivity tests recorded
• Outline benefits of treatment and client expectations

Explain the treatment procedure to the client:
• Explain how the client should position themselves for treatment, how long the treatment will take and the treatment areas for stone therapy massage. Explain the placement of stones prior to the client lying down
• Discuss the client’s expectations from the treatment and how this may influence the stone therapy treatment

Instruct the client on clothing removal and positioning for a stone therapy treatment:
• Removal of appropriate clothing and jewellery, positioning throughout the treatment, use of modesty wear, communicating comfortable depth of pressure and any areas of discomfort or sensitivity with the hot stones
LO4 Be able to provide stone therapy treatments

Prepare the client’s skin for stone therapy treatment:
- If time allows and facilities are available offer a pre- treatment shower
- Carry out a thermal sensitivity patch test using hot and cold test tubes, in the areas to be worked on, this is to determine the client responses to hot and cold
- Ensure the client’s feet are cleansed and dry

Perform a stone therapy treatment using all techniques safely and effectively:
- Choose appropriate massage medium to suit the client’s skin type and decant appropriately into a clean bowl
- Ensure client is well supported, accessible, warm and comfortable. All areas of the body which are not being treated should be kept covered with towels and blankets if necessary to ensure warmth. Pillows/supports may be used to support the limbs or for client comfort.
- Check water is at required temperature. The normal reading on your thermometer should be in the region of 120°F or 50°C but always refer to manufacturers’ recommendations
- Ensure a bowl of water is placed on the trolley to immerse a hot stone in to cool it down. If it is too hot for your hand it is too hot to place on the client.
- When the client is fully prepared remove the stones from the heater using the tongs or insulated rubber waterproof gloves or slotted spoon and place on to a towel to allow stones to dry. Never place the stones onto a client without testing them on yourself first.
- Ensure props are placed under the client’s ankles, clearly explain the sensation created by the stones and place suitable treatment stones on the chakra points, you may wish to put placement stones in the palms of the client for them to hold whilst you massage. Remember to test them prior to placement.
- Provide information about the sensation created by the stones at each stage of the process
- Rotate the stones in each hand. Place the stones down on the couch gently and massage the area with warm hands, repeating until the stones are at a comfortable temperature to use.
- Carry out stone massage treatment to all areas of the face and body working in a systematic order. Suggested massage sequence;
  - Before you begin ensure placement stones are heated and ready to be put into position under the client's back. Ensure the stones are well covered and sufficient insulation is provided to protect the client from thermal discomfort
  - Place client in a supine position on the couch, ensure placement stones are located comfortably, add bolsters and props for client comfort if necessary. Position and add stones to the front of the body covering chakras, checking for thermal comfort (especially the third eye chakra as it will go directly onto the skin). Place stones in between client’s toes and tuck the remaining stone - you may wish to put placement stones in the palms of the client’s hands for them to hold whilst you massage.
  - Connect with the client and ground yourself with deep breathing
  - Before you begin the stone massage, apply the selected massage medium to the area with light stroking manual massage movements
  - Begin the massage procedure using the stones as an extension of the hands, using continual movement to ensure there is no overheating of the skin
- Continue to massage with the stones the scalp, face, neck and décolleté
- Abdomen
- Right hand and arm
- Left hand and arm
- Remove the toe stones and continue with massage to the left foot and leg
- Repeat on the right leg and foot
- Turn the client over, removing props and bolsters ensure all stones are removed before turning client. Maintain towel management as the client turns over to lay on their front, place props for client comfort.
- Begin the massage procedure using the stones as an extension of the hands, using continual movement to ensure there is no overheating of the skin. Connect with the client and ground yourself with deep breathing
- Start with stone massage to the back
- Back of right leg, sole of foot
- Back of left leg, sole of foot
- Carry out placement of stones on the chakra areas. Remember to test stone temperature prior to placement, (especially the third eye chakra as it will go directly onto the skin). Place stones in between client’s toes and tuck

• Select treatment stones to meet client’s needs and enable appropriate techniques – rotation, alternation of temperature, hot or cold temperature only, combination of stone types and sizes
• Apply suitable techniques – effleurage, petrissage, friction, tapping, tucking, placement, trigger point, piezoelectric effects/ vibrations
• Ensure posture and working methods minimise fatigue and the risk of injury to yourself and others
• Adapt techniques to meet the client’s physical characteristics, the treatment area and treatment objectives
• Vary the depth, rhythm and pressure of treatment techniques to meet the treatment objectives and client’s physical characteristics and preferences
• Always finish each area with effleurage all over. If there is still heat in the stones, continue to use them; if not, use manual massage to end the part of the body being massaged. When the stones are finished with, place them in your collecting bowl and cover the side of the body you have massaged
• Check client’s wellbeing throughout and maintain modesty and privacy at all times
• Complete the treatment within a commercially viable time
• Conclude the treatment with additional grounding techniques to prevent any disorientation and bring the client out of the deep relaxation stage
• Sit client up and remove any remaining stones from beneath the body

Complete the treatment to the client’s satisfaction and in a commercially acceptable time:
• Complete the stone massage treatment in a commercially acceptable time
• Ensure the client’s treatment needs have been met and the client is satisfied with the treatment
• Record any improvements which could be made for future treatments to meet the needs of the client
Provide suitable aftercare advice to the client:

- Increasing water intake to flush out toxins, this will prevent a headache after treatment
- Rest after the treatment to optimise the treatment benefits
- Recommended healthy eating and advice on fluid intake ensure the client's skin is at the optimum health and receptive to future treatment.
- Improvements to lifestyle activities individual to the client such as reducing smoking, stress management
- Advice on retail products for example, semi-precious crystals to continue the beneficial effects of treatment
- Advice and guidance on a suitable skin care regime and homecare treatments to suit client's skin type and conditions
- Provide postural exercises to prevent muscle strain and fatigue
- Advise on retail products to continue the beneficial effects of treatment
- Recommendations for rebooking future treatments
- Advise on the possible contra-actions that may occur such as a skin reaction, oedema, headache, bruising, stiffness in muscles, a change in sleeping pattern, increased urination

Maintain accurate client records:

- Date of treatment, selected products used, any modifications for treatment, treatment outcomes, contra-actions (if occurred), any information that could help another therapist treating the same client, records filed and stored securely

Prepare the area for the next treatment:

- Dispose of all waste in bin, place used towels in laundry, tidy all consumables away following salon requirements
- Clean work area with sanitiser, empty and clean the heater when cool
- Cleanse stones after every client to keep free from bacteria, in warm anti-bacterial soapy water, rinse in hot water, air dry on a towel and spray with sanitiser
- Store stones according to manufacturers’ instructions to energise
- Reset the couch with fresh towels and couch roll ready for the next treatment
- Ensure the treatment area is left clean and prepared for the next treatment
Employability skills to be demonstrated throughout the practical assessment

Communication:
- Adapt and tailor approach for different clients, e.g. new and existing clients, male and female clients
- Allow sufficient time for the consultation and communicate clearly and concisely to explain the concept of the treatment/service, encouraging clients to ask questions; offer reassurance
- Use positive verbal communication, e.g. speaking manner and tone of voice, being supportive, respectful, sensitive to client, using open questioning to obtain information
- Use positive non-verbal communication, e.g. eye contact, body language, active listening
- Promote goodwill and trust by using good communication

Customer service:
- Have an awareness of the principles of customer service, e.g. quality, keeping promises, managing customer expectations, customer satisfaction, speed of services and treatments, offering reassurance
- Show good practice in customer service, e.g. meeting and exceeding customer needs and expectations, demonstrating a willingness to please the customer, treating the customer as an individual
- Invest time in explaining the concept of the treatment/service clearly but concisely to the client, encouraging them to ask questions
- Deal quickly and effectively with any complaints or issues, e.g. know whom to refer to if needed
- Know the importance of customer service to a business, e.g. professional image, reputation, customer retention, customer satisfaction, customer relationships
- Know the impact of poor customer service, e.g. dissatisfied customers will seek out competitors, loss of reputation, loss of profit, frequent complaints
- Manage client expectations and identify requirements

Commercial and environmental awareness:
- Adopt eco-friendly and cost-efficient use of resources, minimising waste, e.g. all products measured correctly; efficient use and correct disposal of consumables; recycling where possible
- Be aware of others and protect their ‘space’ when using products, specifically aerosols, e.g. sprays used in nail treatments or hair services
- All used products will be disposed of in accordance with the salon rules and legislative guidelines
- Ensure all electrical equipment switches are turned off when not in use
- Identify opportunities to promote and sell additional products and treatments, e.g. during consultation or when providing aftercare advice
- Talk and actively listen, to gain knowledge of client preferences and routines so that the retail selling approach is personalised
- Be aware of competitors for commercial success, e.g. local salon offers and promotions, new treatments/services
- Know the unique selling points of treatments/services to offer the most appropriate advice
- Know business goals and sales targets to encourage focus on the vision of the business and its long term goals, e.g. seasonal promotional offers
• Know how to advertise and display special offers, promotions, e.g. local newspaper stories, awards, photographs, thank you letters/cards

• Promote to repeat/new clients any loyalty schemes or special offers and the benefits of other products and services, e.g. buy one get one free, introductory offers

• Offer new/additional products and services to existing or new clients to promote self/salon experiences

• Ensure the cost reflects the time taken to provide the treatment/service, reflecting commercial times allocated, e.g. tailor cost to client characteristics
Skin cancer awareness

Please note this information will not be assessed for the achievement of this unit. Public awareness of skin cancer has never been higher, and yet skin cancer remains the fastest growing cancer in the UK, especially amongst young people. The chances of a positive outcome can be dramatically increased with early identification and diagnosis.

Professionals in hair, beauty, sports massage and health and wellbeing industries work closely with clients and in many cases have sight of areas of skin which may not be easily visible to the client. An informed awareness of the signs, symptoms and changes of appearance to be aware of when checking for early signs of cancer is a crucial tool for the conscientious practitioner in order to provide the most thorough service and in some cases, possibly lifesaving information signposting.

Signs to look for when checking moles include utilising the ABCDE guide:

A - Asymmetry – the two halves of the area/mole may differ in their shape and not match.

B - Border – the edges of the mole area may be irregular or blurred and sometimes show notches or look ‘ragged’.

C - Colour – this may be uneven and patchy. Different shades of black, brown and pink may be seen.

D - Diameter – most but not all melanomas are at least 6mm in diameter. If any mole gets bigger or changes see your doctor.

E - Elevation/evolving – elevation means the mole is raised above the surface and has an uneven surface. Looks different from the rest or changing in size, shape or colour. Anyone can get a suspicious mole or patch of skin checked out for free by the NHS by visiting their doctor, who may then refer to a dermatologist (an expert in diagnosing skin cancer).

If you require any additional NHS information please refer to https://www.nhs.uk/be-clear-on-cancer/symptoms/skin-cancer

If your learners are interested in learning more about skin cancer awareness alongside this qualification, VTCT runs the following qualification: VTCT Level 2 Award in Skin Cancer Awareness for Non-Healthcare Professionals.

This qualification has been specifically designed for those working in the sports massage, health and wellbeing, beauty, hairdressing and barbering sectors. It will enable learners to identify any changes to their client’s skin and to highlight those changes to the client using appropriate language and communication skills. It will enable the learner to raise awareness of skin cancer and signpost their clients to public information about skin cancer.

This qualification will enable hair, beauty and wellbeing professionals to gain the appropriate knowledge and communication skills required to provide non-diagnostic, professional advice and information to clients in a discrete, empathetic and confidential manner.

For more information please refer to the Record of Assessment book: https://qualifications.vtct.org.uk/finder/qualfinder/1Record%20of%20Assessment%20Book/A G20529.pdf
# Assessment criteria

In order to pass this unit, learners must achieve all pass criteria. The pass criteria relate to the proficient demonstration of skills and knowledge.

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<th>Learning outcome</th>
<th>Assessment Criteria</th>
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<tbody>
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<td><strong>The learner must:</strong></td>
<td><strong>The learner can:</strong></td>
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| **LO1** Know the salon requirements for providing stone therapy treatments | P1 Describe how to set up the work area  
P2 Describe how professional therapists present themselves  
P3 Explain the salon requirements for record keeping  
P4 Explain the insurance and licensing requirements for stone therapy treatments  
P5 Explain the legal requirements for providing treatments to minors |
| **LO2** Understand the effects and indications of stone therapy treatments | P6 Describe the contra-indications that may either require GP referral, restrict or prevent stone therapy treatments  
P7 Describe how to refer the client to a health practitioner and why  
P8 Describe the origins of stone therapy and the therapeutic properties of massage stones  
P9 Explain the terms and definitions used in stone therapy treatments  
P10 Explain the healing process  
P11 Explain the process of re-energising/recharging therapeutic stones  
P12 List the benefits of stone therapy treatments both physiologically and psychologically  
P13 List the possible contra-actions to stone therapy  
P14 Identify how to effectively respond to contra-actions |
| **LO3** Be able to prepare the client and work area for a stone therapy treatment | P15 Prepare and check the client, work area, equipment and products prior to the stone therapy treatment  
P16 Agree the treatment with the client and check for contra-indications  
P17 Explain the treatment procedure to the client  
P18 Instruct the client on clothing removal and positioning for a stone therapy treatment |
| **LO4** Be able to provide stone therapy treatments | P19 Prepare the client’s skin for the stone therapy treatment  
P20 Perform a stone therapy treatment using all techniques safely and effectively  
P21 Complete the treatment to the client’s satisfaction and in a commercially acceptable time  
P22 Provide suitable aftercare advice to the client  
P23 Maintain accurate client records  
P24 Prepare the area for the next treatment |
Assessment guidance

Assessors must use the amplified assessment guidance in this section to judge whether practical assessment criteria have been achieved.

**P15 Prepare and check the client, work area, equipment and products prior to the stone therapy treatment**

Learners must demonstrate that they have set up the treatment area in line with the treatment requirements and have met the health and safety requirements (e.g. the work area is free from clutter to prevent tripping hazards, the equipment is safe to use and has an up to date PAT label). Learners must use suitable lighting, ventilation and soft music. All the required products for the treatment are to hand and are fully stocked in advance.

**P16 Agree the treatment with the client and check for contra-indications**

Learners must demonstrate that they have consulted with the client using appropriate questioning techniques, as well as conducting visual and manual checks for contra-indications, postural faults and skin sensitivity. Learners must explain the treatment in full to the client and ascertain the client’s treatment expectations, establishing if adaptations to the treatment are required.

**P17 Explain the treatment procedure to the client**

Learners must explain the stone therapy treatment step by step to the client. At a minimum the explanation must include the areas of the body which will be treated with the therapeutic stones, the placement of stones, the proposed treatment sequence, the benefits and what is the expected outcome of the treatment.

**P18 Instruct the client on clothing removal and positioning for a stone therapy treatment**

Learners must instruct the client on what clothing needs to be removed and where to store the clothing. The client’s jewellery must be removed and stored safely. Modesty covering should be arranged for the client and guidance given to the client on positioning themselves on the couch safely and comfortably, with assistance if required.

**P19 Prepare the client’s skin for the stone therapy treatment**

Learners must demonstrate that they have sanitised their hands. Learners must correctly carry out a thermal skin sensitivity test prior to treatment.
P20 Perform a stone therapy treatment using all techniques safely and effectively

Learners must demonstrate the skills to provide a stone therapy treatment using the correct products, stones, massage and stone therapy techniques. Learners must demonstrate they are working specifically to the requirements of the client’s needs and demonstrate that they can perform stone therapy massage movements correctly and on the appropriate areas of the body. Movements must flow, without too much repetition and learners must avoid breaking unnecessary contact with the client. Learners must apply pressure which is appropriate to the client’s needs and the pressure and temperature of the stones must be checked at regular intervals with the client. Learner’s posture must be maintained throughout the treatment.

P21 Complete the treatment to the client’s satisfaction and in a commercially acceptable time

Learners must complete the treatment in a commercially acceptable time, (recommended timings: full body including face and scalp 90 minutes). Learners must ensure the client’s treatment needs have been met by asking for feedback on the treatment, ensuring the client is satisfied with the treatment and recording any improvement for future treatments.

P22 Provide suitable aftercare advice to the client

Learners must demonstrate they can provide feedback and aftercare advice to the client. At a minimum the learner must describe any findings from the stone therapy treatment, providing information on further treatment options and explaining the importance of a healthy diet. Learners must also explain any modifications to lifestyle to enhance the treatment results, providing advice on retail products which must be recorded, for example semi-precious crystals to continue the beneficial effects of treatment and describing possible contra-actions that may occur.

P23 Maintain accurate client records

The information which is kept on a client’s record card must be kept confidentially according to the data protection act. The salon or therapist could face prosecution if confidentiality is broken. All client records must be kept up to date, accurate, relevant and kept securely.

P24 Prepare the area for the next treatment

Learners must demonstrate they have prepared the treatment area by wiping down the couch and trolley, cleaning lids and the outside of product bottles. Removing and returning all products, equipment and stones to storage along with all unused consumables and removing used towels for laundering. Correctly dispose of any waste, couch roll or used consumables. Replenish where necessary and ensure ease of set up for the next therapist.
Resources

The special resources required for this unit are access to a real or realistic working environment which supports the provision of stone therapy treatments. Learners must also have access to health and safety standards, manufacturers’ instructions and stone therapy products and equipment.

Delivery guidance

Teachers are encouraged to use innovative, practical and engaging delivery methods to enhance the learning experience. Learners may benefit from:

- Meaningful employer engagement so they relate what is being learned to the real world of work and understand commercial competence and the use of products, tools and equipment for stone therapy treatments
- Work experience within a commercial salon/spa so they can practice to hone their skills in a real environment
- Using interactive information and technology, systems and hardware so they can learn about concepts and theories; research current trends; research product knowledge and produce visual aids for stone therapy treatments

Links with other units

This unit is closely linked with the following units:

UCO28M Health and safety in the salon

The Health and safety unit will provide knowledge and understanding of the responsibilities for health and safety as defined by any specific legislation covering the role of the professional therapist. This unit greatly underpins all practical unit delivery. Learners will be required to apply their knowledge and understanding of health and safety when preparing for and providing stone therapy treatments in a real or realistic working environment.

UBT90M Client care and consultation

Client consultation before all beauty/massage treatments is a legal requirement and failure to consult properly with clients prior to a treatment could invalidate therapy insurance. It is essential that therapists elicit information from their clients about their medical history, including any allergies as well as checking for contra-indications. The client consultation unit underpins all technical units within this qualification and should be delivered prior to the delivery of any technical beauty/massage therapy units.

UBT95M Anatomy and physiology for the face and body systems

Knowledge of the structure and function of the skin, as well as skin diseases and disorders underpin the knowledge relevant to this unit. Knowledge of other elements of anatomy and physiology are also relevant to this unit in terms of understanding the skeletal system, the muscular system and the circulatory system.

UBT96M Swedish massage

Skill and knowledge of body massage is relevant to this unit. Learners will be required to provide massage treatments to clients for a range of different purposes.
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<td>Skin cancer awareness page added</td>
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