

Dearest Patrons,

A whole new Role

I am so excited at the year ahead. I cannot believe that we are half way through March and almost finished our first quarter of the year. I personally have had an interesting start to the year with learning the art of master juggler: Doting wife, Loving mother and Business woman. I never imagined that I would ever be able to get it all in. Like anything new, it takes a period of adjustment but I am pleased to report that I am well into the swing of things. I have a new found respect for working moms. They are my hero's! I also have come to discover that as much as I want to manage my business into its next chapter, I am still a therapist at heart and so I have started practicing therapy for a few hours a day and I am feeling so fulfilled. I am however starting to build a client base from scratch as my team has done such a marvellous job in looking after my clientele whilst I was on maternity leave... When that happens you know you have a SUPER-STAR Team! I am so very proud of them!

I would like to really focus on problematic cases like sports injuries and skins in dire straits. Please be kind enough to refer friends and family to us, I would be so grateful! **Also know that 5 referred friends gives you an hour of therapy of your choice free!**

MEG EXPERTS GO EXPRESS

We are also excited in that we have launched MEG Experts Express. We are tapping into corporates with our Mobile therapy concept. We offer onsite massage therapy of a different sort. It's a quick 30 min session, its oil free and over your clothes, performed at your desk. Its designed to give you quick and long lasting relief of upper head, neck and shoulder tension. We have combined Scalp massage, sports massage and trigger point therapy with facilitated stretching into one session. It's awesome and a great way of getting that well deserved relief in a quick 30 min session. We have a team of 3 ladies that will come in and treat you and your colleagues. We require a minimum of 6 bookings at R160 per session. If you would like to discuss a booking please contact me on shana@m-e-g.co.za.



DERMALOGICA PRICE INCREASE

South Africa is faced with a very different reality with regards to the rand/dollar exchange rate. The rand hit its lowest rate against the dollar in 5 Years when it tipped over the R11 mark to the USD in recent weeks. With Dermalogica being an American brand it has impacted the brand significantly.

The good news is that we are able to keep the pricing of our Professional treatments the same. The bad news is that the Retail portion of Dermalogica is going to increase. Dermalogica has notified us of a 12% increase from the 1st April, so please stock up before or place an order with us now so that we can take advantage of the existing prices.

Of course we had to get the insight of an expert, Simon Bent, Economist from Stanlib on this matter, his comments were:

“The Rand has certainly tumbled over the last 2 years. To date the Rand has devalued by a touch over 40% but most economists believe the Rand has over shot and current fair value is around 9.50 to the USD. If we were at that rate then still the Rand at fair value would have depreciated by around 25% to the USD. Looking at our current account deficit, vulnerable economy, elections coming up then a 12% increase is probably quite reasonable .”

Where many of you may find that the Dermalogica Range is becoming somewhat unaffordable, please consider our Optiphi Classic Range. It is a premium South African Brand at a more affordable price. My team of experts will be glad to walk you through the range as an alternative.

I know that this news does not come as a shock as we have been aware of what the Rand /Dollar was doing. Please know that we endeavour to only work with the best product, that delivers the finest results. Henceforth our choice of Dermalogica as our product of choice. Bar Optiphi, I have yet to find and work with a brand that is as result driven, and so we will continue to add as much value into your treatments and offer as many gift with purchases to make it continuously worthwhile. I will continue to look into alternative solutions and keep you posted.

The team and I really value your on-going patronage and loyalty and look forward to an awesome year ahead. May your businesses and families be most blessed.

Yours in wellness
Shana

