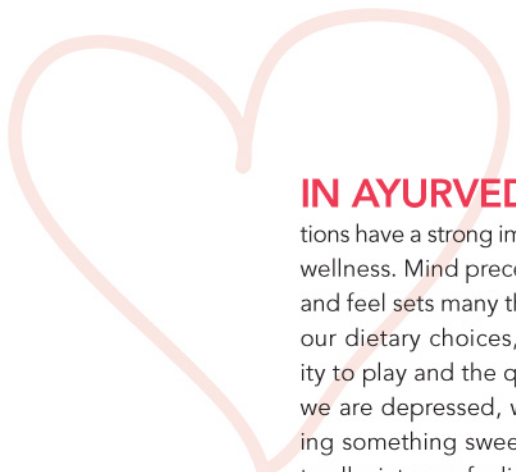




# THE POWER OF *kindness* ON MIND AND BODY



**IN AYURVEDA**, the mind and emotions have a strong impact on health and overall wellness. Mind precedes body. What we think and feel sets many things in motion, including our dietary choices, how we move, our ability to play and the quality of our sleep. When we are depressed, we often think about eating something sweet such as a piece of cake to alleviate our feelings. Thus, our depression becomes physical, making our bodies feel slow and possibly more relaxed—at least for a time. However, if we are angry, we do not crave sweets. We want something greasy and crunchy. Maybe some French fries or something hot and spicy (as if to mimic our mood). We may also act in a tensed up, jerky kind of manner. Our sleep is restless.

However, do not focus on the negative. It is a good idea to identify these issues, but it is more important to cultivate positive states of mind in our lives.

### For spa directors

**"The customer always comes first."** Get over this misconception. Management should always put their employees first. Top corporations know this. Treat your employees well and they will shine for your clients. Joy and the feeling of cooperation within business relationships is the most important factor in employee retention.

Kindness is not about being "soft" or a pushover. Kindness comes from understanding, especially self-understanding.

### For employees

When you begin your day—or anytime you have a moment to breathe, try this simple technique:

Before a guest arrives, stand somewhere quietly, such as a break room or treatment room. Rest the palm of your right hand just below your navel, the "svadhisthana or sacral chakra," and your left palm over the center of your forehead, "the ajna or third-eye chakra." Breathe in a quiet and relaxed manner. This exercise settles your mind and strengthens your aura. It is performing an act of self-kindness. By taking care of yourself in this manner, you also give your client a deeper quality of gentleness.

### Kindness principles

The Dalai Lama says kindness is his religion. After analyzing his mind, he concluded that religion is about aligning ourselves with a positive code of conduct. Kindness is a great religion to adopt.

Kindness is not about being "soft" or a pushover. Kindness comes from understanding, especially self-understanding. If we are developing mindfulness through some form of meditative process, our internal frustration disappears. We begin to show ourselves some mercy. Mercy is an act of kindness toward ourselves.

*continues*

BY ROBERT SACHS

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As we start being kinder to ourselves, we begin to forgive others as well. We all want happiness. However, we tend to get distracted with things that do not help us achieve happiness. With this awareness, we create a space of non-reactivity to whatever is coming toward us. Creating this space allows internal aggravation to subside. Since we are not responding to the negative mood or banter of others, we are showing them kindness.

### Kindness in the spa

People visit the spa to release stress and tension. Showing them kindness immediately starts the process of dissolving these negative emotions. Whether you are at the front desk or standing at the esthetics chair or massage table, the peace and kindness you show a client is what makes a spa experience memorable.

### Suggestions

Before you begin your work for the day, take a deep breath. Give yourself a moment to just be. With that gentleness of being, start your day. You will see how much easier it is to complete tasks and meet others along the way. ■

Robert and Melanie Sachs are featured speakers at the Wellness: Mind & Body Seminar on April 6th at **The International Congress of Esthetics and Spa trade show in Miami Beach, FL**. They are speaking on the topics: **Creating an Authentic Ayurvedic Spa** and **A Traditional Ayurvedia Treatment for Your Spa: The Kansa Wand Full-Body Experience**.

**Robert Sachs** is a counselor, licensed massage therapist and educator. He is the author of *Tibetan Ayurveda: Health Secrets From the Roof of the World* and coauthor with Melanie Sachs of *Ayurvedic Spa*. Visit Sachs' website at [DiamondWayAyurveda.com](http://DiamondWayAyurveda.com), email him at [ayurveda8@earthlink.net](mailto:ayurveda8@earthlink.net), call him at 866.303.3321 or phone/fax him at 805.543.9291.



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