

Milton • Means **Business**

Trade show coming up

The Halton Region Business Development Centre will salute small businesses at its Open House and Trade Show October 25.

The event will be held at the Halton Regional Centre in Oakville from 5 to 7:30 p.m.

Small businesses in Milton, Burlington, Halton Hills and Oakville that have been operating less than three years are invited to showcase their products or services at

the event.

Fifty trade show spots are available.

The Halton Region Business Development Centre will begin to take registration for the trade show booths September 4. The exhibit fee is \$75.

The open house is a joint event for the Chambers of Commerce in Milton, Burlington, Halton Hills and Oakville.

To register, call the Region Business Development Centre at (905) 825-6300.



Photo by GRAHAM PAINE

Total Skin and Body Spa owner Jill Morris built her dream business from the ground up.

Childhood dream turns into a 16-year business

By **FANNIE SUNSHINE**
The Champion

The world of skin treatment is constantly changing. So Jill Morris must be sure she's up-to-date with the trends.

Ms Morris is the owner of Total Skin and Body Spa, a place where young and old come to relax and be pampered.

"I've been (in business) in Milton for 16 years," she said, adding she moved her business from Martin Street to 258 Main St. four years ago and is expecting to expand her business to include the lower floor this fall.

The spa offers everything from manicures and pedicures to massages and facials to sun tanning and hair treatment.

"We also offer electrolysis and ear candling."

As a young girl, Ms Morris had a dream of opening her own beauty treatment business. And at the age of 20, that dream became reality.

"The (beauty) trends and treatments change," she explained. "I often travel to Germany to see the latest in foot care and Italy for face

and body treatment."

When she first opened her business, it was geared more toward women than men. But six years later, her spa was eagerly welcoming both sexes.

"I changed the decor and made it so men felt more welcome. I changed my products to ones that were environmentally friendly, ones that weren't tested on animals."

Nowadays, everyone from toddlers to seniors pay a visit to Total Skin and Body Spa, Ms Morris said.

"I gave a seven-year-old a manicure and then I gave one to a senior (citizen)."

And there's no telling what the day has in store because each one can be completely different from the next.

"One week can be all massages," she said.

"It also depends on the time of year. If the season is changing, people want facial care. If it's Christmas, they might want artificial nails or if they're going on vacation they'll want their feet done. Waxing is requested year-round."

The male customers usually

come in for pedicures, massages or hair treatment.

"I get more young boys than young girls for hair colouring," Ms Morris said.

The thing customers find unique about her business is the fact everything is offered under one roof.

"They like the convenience of everything being done in one location," she said.

"A wedding party can have their hair, nails and make-up done here. It's easier than running one place for hair and another place for nails."

Often, customers will opt to receive two treatments at once.

"If someone wants their hair and toes done, we'll put the colour for the highlights on and do the pedicure while we wait to wash out the colour. It saves time."

Package deals are also popular, Ms Morris said.

"We have our Day at the Spa package for \$174. That includes a manicure, pedicure, facial, back massage, eye brow shaping and a wash and cut and finish style. People will buy the packages for their mothers or wives. Valentine's Day, Christmas and Mother's Day are big days for us."

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