

MESO LIFT PRO

REFERENCE MANUAL

professional
carlton.

Setting the standard in electrotherapy equipment




We consider a purchase from Carlton Professional to be the beginning of a valued partnership

Welcome to Carlton Professional

Our business has manufactured professional beauty therapy equipment and furniture in the UK in our Sussex factory for over 40 years. In that time, our production has been used in the best training colleges around the world and many of the world's leading salon and spas.

Our range continues to evolve, with the addition of the very latest Carlton 'Concept' machines, that have seen the latest technologies of Radio Frequency and Electroporation added to our extensive range of treatment options. Our treatment product range that include specialist ampoules, ionised gels and serums, alongside pre and post treatment products perfected for every client, make Carlton Professional an affordable and profitable option for every salon and spa.





By partnering with **Carlton Professional**, you will have the support you need to grow as an aesthetic therapist, and as a business.



Feel reassured about gaining insurance cover, receive adequate knowledge and training, offer clients cutting edge technology, and receive the support you need as a therapist.



At Carlton Professional we offer you finance opportunities on purchasing, full training with purchases, Marketing support and help, launch event, ongoing events.



Be sure to book your launch event in today to help get your Carlton Professional treatment courses selling, and your clients looking fabulous!

Why our stockists choose Carlton Professional

Carlton team

A team passionate about creating excellent products and delivering a great service

Carlton quality in product manufacturing

Innovative, user-friendly products based on international scientific research.

In-house research & development creating advanced products that deliver results.

Use of high-grade raw materials and concentrated active ingredients.
No animal testing. Mineral Oil, Lanolin, Artificial Fragrance and Formaldehyde are Not used in our products.

Insistence on highest standards of manufacturing practice and quality control.

Carlton professional training

Education and support from dedicated training professionals.

Access to first rate training materials and literature.

Additional online support offered via interactive website

Carlton pricing

Highly attractive profit margins on retail products and professional treatments, making it a very viable business proposition.

Support for your **Carlton** business

Regular newsletters.

Access to a dedicated business website.

Advice on your salon via our consultation service.

Carlton promotional strategies & marketing materials

Sophisticated high profile marketing campaigns.

Great range of branded goods, as well as training and marketing materials.

Flexible systems which can be adapted depending on the salon space available.

Free samples with selected purchases.



The structure of the skin

It is estimated that our skin is made up of around 70 trillion skin cells making it the largest organ of the body. It gives us our shape by supporting all of our internal organs, bones and blood and provides a waterproof covering. The thickness of the skin can vary, the thinnest skin is around the eyes and eyelids, and is approximately 0.5mm, the thickest skin is found on the soles of the feet and can be up to 4mm in thickness. The epidermis is a vascular, nourished by diffusion from the dermis below it.

Skin Structure - Epidermis

The epidermis is made up of six layers, each plays a different part, and these layers are called

Stratum Germinativum – This is the deepest layer of the epidermis, also known as the Stratum Basale. It is within this layer that a process called mitosis takes place. Mitosis means cell division and that's exactly what happens, the cells divide making more new fresh, plump cells, it is here when the cell are first created that they are at their most receptive. As this process of mitosis happens, the older cells start to move upwards through the layers towards the surface. In this layer, blood vessels connect to the dermis and this is where, through deep product penetration to the epidermis, we are able to communicate with the dermis via this layer. The Stratum Germinativum also contains melanocytes; these are melanin producing cells which provide the body its natural protection against harmful UV rays.

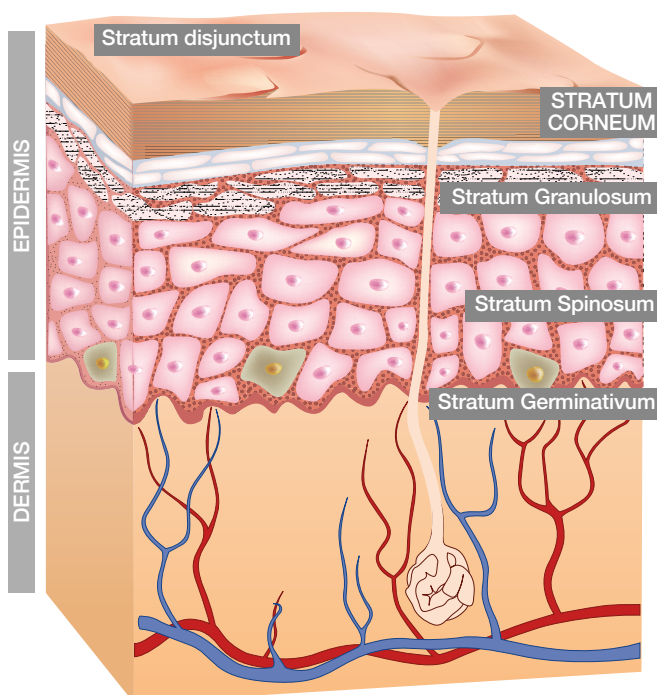
Stratum Spinosum– This is where the first stage of keratinisation takes place. Cells are pushed up from the Stratum Germinativum and begin to flatten slightly then start to synthesis keratin. This layer is also known as the prickly cell layer. Lipids are present in this layer; these lipids create a hydrolipidic barrier between the Stratum Granulosum and the Stratum Lucidum, which prevents dehydration.

Stratum Granulosum – Also called the granular layer, it is in this layer that keratinisation continues, the nucleus within the cells become void and starts to fill with keratin. The cells flatten further and continue to move up into the next layer.

Stratum Lucidum – This is a clear layer and has 2-3 layers of irregular clear flat cells. The Stratum Lucidum only tends to be found in thicker skin, therefore is commonly found on the soles of the feet and the palms of the hands.

Stratum Corneum - This layer is made up of between 15-20 layers of completely flattened cells, these cells are full of the protein keratin. This is the last part of the life cycle of the cell, which will eventually be shed from the skins surface. The keratin within these flattened cells, help to absorb water helping to keep the skin hydrated and preventing water from evaporating.

The Stratum disjunctum - This is the outer most layer and is part of the stratum corneum. The dead skin cells from this layer shed naturally over time. We lose between 30,000-40,000 dead skin cells from this surface daily, therefore the skin is constantly renewing itself. The desquamation process unfortunately slows over time the older we get.



The renewal of skin cells, or **Keratinisation**, on average takes 28 days, however, after the age of 36, your age represents the number of days the process of keratinisation takes.

Function - Epidermis

The whole process of a single cell moving up through the layers of the skin, takes approximately 28 days.

The epidermis is connected to the dermis by an undulating surface, due to this undulating surface; it gives a larger surface area, where all biological changes and nutritional exchange can take place. As we age, the epidermis and dermis start to separate, therefore causing all chemical reactions and processes to slow down quite dramatically, a classic example of this would be skin healing. When we are young, if we cut or graze the skin, it heals very quickly without too much trouble, however as we age, the process of healing can take much longer, meaning the skin is susceptible to infection. Therefore as we age, it is even more important to ensure we are taking care of our skin and treating it correctly.

The epidermis has a chemical protection called the acid mantle on its surface. The acid mantle is made up of sweat and sebum and these acts as a fungal and bacterial deterrent. The acidity of the skin helps to neutralise the chemical effects of contaminants, this is why skincare products are slightly acidic so as not to disrupt the skins balance. Free radicals constantly attack our skin and can weaken this natural barrier; this is why it is so important to protect our skins from the sun.

Skin Structure - The Dermis

Within the dermis there are two layers, the lower layer is called the reticular layer, it is this layer that gives the skin its overall strength and elasticity, it has courser elastin fibres and denser collagen bundles.

Above the reticular layer is called the papillary layer. This layer contains smaller looser collagen and elastin fibres. This layer has a rich blood supply and nerve supply which provides the basal layer (or Stratum Germinativum) of the epidermis with sensation and nutrients.

Function - The Dermis

Within the dermis are a number of specialised cells, all with important functions to carry out. Eccrine glands are the primary sweat glands of the human body; they produce a clear, odourless substance consisting mainly of water. Hair follicles are also found in this layer, attached to the hair follicles are little muscles called erector pili, these muscles lift the hair when the body gets cold to trap warm air and retain heat, and as you would expect, the muscles relax to flatten the hair to cool the body.

Nerves are also located in the dermis and enable the body to respond to pain, temperature, touch and pressure.

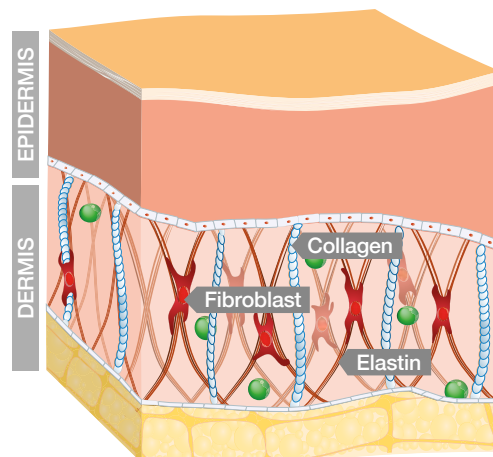
The proteins **collagen and elastin** are found in both layers of the dermis, but both have different effects on the body –

Collagen – Maintains the tone and structure of the skin because the molecules are rigid and

resistant to stretching. It is made up of three polypeptide chains wrapped around one another as a triple helix.

Collagen is formed in **fibroblasts** within the dermis, this can breakdown within the skin. The main cause of this is due to the enzyme Collagenase. This breaks down old collagen at a precise rate, however, this rate speeds up with sun damage, exposure to free radicals, age and UVA exposure (which is an inhibitor).

Elastin – Gives our skin resilience, keeping it toned, tight and springy. Like collagen it is produced by fibroblasts and forms a network of elastic tissue. The breakdown of elastin is what causes the skin to sag. Again, like collagen, elastin can also breakdown, the enzyme elastase is responsible for this breakdown under normal conditions, however with free radical attack, advanced ageing and sun exposure, this breaking down process will speed up resulting in an increased loss of elasticity within the skin.





Electroporation

Electroporation is a technology developed to enable active ingredients to enter the skin.

The treatment causes a physical skin cell re arrangement - it generates new pores and channels while the current is active. It is the application of a small electrical pulse into the skin. This electrical pulse momentarily disrupts the cell membrane of the skin. This disruption allows the entry of products into the deeper layers of the skin, enhancing its effect on the tissues. Unlike needling, there is no downtime with this treatment. Within two minutes of stopping the current on the skin, the cells return to their normal state.

Electroporation is a non-invasive alternative to the traditional mesotherapy or needling, therefore it is so called virtual or needle free mesotherapy (painless procedure). It allows for the penetration of product without the use of micro-needling and does not require any down time.

It does not cause muscle stimulation

There is no molecular ionisation of transferred substances

It introduces ionic, non-ionic, lipophilic and hydrophilic substances

It does not need a conductive gel

It is a practical and user-friendly method

The effect achieved remains

How does electroporation work on the skin?

The stratum corneum structure is an important electrical, chemical and physical barrier that forcefully blocks the passage of most substances. The physical barrier of dead, keratinised skin can be improved upon with an effective exfoliation during treatment. As we age, cell migration slows, and skin becomes visibly tired and dull.

The intercellular space (between one cell and the next) is occupied by Lipids released by the Stratum Spinosum Keratinosomes.

When the electrical impulses are emitted, the Fatty Acids present in the Cell Membrane reorganize themselves. This leads to the opening of new intra-cellular channels, referred to as Electropores. This allows for a significant increase in the Transdermal Migration of active ingredients. More than 50% of active ingredients will penetrate the skin, as opposed to treating without electroporation.

Electropores

The Electropores remain open for a period of time ranging from 15/20 seconds to several minutes. Once the electrical current is no longer applied, the Electropores gradually close.

The emission of low frequency current facilitates the transdermal delivery of water-soluble active ingredients. A variation of intensity is used so that the skin tissue does not become accustomed to one constant electrical stimulation and continues to react with it.

IONTOPHORESIS

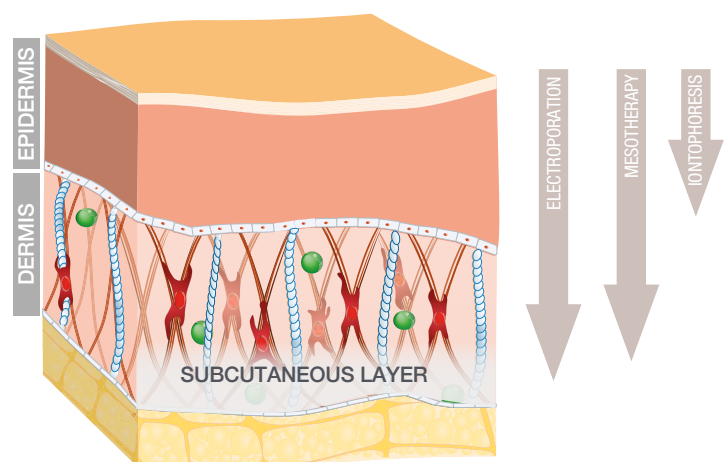
Refers to the transcutaneous delivery of active ingredients through the epidermis using Direct Current and ionised products.

MESOTHERAPY

It is a medical practice that involves the physical intradermal injection, regional and/or site specific, of small amounts of functional substances

ELECTROPORATION

Involves the application of a Pulsed Current based on Waves, which creates temporary channels of absorption in the skin.





Microcurrent

Microcurrent is a low frequency interrupted galvanic micro-current, mains operated electronic unit. Its specifically designed programme uses pre-set, timed variable waveforms to complete the treatment.

Skin on the face and neck is attached directly to the underlying muscles. When these underlying muscles sag, the skin will do the same. Micro-current offers facial contouring and lifting by re-programming the muscle fibres.

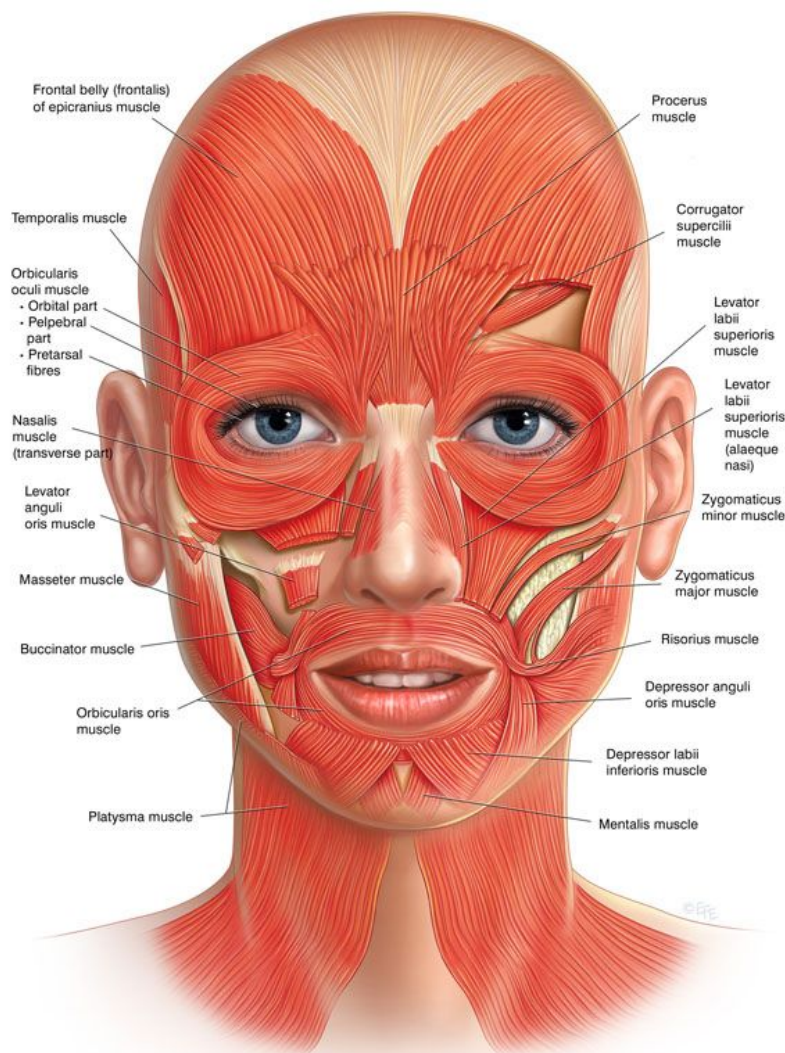
It can shorten or relax muscle fibres, thereby lifting sagging muscles of the jaw, neck and face.

Reduces and smooths the fine lines and wrinkles.

Increases circulation, therefore improves skin texture and colour and can improve the condition of scar tissue.

How does microcurrent work on the skin?

Microcurrent facials are a form of muscular re-education for the face. Facial muscles are manipulated during a single session. The placement of the metal probe on the skin physically moves the muscles into the desired position. The treatment affords the muscles the necessary energy to keep tension in their new, improved site.



Microcurrent has been used medically since the 1980s and has been approved by the FDA as a muscle stimulator to treat Bell's palsy and muscle paralysis. After noticing improved results in patients with atrophied, sagging facial muscles, microcurrent was then adopted as an anti-aging application.

Microcurrent is a low frequency, mains operated electronic unit.

With no specific pre-set functions it is extremely versatile and user friendly.

Microcurrent offers facial contour lifting by re-programming the muscle fibres. It can shorten or relax the fibres, thereby lifting sagging muscles of the jaw, neck and face.

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Application

Recommended treatment areas

Face, neck and décolletage

Double chin

Jaw line/Jowls

Under eye area and brow lift

Nasal labial folds

Marionette lines

Lines in-between the brows and the forehead (frown)

The sides of the eyes (crow's feet)

Cheeks

Benefits

Can be used to reduce signs of visible ageing, or to help prevent signs of ageing;

Offers a comfortable and relaxing treatment

Lines and wrinkles can be relaxed, smoothed and plumped

Provides an improvement in skin condition, as well as muscle tone

Lifts, tightens and tones the contours of the face and neck

Increases skin's elasticity

Drainage movements aid lymphatic drainage which can cause puffiness

Occlusive Mask

Included with the Meso-Lift Pro is an occlusive mask which is enriched with active ingredients, this is designed for use with the Electroporation setting



Key Active Ingredients in the Occlusive Mask

NIACINAMIDE

(Water soluble vitamin) that helps to refine fine lines and wrinkles. Improves circulation in the skin. Relieves blotchy areas, reduce redness, and even out skin tone

SODIUM HYALURONATE

Hydrates and allows skin to hold onto more water, Plumps the skin, minimises fine lines and wrinkles

HYDROLYZED COLLAGEN

Plumping, minimizes fine lines and wrinkles

CHARCOAL POWDER (chemical)

Lightening, brightening, and evening of skin tone

POTASSIUM HYDROXIDE

Balances skin PH, attracts water, hydrates

DIPOTASSIUM – (water soluble salt)

Anti-inflammatory, skin smoothing, hydrating

ALOE

(plant) Soothing, hydrating, repairing

BETA GLUCAN

(Polysaccharides, occurs in cereals, fungi, bacteria, yeast) Reduces appearance of wrinkles, calming, immunity booster

ADENOSINE

Increases cellular functions (think ATP, Chroma therapy)

SNAIL SECRETION FILTRATES

Restores cell matrix. Rejuvenating, hydrating, regenerating, lifting, hyaluronic, peptides

HOUGHTUYNIA CORDATA EXTRACT

(Fish mint) Antioxidant

ASPARGUS LUCIDUS ROOT EXTRACT

Whitening, constricts pores

CENTELLA ASIATICA EXTRACT

(plant/herb) Increases elasticity, healing

SCUTELLARIA ROOT EXTRACT

(plant/mint) Improves skin density, soothing

PORTULACA OLERACA EXTRACT

(plant/fatty acid) High in antioxidants

Contra-indications

Heart conditions or Pacemaker or any other electrical devices

Metal plates or pins in the area (artificial hip joints etc.)

Cancer

Thyroid disease and other hormonal disorders

Deep vein thrombosis, varicose veins, Inflammation of the veins, phlebitis

Psychological disorders (referring mainly to schizophrenia)

Endocrine disorders (Pheochromocytoma etc.)

Hyper-sensitive skin or heat sensitivity

Pregnancy and/or breastfeeding

Skin diseases and infections

Cuts, abrasions, bruises

Diabetes

Epilepsy

Very high blood pressure

Muscle paralysis

Blood thinning, anti-coagulant medication

Rosacea or Excessive dilated capillaries

Excessive or very apparent surface vascular presence

Fillers and botox (to be discussed)*



Therapists providing treatment should conduct a thorough consultation with clients and if they have any reservations about suitability for treatment should refer the client back to their G.P.

*Stimulation of the skin and muscle can cause Botox to be broken down faster, we are also stimulating a muscle that is temporarily frozen, this can cause an unusual sensation. Clients should avoid treatment in these areas until Botox has worn off, usually six months.

*Stimulation of skin and muscle may cause Dermal Fillers to move. Avoid until filler has dispersed.

Contra-actions

Some clients may notice the following effects. These are all normal reactions if observed in a mild effect. If any effect is noticed excessively it is vital to cease treatments immediately and refer the client to their GP. In this instance, be sure to take photographs, and fill in an accident book in accordance with your insurer's instruction.

Mild discomfort

Erythema (Redness)

Warm, or what appears to be over-sensitised skin

Mild Erythema will disappear a few hours after the treatment though either is rare, and you may want to consider and consult with client as to whether the treatment is right for them.

Client after care recommendations

Clients must avoid direct sunlight and commit to using SPF 30+, directly after, and during their treatment course for best results.

SPF30 protects up to 96% from UVA

SPF50 protects up to 98% from UVA

UVA penetrates the skin through to the dermis and breaks down the collagen. This is called “photoageing”

Recommended skincare products

MONUSKIN Hydrating Moisturiser SPF15

MONUSKIN Tinte Moisturiser SPF15

MONUSKIN Recover Balm

MONUSKIN Rich Cream Cleanser

MONUSKIN Deep Repair Complex

MONUSKIN Instant Soothing Serum

MONUSKIN Nourishing Treatment Oil

MONUSKIN Flash Relax Mask

MONUSKIN Lip & Eye Active Lift



If you are performing a Meso Lift Pro treatment, designed to increase collagen production, then the client **MUST** be applying an SPF. Otherwise, as soon as they leave the clinic, they are undoing all the work you/they are trying to achieve



Clients should avoid treatments that expose them to excessive heat soon after treatment, such as sauna/steam/sunbed. Vigorous exercise



Clients should adhere to a strict skincare regime for best results, and use a regular collagen inducing/hydration inducing medium such as hyaluronic /collagen serums



Clients should drink two litres of water per day throughout course. Ask your client to drink half a litre just before coming for each treatment





Meso Lift Pro

instructions and care guidance



electroporation
(multi type) hand
piece



microcurrent
(Y type) hand
piece



LCD screen	
①	Y type handpiece
②	Multi type handpiece
③	Selection indicator
④	Treatment duration
⑤	Treatment level

Operation Panel	
⑥	Handpiece select button
⑦	Level adjust button
⑧	Start/Stop button

Microcurrent instructions

1. The microcurrent handpiece (y type) is removed from the machine
2. Apply Carlton Professional treatment gel and electrotherapy lotion to the area
3. Select the treatment level appropriate for your skin type. This should be assessed according to client sensitivity. The therapist should obtain feedback from the client. The treatment should be comfortable in application, and the settings altered for best results and client comfort throughout treatment
4. Press start/stop button to begin the treatment
5. Work on half of the face at a time to ensure even distribution of treatment. The treatment should be performed for approx. 20 minutes. All moves are held for three seconds and repeated three times



Base of neck scooping up to mid neck



Mid neck scooping up to top of neck



Top of neck scooping up to beneath chin - use jaw as anchor



Full neck sweep and anchor from base of neck to jaw



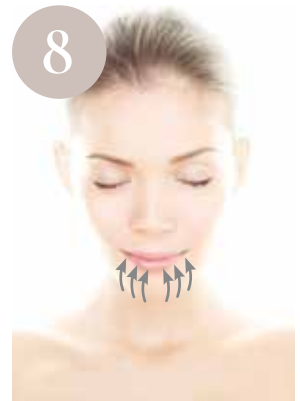
Anchor from beneath jaw to beneath cheek bone



Glide inwards across cheek. Scoop outwards towards temple



Twist along nasal labial and marionette



Pull from beneath jaw to beneath bottom lip



Glide over brow and scoop outwards up towards temple



Gently glide under eye and scoop and lift outward to temple



Brow lifting - from beneath brow pulling to above brow



Pull from eyebrows to hairline in upward movements

Electroporation instructions

1. Select the handpiece mode intended to use for the treatment
2. Apply Carlton Professional ampoule (or concentrate) and or moisturiser to the area to be treated
3. Select the treatment level appropriate for your skin type. The client will not feel much sensation from this current, however it is still necessary to work according to client tolerance
4. Press start/stop button to begin treatment and work evenly over the face and neck until all the product is absorbed

You may use any active ampoules or skincare e.g. collagens, vitamins, hyaluronic etc.

You must avoid Vitamin A and its derivatives (retinol) as they will cause irritation.

Electroporation with mask

Included with the Meso Lift Pro is an occlusive mask, which is impregnated with active ingredients – this is designed for the Electroporation setting.

The mask is a soft black film which comes in a sealed vacuum package. When the backing is peeled away, the mask takes on a film-like quality which contours itself to the face and neck upon application. The eyes, mouth and nose are left clear, so the treatment is comfortable for the client.

1. The Electroporation electrode (handpiece) is removed from the machine and the plug and leads for the occlusive mask are plugged in. This consists of a single plug and lead, with four additional leads attached, which are then in turn attached to the mask by tiny crocodile clips
2. The crocodile clips should not be in touch with the skin whilst passing current
3. The electroporation setting is then selected on the machine and current set according to client tolerance. The current is passed across the mask, and a slight sensation is felt all over the skin whilst the active ingredients penetrate the skin. You may use any active ampoules or skincare e.g. collagens, vitamins, hyaluronic etc.



Fit the mask then connect the mask leads as above – leave in place for 15-20 minutes



How to sell the treatment

- ✔ For best results courses should be taken in twelve sessions, every 5 days. For the purposes of pricing, you wouldn't treat for any longer than 30 minutes in a session, and then add time, depending on which treatments/products you team it with
- ✔ So that you can be commercially attractive to all budgets, we would generally recommend you also offer shorter courses. We also suggest an introductory offer to get clients in for that first treatment, giving you the opportunity to upsell a course to them
- ✔ Offer courses of 6 and 12.
Offer 4 for the price of 3 as a one off "try me" promotion
- ✔ Create a Meso Lift Pro Facial as per procedure taught
- ✔ Create a Meso Lift Pro Deluxe as an extended procedure with added massage, Occlusive mask, and ampoule
- ✔ Create a bespoke facial with added electrical treatments, masks, ampoules, serums. Tier the facial, Platinum, Gold and Silver - price accordingly
- ✔ Combine with our RF Pro machine for the ultimate electrical anti-ageing treatment

