

EPILATION

REFERENCE MANUAL

carlton. professional

Setting the standard in electrotherapy equipment



This neat unit is designed for use
Short wave diathermy for the
permanent removal of unwanted hair

Includes:

1x CC 10 / C plain needle holder

1x CC 13 footswitch

1x Epilation forceps

1 Box (50) Carlton Professional disposable needles


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.



Understanding Hair Growth

There are 3 basic stages to hair growth.

Anagen - active growing

Catagen - transitional

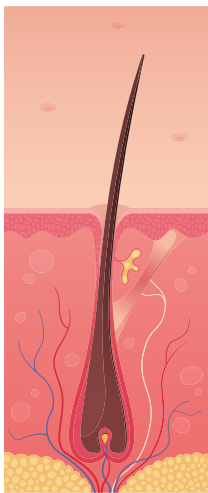
Telogen - shedding/resting.

Luckily for us, all three stages are happening simultaneously, but at different times. The average human should lose between 40-120 hairs per day. The average loss begins to increase with age and most people who are “mature” will lose between 80-150 hairs per day.

For an electrolysis treatment to be effective, we need to treat the hair in its Anagen phase.

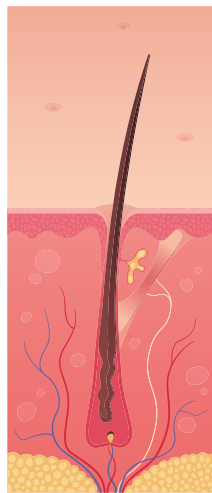
The three stages of hair growth

ANAGEN STAGE:
Active growing



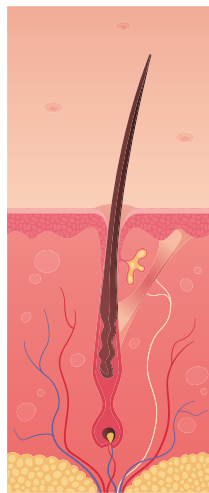
Can last between 2 and 10 years with a rate of 1/4 to 1/2 inch per month- this is the stage most of us notice and are concerned with. 80% of the hairs on our bodies are in this stage.

CATAGEN STAGE
Transition



Root sheath begins to loosen, hair is being readied to shed. Another hair is beginning to form deep below the skin to help push the Anagen hair out. 10% of our hair is in this stage.

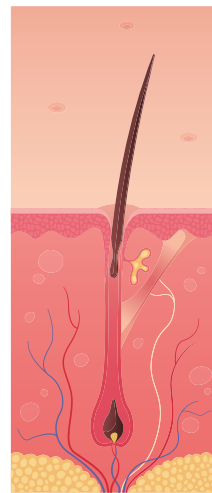
TELOGEN STAGE-
Resting



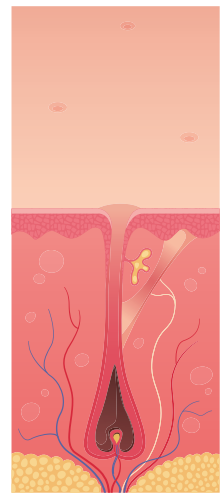
The root sheath that holds the hair into the follicle has completely loosened and is no longer attached. The hair is just waiting for the opportunity to fall out or be shed. A shower, brushing your hair or combing your fingers through may be enough to pull out this hair and make way for the new hair waiting to emerge.

10% of our hair is in this stage.

TELOGEN STAGE
Shedding



EARLY ANAGEN
Active growing



Follicle returns to growing stage

How does blend epilation work?

Blend electrolysis was designed to enable the therapist to offer bespoke treatments in hair removal.

Carlton epilation system offers 3 methods of hair removal: Short Wave Diathermy, Galvanic and Short Wave Diathermy & Galvanic (AKA: Blend)

Galvanic

This uses a direct current to enable the production of lye. Lye is a destructive chemical, and destroys/decomposes the tissues surrounding the hair. Because it is a destructive chemical there is a risk of scarring if there is too much lye produced. It is a painful and long process, but there is less regrowth with this method.

Suitable for coarser hair, strong hair, Afro Caribbean hair, and distorted follicles.

Short Wave Diathermy (SWD)

This uses a rapid oscillating alternating current (The same used in high frequency). This method uses heat to cauterise the blood supplied to the hair via the dermal papilla. It is quicker than galvanic alone, but there is more regrowth with this method.

This is ideal for finer vellus hair and shallow follicles.

Not suitable for deep or distorted follicles.

Blend

This is a combination of Galvanic and Short wave diathermy. The client benefits from the heat of the current from SWD, and the lye from galvanic. The heat from SWD warms the lye, and accelerates the chemical reaction of decomposition.

It is excellent for a bespoke treatment.

It is quicker than galvanic on its own.

It is more comfortable than galvanic or SWD on their own.

It is suitable for all hair types, and for distorted follicles.



Back in the 19th Century, Dr Mickel treated his client's ingrown eyelashes with a wet battery and a darning needle! This was an early form of galvanic used for electrolysis.

1924 Dr Henri Bordier started using Short Wave Diathermy in electrolysis, and it became widely used shortly after this.

1945, 2 electrolygists (Henri St Pierre and Arthur Hinkel) used galvanic and short wave diathermy together, and patented this blended method.



Application

Recommended treatment areas

Face

Eyebrows

Legs/arms

Bikini area

Back/shoulders

Benefits

Permanently removes unwanted hair

Minimal discomfort for clients

Suitable for men and women

Suitable for all hair types

Inhibits new hair growth

Can be used anywhere on the body

Contra-indications

Electronic Implants
(Pacemakers)

Haemophilia

HIV or Hepatitis

Epilepsy

Malignant lesions

Recent scar tissue (Wait 12 months)

Cuts & abrasions

Warts & moles

Heart valve disorders

Viral infections (e.g. Herpes Simplex)

Bacterial Infections (eg Impetigo)

Infestations (eg Scabies)

Contagious diseases or disorders

Severe stress or anxiety

Loss of tactile sensation

Hyper/Hypo pigmentation

Keloid scarring

First 3 months of pregnancy

Below neck area during pregnancy
Pregnancy and/or breastfeeding

The following contraindicate treatment only if these appear in the area being treated:

Skin Cancer

Psoriasis, eczema, dermatitis

Acne

Varicose veins

Metal pins or plates

Seek medical approval for:

Lupus

Emphysema

Asthma

Hiatus Hernia

Endocrine Disorders

Hormone Imbalances

Moles

Pigmented Naevi

Heart Problems

Pregnancy

Clients under 16

Additionally, these may temporarily prevent electrolysis from being carried out. If in doubt, don't treat and get a Doctor's approval:

Glycolic Peels

Microdermabrasion

Laser

Semi-Permanent Makeup

Tattoos



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.

BENDING THE NEEDLE: Distortion of the metal means the current will not flow evenly. May cause a burn to the client. Should be replaced immediately.

BLANCHING THE SKIN: Inappropriate use of SWD on darker skins, too high current intensity, or too shallow insertion. Stop, and apply cold compress.

BLOOD SPOTTING: Incorrect insertion. Apply pressure with cotton wool.

ERYTHEMA & OEDEMA: Normal to some extent & all clients are different. If excessive, space out insertions, shorter treatment times, and cool water compress can all help.

BRUISING: Blue or Black bruising during or after treatment could show inaccurate and too deep probing which pierces or damages capillaries. Possibly too firm a stretch and/or too large a probe. Cold compress.

WEeping FOLLICLES: Too much Galvanic. Cold compress. 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.



Be aware of the causes of discomfort

- Poorly motivated clients
- Age – Younger clients may find it more uncomfortable
- Sensitive body areas
- Too long a treatment, given too soon
- Poor insertion
- Inflamed skin (reworking the same area)
- Too small a needle
- Changes to individual sensitivity (tired, headache, stress etc)
- Nervousness
- Menstruation
- Hairs requiring high current or dry, sensitive skin



Know how to ease discomfort

- Always appear as a confident and professional therapist
- Motivate the client
- Create a relaxed and comfortable atmosphere
- Choice of treatment to suit client
- Use the minimum effective current
- Apply topical anaesthetics
- Use the Pre-Warm function on the UltraBlend
- Acclimatise the client - Start with less sensitive areas
- Concentrated treatments (Rather than jumping areas)
- Apply finger pressure as a distraction or use aromatherapy or music etc
- Apply ice packs to cool and numb
- Offer aftercare products to reduce Erythema

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 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





Epliation

instructions and care guidance



Recommended treatment routines

GALVANIC TREATMENT

Starting recommendations (New client):

Intensity: 0.3mA

Timer: 10 seconds

Turn up the timer before turning up the intensity OR
Turn up intensity to 0.4mA & leave timer

Select to use galvanic on it's own.

Put the red lead into the indifferent electrode, and give this to the client to hold.

Plug the other end into the red outlet on the machine.

Plug in your needle holder (and footswitch, if using).

The Indifferent Electrode will have a positive charge.

The needle in the holder will give a negative charge.

Under a negative charge, LYE is produced which will destruct the inside of the follicle.

The unit will beep when the time has elapsed, and the therapist must then take her finger off the switch.

Only probe once with galvanic.

Use the treat & leave method, OR give a blast of SWD afterwards, if the hair is still immovable.

SHORT WAVE DIATHERMY TREATMENT

Starting recommendations (New client):

Intensity: 30%

Timer: 2 seconds

Only probe a maximum of 3 times.

Less than 30% is usually ineffective, but if it's too strong, turn intensity down, and probe for longer

RF = Short Wave Diathermy = Amber

Select to use SWD on it's own.

The intensity dial is set as a percentage of power.

NO NEED FOR AN INDIFFERENT ELECTRODE.

Just plug in your needle holder (and foot switch, if using).

The timer cannot be used with RF, so it's important that the therapist counts regularly, and removes her finger from the switch before removing the probe from the follicle. Failure to do so can result in scarring the follicle.



When using the unit, the therapist must use a plain needle holder and a footswitch, OR a switched needle holder. A foot switch and a switched needle holder will not work together!

DC = Direct Current = Galvanic (Lye)

RF = Radio Frequency = Short Wave Diathermy (Heat)

BLEND = Galvanic & Short Wave Diathermy together

PRE-WARM = 2 seconds of SWD on it's own before Blend settings.

If the machine beeps before the selected time is up, this is probably because the therapist has moved her finger / foot, or the client has moved her hand from the indifferent electrode.

If this happens and the START button is pressed again the machine will default to the time set at the start of the treatment. Therefore we recommend the therapist makes a note of the time lapsed and make allowances when restarting.

BLEND TREATMENT

Starting recommendations (New client):

Intensity: RF (SWD) 25% and DC (Galvanic) 0.3mA

Timer: 5 seconds

Only probe a maximum of 3 times

Less than 30% is usually ineffective, but if it's too strong, turn intensity down, and probe for longer

Select Blend (Galvanic & SWD = Blue).

When choosing Blend, Pre-Warm is automatically selected.

The client holds the indifferent electrode, attached to the read lead, plugged into the red outlet.

The unit will beep at the end of the time elapsed.

The therapist must remove her finger before removing the probe.

Only probe once with blend.

Use the treat and leave method, or blast with SWD on the second probe

IANAPHORESIS

This is used before an electrolysis treatment to prepare the area.

It opens the pores, increases circulation, and irritates nerve endings. This is always done on a negative polarity. (Like Desincrustation)

The red lead goes into the indifferent electrode, which the client holds. It is plugged into the RED (+) outlet.

The yellow lead goes into the negative YELLOW (-) outlet, and is attached to the twin ball electrode.

Use a Pre-Epilation gel.

Select just Galvanic on the unit (With red DC button)

Set the timer to "constant" (Keep turning the dial right round).

With the twin ball electrode in contact with the client's skin, turn the intensity to 0.3mA Maximum

Move electrodes over the area for 2 – 3 minutes.

Turn the intensity down before removing the electrode from the skin.

CATAPHORESIS

This is used after the treatment, to soothe and calm the area.

It reduces Erythema and restores the skin's pH balance. (Like Lonto) This is always done on a positive polarity.

The yellow lead goes into the indifferent electrode, which the client holds. It is plugged into the YELLOW (-) outlet.

The red lead goes into the roller ball electrode, and is plugged into the RED (+) outlet.

Use a Post Epilation Soothing Gel

Select just Galvanic on the unit (With red DC button)

Set the timer to "constant" (Keep turning the dial right round).

With the twin ball electrode in contact with the client's skin, turn the intensity to 0.3mA Maximum

Move the electrodes over the area for 2 – 3 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
