

# RF FACE

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## REFERENCE MANUAL

**carlton.** professional

Setting the standard in electrotherapy equipment



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

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# 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

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

## **Carlton** quality in product manufacturing

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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

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Education and support from dedicated training professionals.

Access to first rate training materials and literature.

Additional online support offered via interactive website

## **Carlton** pricing

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

## Support for your **Carlton** business

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Regular newsletters.

Access to a dedicated business website.

Advice on your salon via our consultation service.

## **Carlton** promotional strategies & marketing materials

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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.

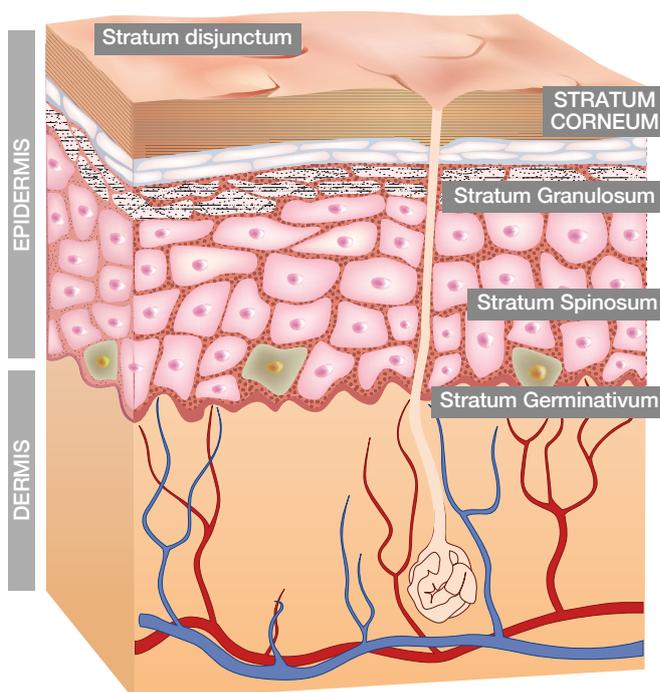
**Stratum Spinosum**– This is where the first stage of keratinisation takes place. Cells are pushed up from the Stratum Germinativum and begin to flatten slightly then start to synthesis keratin. This layer is also known as the prickle cell layer. Lipids are present in this layer; these lipids create 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.

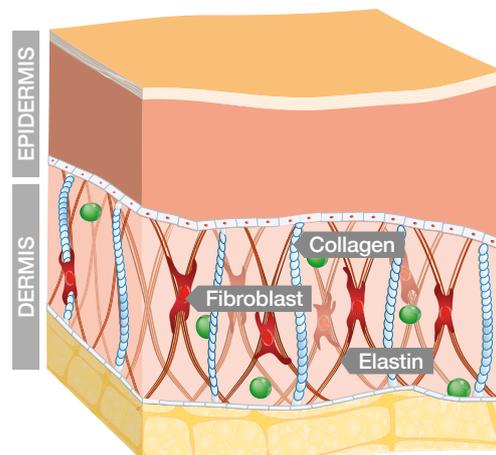
The proteins **collagen and elastin** are found in both layers of the dermis, but both have different effects on the body –

**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.





# Radio Frequency

RF is a treatment that delivers gentle heat, deep into the dermis at approx. 38- 41°C.

The treatment head has four metal contact points that touch the client's skin - these alternate from positive to negative current (approximately 800,000 times per second). The cells try to line up with this very fast, alternating current. Think of it like an exercise class in the dermis! This excess heat stimulates cells, which in turn makes them produce collagen and elastin within a faster cell renewal cycle.

Results are subtle and very natural looking. A stronger definition to the face can be achieved, lines and wrinkles are softened, and skin is smoother.

The RF Face offers a treatment which works on the elastin and collagen fibres in the skin causing a shortening and tightening effect which gives an overall toning effect on the skin.

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It's a simple, yet effective treatment to administer.

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A treatment takes approx. 20 - 30 minutes, making it commercially attractive.

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This miracle treatment is the perfect transition from Salon/Spa to the world of aesthetics!

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# Application

## Recommended treatment areas

Face, Neck and Décolletage

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Double chin

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Jaw line/Jowls

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Under eye area

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Brow lift

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Nasal labial folds

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Marionette lines

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Frown Lines/Crows Feet

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Cheeks

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## Benefits

RF works on the skin to shorten and tighten Collagen and Elastin fibres. It penetrates deep into the skin stimulating dormant fibroblasts to produce Collagen. The treatment works two fold, giving an immediate tightening and smoothing of the skin. It also has an accumulative effect making the skin work more efficiently in the deeper layers so that the condition and appearance of the skin improves as the skin regenerates over the coming weeks.

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The vacuum suction application built into the RF Face hand piece can be used to drain away any toxins produced by treatments. The hand piece also contains Chroma/light therapy to enhance treatments.

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Achieves incredible results, varying from just one treatment to a full course!

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# 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 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





# RF Face

## instructions and care guidance



RF On/Off

RF Intensity  
Settings +/-

Vacuum On/Off

Vacuum Intensity Settings +/-

Vacuum Mode Settings

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hand piece



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hand piece



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hand piece



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hand piece





# RF Face treatment instructions

1. Assess the client's skin type and cleanse and tone their skin with an appropriate product.

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2. Apply a single pump of RF8 Contact Lotion to the clients face.

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3. Select the treatment level appropriate for the 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.

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4. Select the vacuum suction setting and mode. Protocols can be found in the Manual.

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5. Press start/stop button to begin the treatment. The radio frequency, chromatherapy and vacuum will run simultaneously

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6. Using the application techniques shown on page 15, work on half of the face at a time to ensure even distribution of treatment. Apply in a rhythmical manner, allowing the warmth to build in the tissues ... the client should experience a comfortable warmth, not heat. Client feedback should be sought throughout the treatment. The treatment should be performed for approx. 20 - 30 minutes. All moves are held for three seconds and repeated three times

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7. Use the Contact Lotion left on the skin to provide a lifting massage. Once complete tone to remove residue.

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8. Apply a nourishing anti-ageing mask to the skin.

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9. Remove mask and apply suitable mosituriser with SPF to complete the treatment.

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## Results

After a course of treatments, the client will see tighter, firmer looking skin with improved skin tone, texture and elasticity.

There will be visible lift and definition.

It is a non-invasive treatment but has fantastic results.

Most clients will see results after one session but for long lasting results clients will need to commit to a course .

# RF Pro application technique



1 Base of neck scooping up to mid neck



2 Mid neck scooping up to top of neck



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



4 Full neck sweep and anchor from base of neck to jaw



5 Anchor from beneath jaw to beneath cheek bone



6 Glide inwards across cheek. Scoop outwards towards temple



7 Twist along nasal labial and marionette



8 Pull from beneath jaw to beneath bottom lip



9 Glide over brow and scoop outwards up towards temple



10 Gently glide under eye and scoop and lift outward to temple



11 Brow lifting - from beneath brow pulling to above brow



12 Pull from eyebrows to hairline in upward movements



# How to sell the treatment

- ✔ For best results treatment should be recommended once or twice a week (with 5 days in between treatments). A course of 8-10 treatments is recommended (depending on age and skin condition) Monthly maintenance thereafter is recommended
- ✔ 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 8 and 16.  
Offer 4 for the price of 3 as a one off “try me” promotion
- ✔ Create a RF Facial as per procedure taught
- ✔ Create a Deluxe package as an extended procedure with added Meso Lift, Facial or Body Galvanic
- ✔ Create a bespoke facial with added electrical treatments, masks, ampoules, serums. Tier the facial, Platinum, Gold and Silver - price accordingly.



## Additional treatments

Other facial treatments can be used alongside the RF to compliment the effect of the facial.

A maintenance programme of one facial a month can be prescribed, alternatively the client could have another course later in the year.

**Meso Lift Pro** – Treat the underlying muscles with microcurrent to tighten and tone after treating the dermis with Radio Frequency to firm the skin and reduce lines and wrinkles. Finishing with electroporation and active ampoules

**Facial Galvanic** – Deep clean the epidermis with desincrustation firm the dermis with Radio Frequency then nourish the epidermis with iontophoresis

**Facial or Body Faradic**  
Exercise the muscles and firm with Faradic, and use the Radio Frequency afterwards to firm the skin, while the vacuum suction drains toxins and lactic acid away

