

# BODY GALVANIC

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## REFERENCE MANUAL

**carlton.** professional

Setting the standard in electrotherapy equipment



The Body Galvanic is a comprehensive multi-outlet unit for all professional treatments. It is designed to provide a deep cleansing treatment (Desincrustation) and a deep penetration of products (Iontophoresis).

Includes:

1 Set of elasticated body straps

8x 100mm electrode pads

4x 1700mm connecting leads

8x 120mm sponge pouches

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.

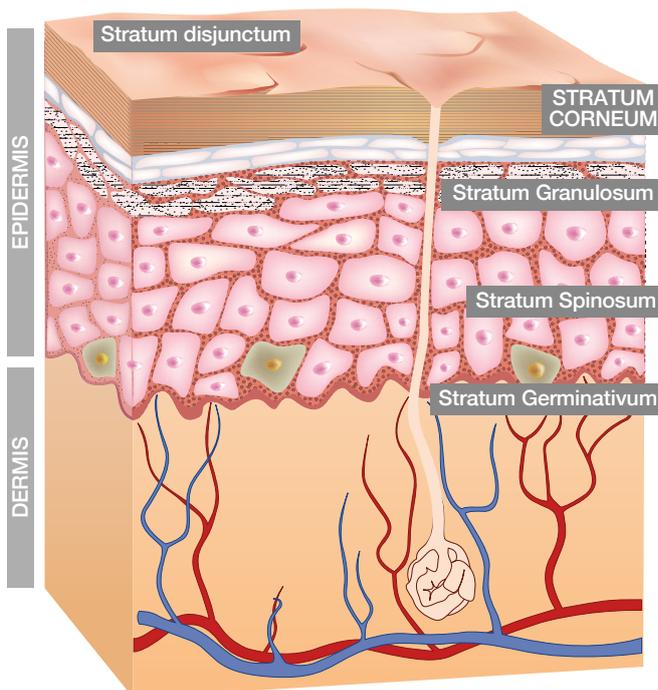
**Stratum Spinosum**– This is where the first stage of keratinisation takes place. Cells are pushed up from the Stratum Germinativum and begin to flatten slightly then start to synthesis keratin. This layer is also known as the prickle cell layer. Lipids are present in this layer; these lipids create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

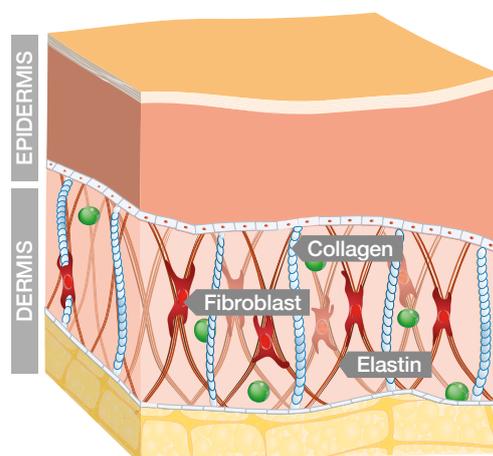
The proteins **collagen and elastin** are found in both layers of the dermis, but both have different effects on the body –

**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.





# The basics of Galvanic

Galvanic machines use a smooth-flowing Direct Current to perform a deep cleansing treatment, called Galvanic Desincrustation. The galvanic process is also particularly effective at increasing the penetration of products into the skin, this is known as Galvanic Iontophoresis. Both Galvanic processes are suitable for all skin types as the timings and intensities of the current used can be adjusted to suit the individual.

This electrical therapy is extremely safe, painless, integrates easily to optimize other protocols, and delivers dynamic, long-lasting results for every skin concern.

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Advanced technology to penetrate skin specific complexes deep into the skin, providing long lasting results and radically improves key skin concerns.

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The current penetrates the Dermis and the epidermis, into the subcutaneous fat layer, in order to break down fatty deposits, and to improve the appearance of cellulite”

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It works by repelling a product into the skin, which is designed to break down cellulite.

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# Galvanic treatment and cellulite

Cellulite is not necessarily an excess of fat. Cellulite is a change in the fatty tissues. It has more water content than other fatty areas. There are 3 types of cellulite:

## **Tonic/Compact:**

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This is superficial, and the flesh must be squeezed for it to be seen. It is typically found in sports people, and those who are fairly fit, with little body fat. Usually this is genetic.

## **Soft:**

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This type of cellulite produces dimpling whilst standing, and with no excess external pressure. It is still fairly superficial, and not a major condition. It commonly appears on the thighs, buttocks, abs, and upper arms. This is the most common form of cellulite, usually due to poor lifestyle.

## **Oedema:**

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As the name suggests, this is fluid based cellulite. It results in puffy areas as the hard fat “floats” under the skin’s surface. It is cold to touch, due to the lack of circulation, and very painful. It commonly occurs around the hips, thighs and knees.

**Cellulite can be caused by genes, diet, lack of exercise, stress, and not enough water, as well as too many toxins in the body.**



A Body Galvanic treatment does not get rid of cellulite!! But it does help to improve the appearance of it.

For ideal results a client must combine a course of treatments with a sensible eating plan, drinking the recommended 2 litres of water a day, use of appropriate creams/gels, and exercising.

This treatment is not a quick fix.



# Application

## Recommended treatment areas

Legs/Arms

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Stomach

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Buttocks

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Back

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## Benefits

Opens the pores

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Creates an alkali on the skin

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Increases circulation

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Irritates nerve endings

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Aids desquamation

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Aids vasodilation

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Moves lymph (Very important)

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Improves the cellular metabolism

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Improves skin condition

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# Contra-indications

Heart Conditions.

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Pacemakers.

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Very high blood pressure.

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Metal in the area.

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Hyper-sensitive skin.

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Skin diseases and infections.

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Cuts, abrasions and bruises.

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Diabetics and epileptics.

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Pregnancy.

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Recent operations/scar tissue.

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Varicose veins.

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Oedema.

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## **Never treat**

The kidney area.

Bony areas.

Breasts.

Sciatic nerve.

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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

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Erythema (Redness)

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Warm, or what appears to be over-sensitised skin

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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

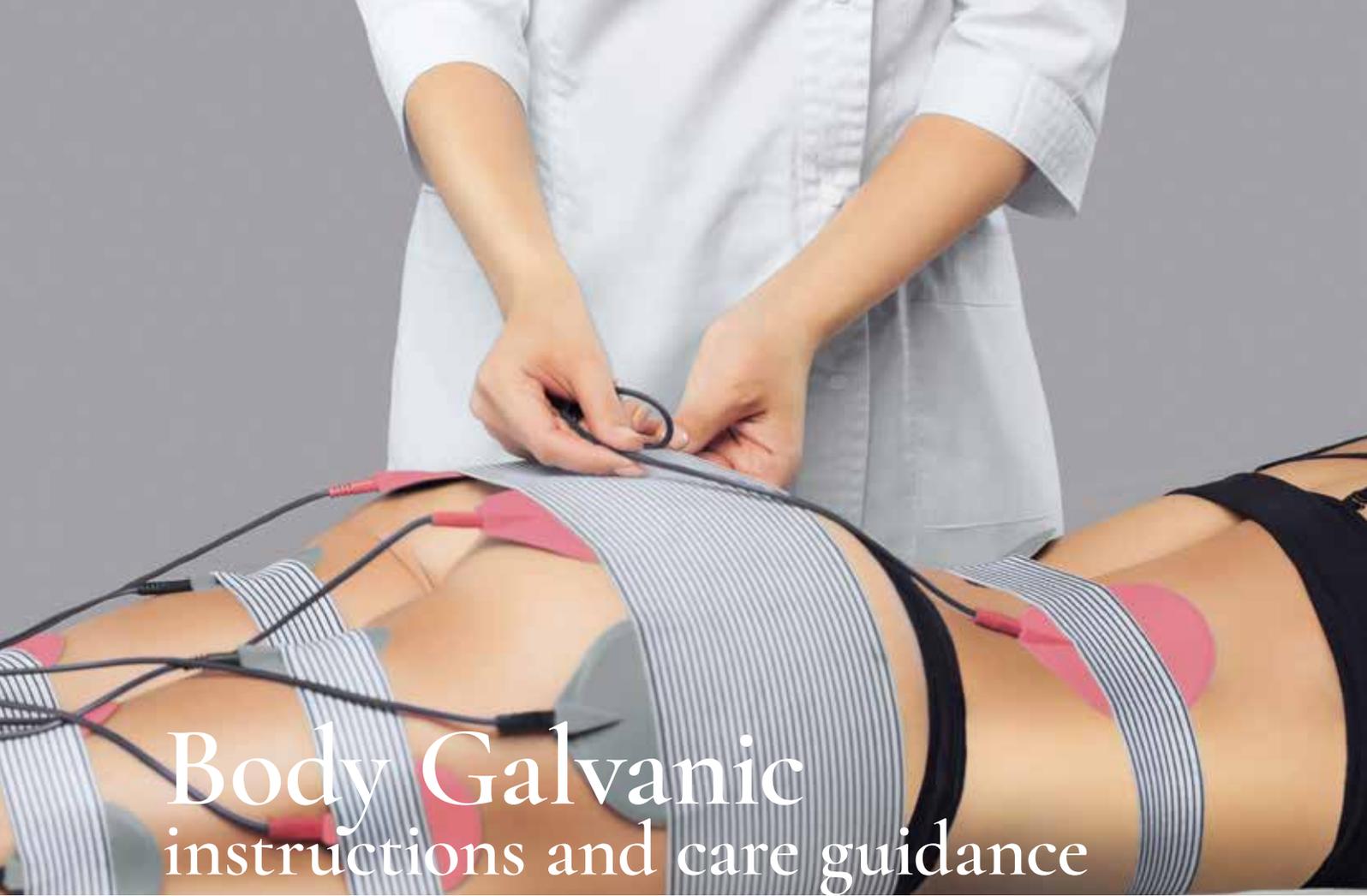


Clients should adhere to a strict skincare regime for best results, and use a regular collagen inducing/hydration inducing medium such as hyaluronic /collagen serums



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





# Body Galvanic instructions and care guidance



# Treatment set up and procedure

Galvanic skin treatment is rooted in 'galvanism' discovered by Luigi Galvani, which shows the effects of electricity on muscle tissue. The principle of galvanism indicates that 'charged ions in the skin are either attracted or repelled from the electrodes, resulting in certain chemical effects'. Based on that principle, the treatment works by penetrating active ingredients into the subcutaneous tissues of the skin with the help of the direct galvanic current.



## The Treatment:

1. Cleanse, or wipe the area being treated with a hot towel to remove debris, moisturising lotions, fake tans, etc, which may interfere with conductivity.
2. Soak the sponge pads in water, insert grey pads, with black carbon side facing the sponge. Attach the mini plug leads to the electrodes.
3. Open a Carlton Professional Cell Complex Ampoule and massage into the problem areas. Apply the Carlton Professional Anti Cellulite Gel to the wet sponge pad of the active cathode electrode (4 Black miniplugs).
4. Place these black pads on the problem areas (Where the cellulite is present) The matching red positive anode electrodes are placed opposite.
5. Place the straps one at the bottom of the sponge and one at the top, so the pad is totally flat against the skin and covered. The pads must not touch, or be over any bony areas.
6. Ensure the polarity of the black plugs is set to negative!!
7. When the client is padded up, turn up the intensity on each set of pads separately...
8. MAX INTENSITY IS 3.0mA...  
Turn this up until the client can feel it and then back down again.
9. Leave 17 mins, turn intensities down, reverse polarity, and turn back up for 3 mins.



**There is no timer on the Body Galvanic Machine!!!!**



## The Machine

The unit has 4 outlets for 4 pairs of pads, so it is only possible to treat 4 areas at a time.

### Legs

Uses all pads Inside and outside of both legs

### Buttocks and Hips

4 pads on each area

### Abdominals and Arms

4 pads on each area

## Set Up:

1 Carlton Professional Body Galvanic Machine

8 Leads

8 Grey Rubber and Carbon Pads\*

8 Square Sponge Pouches (Damp with warm water or saline)

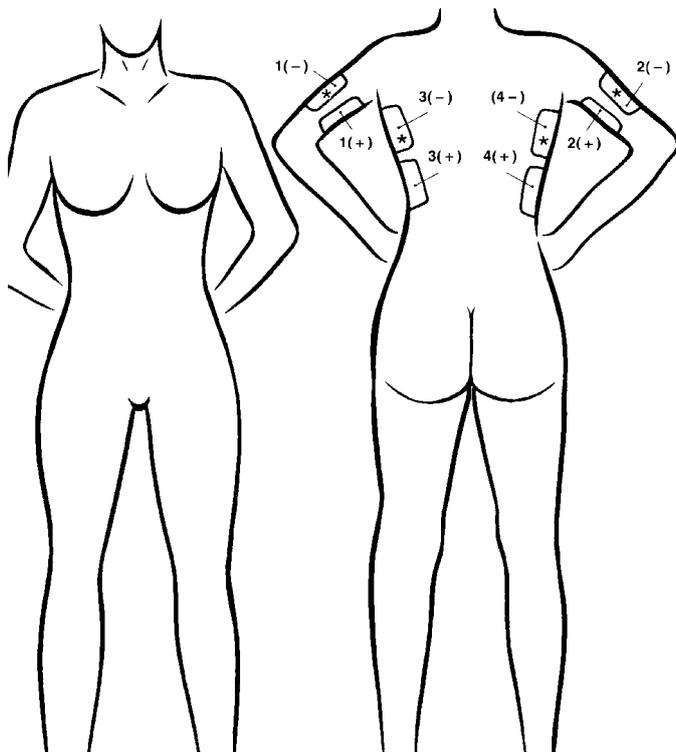
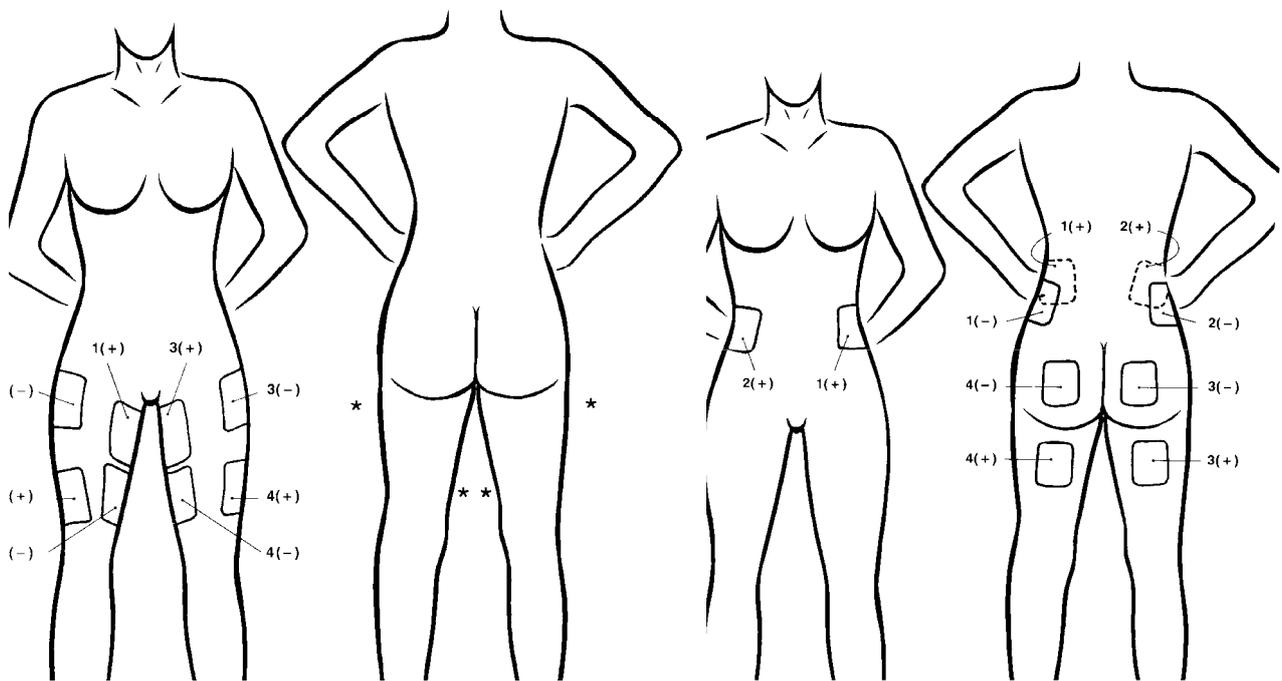
6-8 Elasticated Body Straps

## Products:

Carlton Professional Galvanic Anti Cellulite Gel

Carlton Professional Cell Complex Ampoule (If available)

*\*Although the machine is supplied with grey pads, the black or red pads supplied with the faradic machine will work just as well, the colour is the only difference.*



### TIPS FOR PADDING UP SUCCESSFULLY

Never pad up directly over any bony areas (Hips, knees etc).

Ensure the current travels the shortest distance possible.

Don't pad up diagonally; place pads directly opposite or next to one another.

Don't overlap pads; ensure they are lying completely flat against the skin.

Ensure all 4 corners of the pad are flat to the skin. This usually means one strap

for the top edges of the pad, and one strap for the bottom edges.



## HOW TO AVOID A GALVANIC BURN

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Ensure the area is clean beforehand, as ingredients in moisturisers and fake tans may react with the current or other products.

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Ensure the pads and the pouches are not damaged Even the slightest crack can result in a galvanic burn. Don't scrunch sponge pouches; cracks will develop.

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After washing pads, ensure all residue of soap, detergent, sterilising fluid, product, and chemicals from the previous treatment are COMPLETELY removed. Soak the pads in CLEAN water before leaving to air dry.

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Ensure the lead is firmly inserted into the pad.

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Ensure the carbon side of the pad is against the sponge.

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Ensure the sponge is damp with water or a saline solution.

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Ensure the sponge is totally flat against the skin.

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Ensure there is enough product on the pad, and also on the skin.

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Ensure the machine is switched to the correct polarity, and that it correctly corresponds to the gel being used.

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NEVER leave your client alone during the treatment.

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Never turn the intensity above 3.0mA

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Never let the time run on longer than 20 minutes

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Most importantly, always communicate with your client!!

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## Recommendations

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It is always recommended to follow a body galvanic treatment with another treatment to get rid of lymphatic waste, either:

- \*Manual Massage
- \*G5 Effleurage
- \*Light Vacuum Suction
- \*Body Faradic

A course of 10 – 12 treatments is recommended, 2 treatments a week, with 24 – 48 hours in between.

A minimum of monthly maintenance is also recommended once the required results have been achieved.



# 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

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- ✔ 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

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- ✔ Offer courses of 6 and 12.  
Offer 4 for the price of 3 as a one off "try me" promotion

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- ✔ Create a Deluxe option as an extended procedure with added massage, mask and ampoule

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- ✔ Create a bespoke treatment with added electrical treatments, masks, ampoules, serums. Tier the treatment, Platinum, Gold and Silver - price accordingly

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- ✔ Combine with our RF Pro machine for the ultimate electrical anti-ageing treatment

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