

# ULTRA VISAGE

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## REFERENCE MANUAL

**carlton.** professional

Setting the standard in electrotherapy equipment



The UltraVisage™ is a low frequency, Microcurrent mains operated electronic unit. Its specially designed programme uses pre-set, timed variable wave forms to complete the treatment.

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.

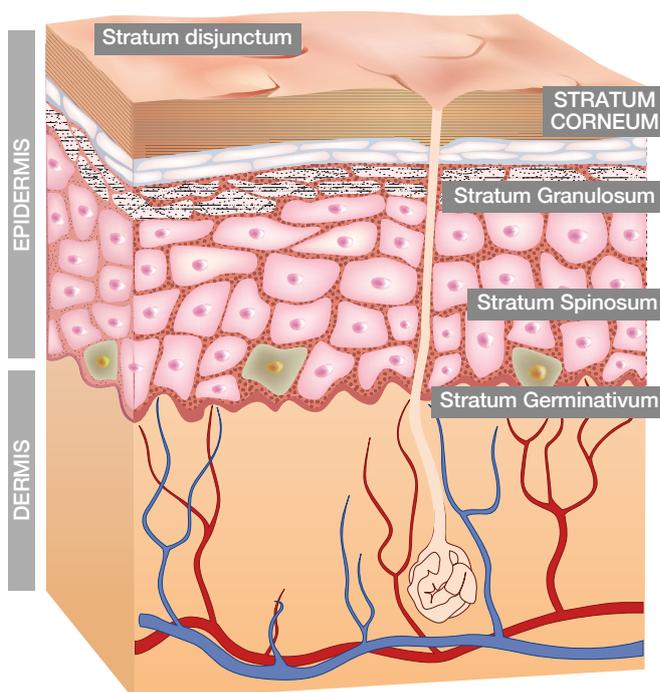
**Stratum Spinosum**– This is where the first stage of keratinisation takes place. Cells are pushed up from the Stratum Germinativum and begin to flatten slightly then start to synthesis keratin. This layer is also known as the prickle cell layer. Lipids are present in this layer; these lipids create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

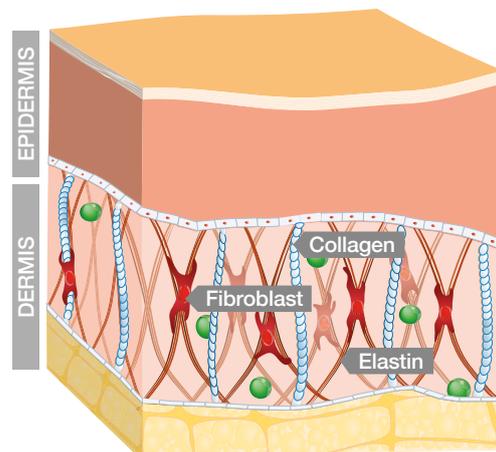
The proteins **collagen and elastin** are found in both layers of the dermis, but both have different effects on the body –

**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.





# Microcurrent

Microcurrent is a tiny amount of current used to stimulate individual muscle fibres, which causes contraction deep in the belly of the muscle. It delivers a highly effective treatment, with minimal sensation.

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.

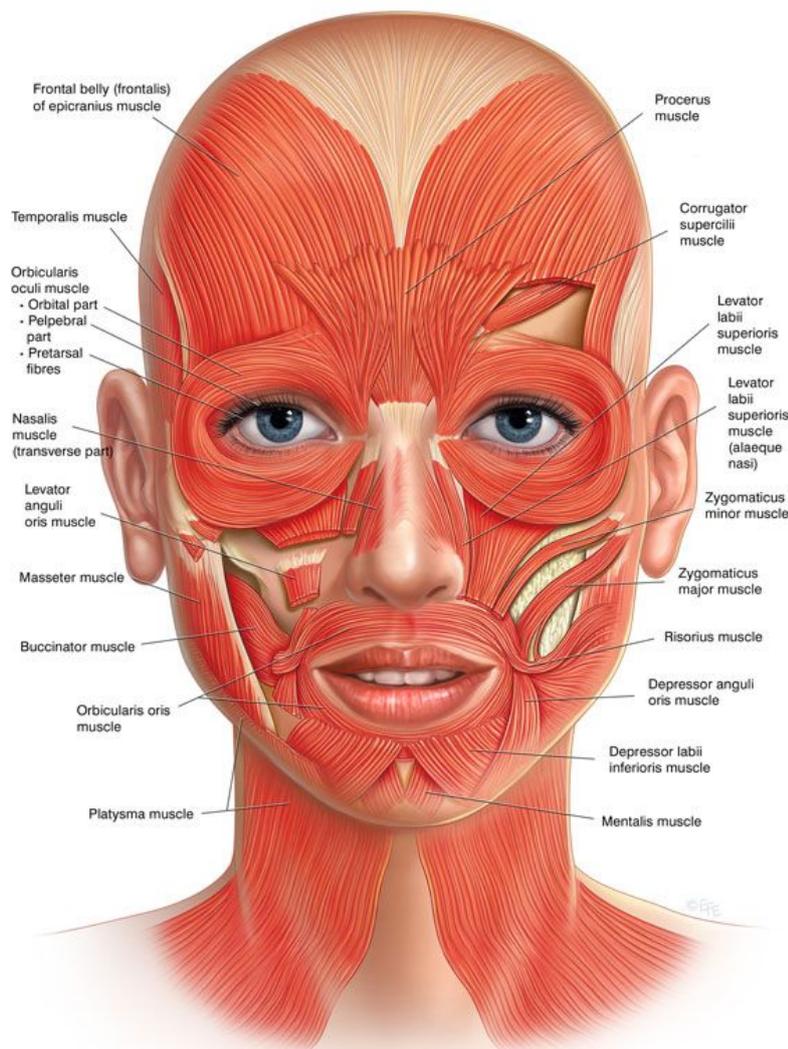
It can shorten or relax muscle fibres, thereby lifting sagging muscles of the jaw, neck and face.

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.

Reducing and smoothing the fine lines and wrinkles.

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



## Frequency Explained

Frequency is measured in HERTZ (HZ).

One Hz means a current is oscillating up and down ONCE per second.

250'000Hz means a current is oscillating up and down 250'000 times per second!

The higher the Hz setting, the more times a current has to go up and down per second. Therefore it limits the depth to which the current can reach into the tissues.

The HIGHER the Hz, the more SUPERFICIAL the treatment will be.

**The LOWER the Hz, the DEEPER the treatment will be.**

For most of **Ultra Visage** treatments an Alternating, Interrupted Galvanic Current is used.

This method stimulates nerve endings, circulation and muscle fibres and confuses the muscle fibres, and causes contractions

The **Ultra Visage** uses a “Traffic Light System” to allow the therapist to determine what type of current is being used at each phase:



Means “Stop”.

**Only present on the Standby phase.**

No current is passing through the electrodes.



Means “Stop and THINK”.

Think about which electrode is working over the face, and which is held in place. **RED stays still. Black moves.**

Amber lights display on CLEANSE, IONTO & PH BALANCE phases. Smooth-Flowing Galvanic Current



Green for GO!

You have “the green light” to **move red or black as you wish**. Both are doing the same thing.

Green lights display on Circulation, Drainage, Lifting 1 and Lifting 2. Alternating, Interrupted Galvanic Current



# Application

## Recommended treatment areas

Face, neck and décolletage

Double chin/Jaw line/Jowls

Eye area and brow lift

Nasal labial folds

Marionette lines

Cheeks

Bust Contouring

Upper Arm Contouring

## 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

# 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



# Ultra Visage instructions and care guidance



# Ultra Visage Programme sequence

-  CLEANSE  
3 minutes | Galvanic | Desincrustation
-  CIRCULATION  
10 minutes | 50Hz | Rectangular Wave Form
-  DRAINAGE  
10 minutes | 150Hz | Sine Wave Form
-  LIFTING 1  
15 minutes | 10Hz | Triangular Wave Form
-  LIFTING 2  
15 minutes | 1Hz | Square Wave Form
-  IONTO  
5 minutes | Galvanic | Iontophoresis.
-  pH BALANCE  
2 minutes | Reversal of Polarity



The Ultra Visage has been designed to offer the therapist the most effective treatment, with minimal adjustments to the machine.

The Ultra Visage is pre-programmed for the optimum results. The programme will follow on automatically, phase by phase.

This will deliver a 60 minute treatment. It is not recommended that you skip, or repeat any phase. The Ultra Visage is designed to give the ultimate in anti-ageing facial care, and provides a complete skin and muscle preparation, as well as targeted skin care.

For the duration of most facials, leave the intensity dial at HALFWAY, unless this is uncomfortable for your client, in which case, turn it to a comfortable level.

Intensity may be turned up gradually, during Lifting 2 only.



**NEVER use the dial at maximum on the face!!!**

The maximum setting is for the body only, using it on the face may cause strained muscles, and client discomfort.

# Ultra Visage treatment routines

1

CLEANSE: 3 Minutes

PRODUCTS:  
Desincrustation Gel

ELECTRODES:  
Cleanse Electrodes with  
sponges

MOVEMENTS:  
RED electrode kept still.  
BLACK electrode moving in  
circular motions.

**i** The unit will go to **STANDBY** mode. This allows time to remove the Desincrustation Gel with sponges or mitts and clean water. Tone to ensure it's complete removal, and continue with the treatment as shown below.



2

CIRCULATION: 10 Minutes

PRODUCTS:  
Electro Lotion  
(Possibly mixed with water, or  
the appropriate Ionto Gel)

ELECTRODES:  
Lifting Tips

MOVEMENTS:  
One electrode still, one  
moving away.



3

DRAINAGE: 10 Minutes

PRODUCTS: Electro Lotion  
(Possibly mixed with water, or  
the appropriate Ionto Gel)

ELECTRODES: Lifting Tips

MOVEMENTS:  
Use both electrodes together,  
moving away from each other.

**i** Apply as much product as necessary to keep good "slip" on the skin.



4

LIFTING 1: 15 Minutes

PRODUCTS:  
Electro Lotion  
(Possibly mixed  
with water, or the  
appropriate Ionto Gel)

ELECTRODES:  
Lifting Tips

MOVEMENTS:  
Grab, Slide and Glide.  
Follow this routine.

Continue with work on  
the forehead & repeat  
the routine. Aim for  
twice in 15 minutes.



5

LIFTING 2: 15 Minutes

## PRODUCTS:

Electro Lotion (Possibly mixed with water, or the appropriate Ionto Gel)

ELECTRODES: Lifting Tips

## MOVEMENTS:

Grab, Slide and Glide. Using movements from Lifting 1, choose the moves that best suit your client's needs. Adapt them to suit, and work on individual lines and wrinkles as required.

*ⓘ Skip the unit back to STANDBY, using the START button. Remove the Electro Lotion with sponges or mitts and clean water. Then tone, to ensure the skin is completely clean. Apply half the contents of a Carlton Skin Care Plus Ionto Ampoule, appropriate to the client's skin type, with a thin layer of Carlton Ionto Gel over the top. When ready to recommence treatment, press the START button again, until Ionto phase is reached.*

6

LONTO: 5 Minutes

## PRODUCTS:

Ionto Ampoule, and Ionto Gel

ELECTRODES: Lifting Tips

## MOVEMENTS:

Red electrode stays still. Black electrode works over the face, as in Cleanse.

7

pH BALANCE: 2 Minutes

## PRODUCTS:

Ionto Ampoule and Gel, as for Ionto.

ELECTRODES: Lifting Tips

## MOVEMENTS:

Red electrode stays still. Black electrode works over the face, as in Cleanse.

*ⓘ The Ultra Visage will beep twice, then return to STANDBY, cutting out all electrical currents and ending the treatment.*

*To complete the treatment, remove all traces of Ionto Gel from the skin, Tone, and Moisturise to finish.*

# Mini treatment routines

## Eye Lifting Treatment

*It is possible to treat just the client's eyes with the Ultra Visage, and therefore target your treatment to this specific area.*

*It is important NOT to skip any phases of treatment, but to cut down the timings instead. Ensure you are not over working the area, keep good verbal contact with the client, and stop if excessive erythema is present.*

*Treatment should last around 30 minutes*

1

## CLEANSE:

Remove client's eye make-up and perform a cleanse & tone.

Apply Carlton Electro Lotion with a masque brush around the eyes.

2

CIRCULATION: 2 Minutes Maximum.

PRODUCTS: Electro Lotion (Possibly mixed with water, or the appropriate Ionto Gel)

ELECTRODES: Lifting Tips

## MOVEMENTS:

Circle each eye in turn

3

DRAINAGE: 5 Minutes maximum.

## MOVEMENTS:

Work towards the parotid lymph nodes. If desired, a relaxing, draining massage can be performed around the eye area.

Apply the appropriate Iontophoresis Gel

4

LIFTING: 2.5 Minutes each eye

## MOVEMENTS:

Grab, Slide and Glide to lift and contour the eye area, and to plump any expression lines.

*If desired, Iontophoresis can be carried out (3 minutes maximum), followed by pH Balance (1 minute).*

5

Remove any excess gel with sponges, and tone.

*If desired, a cooling eye masque can be applied.*

Apply a moisturiser to the face and neck to complete the treatment.

## Neck & Jaw Lifting Treatment

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*It is possible to treat just the lower half of the client's face with the Ultra Visage, and therefore target your treatment to a specific area.*

*It is important NOT to skip any phases of treatment, but to cut down the timings instead. Ensure you are not over working the area, keep good verbal contact with the client, and stop if excessive erythema is present*

*Treatment should last around 30-40 minutes*

- 1** **CLEANSE:**  
Remove client's eye make-up and perform a cleanse & tone.

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Apply Carlton Electro Lotion with a masque brush around the eyes.

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- 2** **CIRCULATION:** 5 Minutes.

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**PRODUCTS:** Electro Lotion (Possibly mixed with water, or the appropriate Ionto Gel)

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**ELECTRODES:** Lifting Tips

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**MOVEMENTS:**  
Grab, Slide and Glide to lift and contour the neck and jawline area

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- 3** **DRAINAGE:** 5 Minutes.

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**MOVEMENTS:**  
Work towards towards the supra clavicular and parotid lymph nodes

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Apply appropriate Iontophoresis Gel and Ampoule

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- 4** **LIFTING 1:** 5 Minutes

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**MOVEMENTS:**  
Using Lifting 1 method, perform general lifting movements.

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- 5** **LIFTING 2:** 10 Minutes

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**MOVEMENTS:**  
Using Lifting 2 method, perform specific lifting movements.

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*If desired, Iontophoresis can be carried out (3 minutes maximum), followed by pH Balance (1 minute).*

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- 6** Remove any excess gel with sponges, and tone.

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Apply a moisturiser to the face and neck to complete the treatment.

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# Body treatment routines

## Upper Arm Contour Lifting

For the arm treatment use LIFTING 2, with the intensity on maximum. This may be lowered if required.

Clients should be positioned on plastic sheeting. They should be given time to relax be comfortable with arms by their side, and palms facing up.

1

CLEANSE: 5 minutes

Cleanse area with a hot towel or Cleansing Milk.

One arm at a time apply 1/2 Collagen Ampoule and massage lightly to aid penetration. Then apply gel to area to be worked

PRODUCTS: Collagen Ampoule

2

LIFTING 2: 30 Minutes

ELECTRODES: Flat Tip

MOVEMENT 1:

With arm relaxed, palm facing forward, place one electrode flat edge, on deltoid muscle just above armpit and hold stationary.

With the tip of the other electrode move towards stationary electrode – medium pressure, rapid movement. Work from elbow to shoulder. (approx: 10 strokes repeat 6 times).

Cross the clients arm across their body, hand on their opposite shoulder, elbow to the ceiling. Repeat on Triceps.

MOVEMENT 2:

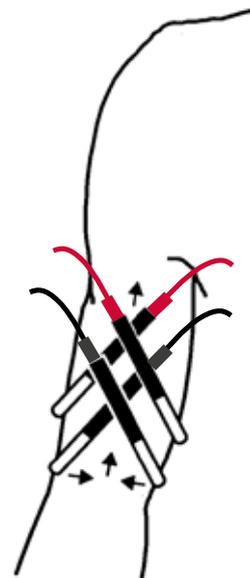
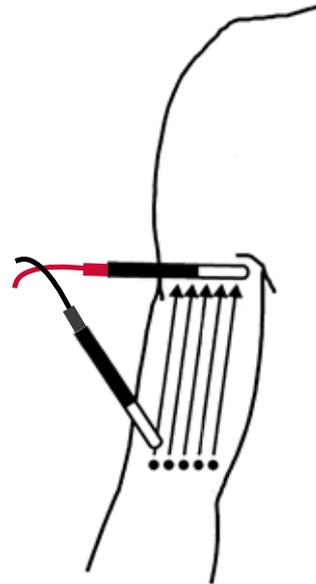
With arm relaxed, palm facing ceiling, place electrode flat either side of muscle, apply pressure, lift and hold for 5 seconds, lifting the muscle away from the bone. Working from the elbow to the shoulder, apply 5-6 lifts. Repeat 4-5 times

Cross the clients arm across their body, hand on their opposite shoulder, elbow to the ceiling. Repeat on Triceps.

With hand on hip offering resistance thereby creating a natural contraction, repeat Movement 1 on the Bicep and Triceps, but with a flat electrode, not tip.

Remove excess gel and complete treatment by massaging the area with an appropriate medium for 2=3 minutes.

Repeat procedure on the other arm.





# 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 Meso Lift Pro Facial as per procedure taught

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- ✔ Create a Meso Lift Pro Deluxe as an extended procedure with added massage, Occlusive mask, and ampoule

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- ✔ Create a bespoke facial with added electrical treatments, masks, ampoules, serums. Tier the facial, 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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