



FACIAL GALVANIC

REFERENCE MANUAL

INCORPORATING MODEL CC2306

Aims and Objectives

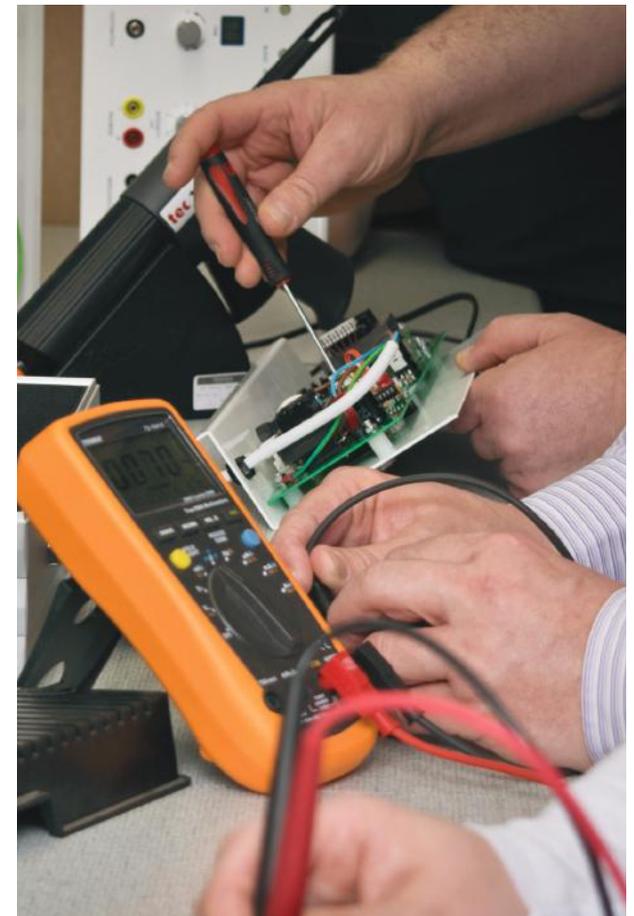
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Welcome to Carlton Professional

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 salons 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.

www.carltonhub.com. For further information on MONU skincare please visit monuskin.co.uk



CARLTON Professional **CARLTON** Professional **THE CARLTON** BEAUTY AND SPA GROUP **carlton** professional



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!

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

Why our stockists choose Carlton Professional

Carlton team

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

Carlton quality in product manufacturing

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

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

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

Insistence on highest standards of manufacturing practice and quality control.

Carlton professional training

Education and support from dedicated training professionals.

Access to first rate training materials and literature.

Additional online support offered via interactive website

Carlton pricing

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

Support for your **Carlton** business

Regular newsletters.

Access to a dedicated business website.

Advice on your salon via our consultation service.

Carlton promotional strategies & marketing materials

Sophisticated high profile marketing campaigns.

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

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

Free samples with selected purchases.



The structure of the skin

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

Skin Structure - Epidermis

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

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

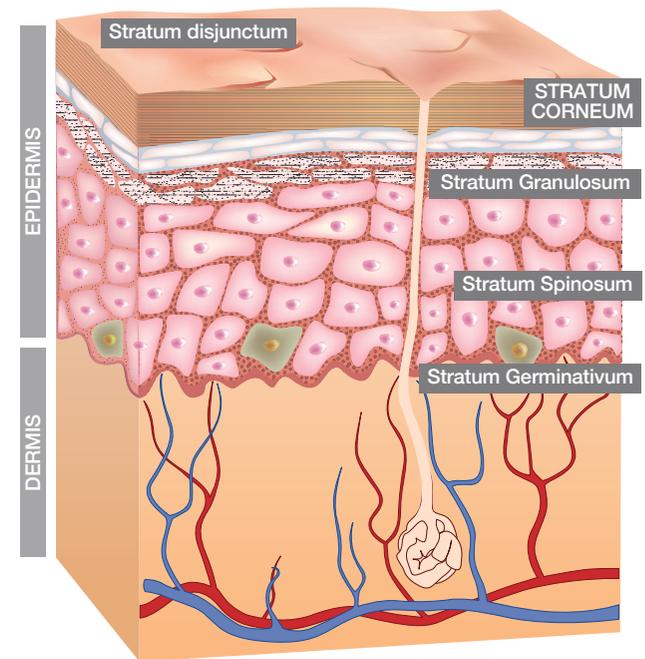
Stratum Spinosum– This is where the first stage of keratinisation takes place. Cells are pushed up from the Stratum Germinativum and begin to flatten slightly then start to synthesis keratin. This layer is also known as the prickle cell layer. Lipids are present in this layer; these lipids create a hydrolipidic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

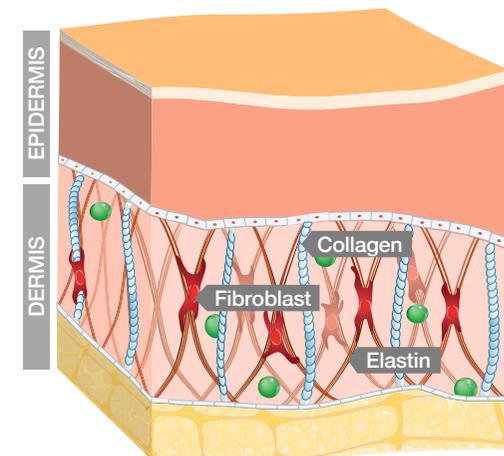
The proteins **collagen and elastin** are found in both layers of the dermis, but both have different effects on the body –

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.



Getting started with cc2306 Facial Galvanic

This neat attractive unit is designed for deep cleansing of the skin.

Desincrustation or for the introduction of active substances for specific treatments – Iontophoresis. The Carlton facial galvanic has an intensity control linked to an LCD display indicating the amount of galvanic current produced.

On the front of the unit are sockets to plug in the electrodes and a polarity change - over switch which is set to either positive (+) or negative (-) according to the treatment being given. On the body of the unit are nylon coated clips to hold the cleansing and indifferent electrodes when not in use.



Single Probe
hand piece



Cleansing sponge



Sponge Applicator
hand piece





Facial Galvanic

Facial 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.

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

Help to dissolve skin congestion, unclogging pores to achieve smooth, clear and clean skin. Ideal for oily and problem skins that experience blackheads and breakouts.

How does Galvanic therapy work on the skin?

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.

Desincrustation

This first phase is aimed at cleansing the skin deeply by emulsifying the sebum trapped in the pores around the hair follicles. It is the ‘negative charge cycle’ in which a negatively charged pre-treatment gel (a sodium chloride solution) is used to cover the skin to be treated. Now, the negatively charged galvanic facial machine is moved over the skin smoothly to apply the galvanic current to it. This combination of the alkaline solution and electricity repels the negative charges present in the gel and pushes it into the deepest layer of the skin. Desincrustation basically softens the skin and prepares it for the safe and painless removal of comedones. It may again be followed by a manual extraction.

Iontophoresis

This second phase involves an electrochemical process (electro-osmosis) for nourishing the skin intensely. It is the ‘positive charge cycle’ in which a negative electrode is placed near the shoulder to push the positively charged water-soluble gel (with anti-aging components) deep into the epidermal layers of the skin. This increases the efficacy of all skincare products used afterward by neutralizing the toxins and harmful free radicals in the skin. Iontophoresis not only makes the skin firm and flawless with its amazing tightening effect but also soothes the endings of the nerves.



Galvanic skin treatment exfoliates and detoxifies the skin so that it feels healthy, bright, and relaxed. The electric current used in it stimulates the skin by enabling lymph drainage, which allows the skin to cleanse itself and draws out harmful toxins from deep within it.

Galvanic current boosts the circulation of blood to the surface of the skin and sloughs off dead cells promoting cell regeneration. This process helps in tightening and revitalising the skin.

Galvanic treatment keeps premature ageing at bay by boosting hydration and collagen production in the skin, thus restoring its balance and making it smoother. Works as a highly effective, non-invasive, anti-ageing treatment.

Products applied directly to the skin penetrate deep into the layers of the skin so that they are immediately absorbed.

Galvanic facial turns a rough and dull skin into a smooth and glowing one through deep cleansing, gentle exfoliation, and complete detoxification. It also makes the complexion significantly clearer and brighter.

As the negative ions in the Galvanic current draw all dirt, grime, and impurities out of the skin pores, they get unclogged and clear. This not only helps in reducing the appearance of acne but also prevents its further occurrences.



Application

Recommended treatment areas

Face, neck and décolletage

Double chin

Jaw line/Jowls

Eye area

Cheeks

Benefits

Cleanses and Detoxifies the Skin

Promotes Blood and Oxygen Flow

Provides Moisture and Nourishment

Increases Moisture Retention

Improves Skin Elasticity

Gives Smooth and Radiant Skin

Helps Control Acne



Treatments

Desincrustation Treatment Protocol

Iontophoresis Treatment Protocol

Desincrustation Treatment Protocol

This treatment can be used on all but the most sensitive skins and will promote the removal of grease and excess sebum from the skin.



GALVANIC SETTINGS

Dry / Sensitive skin 0.15 mA

Normal / Combination skin 0.20 mA

Oily / Problem skin 0.25 mA



Standard Facial Galvanic 25 minutes

Remove jewellery from both client and yourself.

Cleanse the face and neck thoroughly, tone and blot dry.

Client holds indifferent bar electrode, in dampened sponge cover (red lead).

Switch mains switch to 'ON' position and set polarity rocker switch to (-) negative.

To use Cleanse Electrode

Insert sponge into electrode. Apply Electro-Lotion to skin with finger tips to help overcome skin's natural resistance to a galvanic current. Next apply Desincrustant Gel to sponge or area to be treated. Place electrode onto skin and increase intensity until client feels a tingling sensation, then decrease intensity slightly until client feels no sensation. Work all the face and neck in small circular movements.

Turn down intensity to "0" before removing electrode from skin.

To use Twin Ball Electrodes

Apply Desincrustant Gel to the area being treated. Connect twin ball electrodes to black leads x 2.

Place one twin ball onto skin and set milliamp reading to the required setting. Apply the other electrode to the face and work with synchronized movements over the area. See Movement Sequence diagram.

All movements must be SLOW and FIRM to allow the galvanic current to penetrate and work but not leaving stationary to avoid skin irritation.

Work for 3 - 7 minutes.

Remove one electrode from the skin, decrease intensity to '0' then remove other electrode.

Iontophoresis Treatment Protocol

This treatment helps the introduction of suitable products into the skin. It maximises the depth of product penetration to assist re-hydration and increase cellular metabolism in the area. For best results, Iontophoresis should be performed after thorough cleansing: i.e. desincrustation, steaming, comedone extraction or peeling.



GALVANIC SETTINGS

Dry / Sensitive skin 0.15 mA

Normal / Combination skin 0.20 mA

Oily / Problem skin 0.25 mA



Standard Facial Galvanic 25 minutes

Remove jewellery from both client and yourself.

Client holds indifferent bar electrode in dampened sponge cover connected to red positive (+) lead.

If skin is not already prepared by a prior treatment i.e. desincrustation, peeling etc: cleanse face and neck thoroughly, tone and blot dry.

Apply Electro-Lotion to skin with finger tips to help overcome skin's natural resistance to a galvanic current.

Select an Ionto Ampoule for specific condition, carefully snap open neck and spread contents over treatment area.

NB: Ampoule can be mixed with gel before application.

Choose an Ionto-Gel according to skin type and smooth over the area to facilitate smooth operation of electrode and conduction of galvanic current.

Connect black (-) negative leads to twin ball electrodes.

Set polarity switch as indicated on the product to be ionised.
POSITION OF SWITCH DENOTES POLARITY OF BLACK LEAD

NB. SKINCARE PLUS products are all marked (- to +) showing that the polarity of the working electrode(s) should be (-) negative

Switch mains switch to 'ON'. Place one twin ball electrode onto skin and increase intensity until client feels a tingling sensation, then decrease intensity slightly. Apply second twin ball electrode to the skin. Recommended intensity is between 0.15mA and 0.25mA according to the sensitivity of the skin.

Perform treatment as shown on Movement Sequence diagram for **between 5 – 10 minutes** reversing the polarity for the final minute to restore the natural pH balance of the skin. (switch polarity switch to (+) positive, black leads then become positive)

Remove one electrode from the skin. Decrease intensity to '0' then remove other electrode from skin.

Remove excess gel, tone and blot dry. The skin should be left free of facial make-up, apart from eye or lip approximately eight hours.

MOVEMENT SEQUENCE FOR 2 X TWIN BALL ELECTRODES

1. Movements commence with up/down strokes to the sides of the neck.
2. Sideward strokes to the throat (do not apply too much pressure to this delicate area).
3. Strokes to the side of the jaw line.
4. Figure of 8 movements to the chin.
5. Strokes to the side of mouth.
6. Strokes to the cheeks.
7. Strokes around under eye area (do not go too close to eye).
8. Strokes to temple and corner of eye.
9. Movement across to forehead.
10. Using alternate electrodes use up and down movements between eyes and the bridge of the nose.

**Perform each movement 4 times
then repeat complete series in reverse
order.**



Contra-indications

High/low blood pressure

Heart conditions

Epilepsy

Asthma

Eczema

If client suffers from any of the above conditions a letter from GP is advised before commencing treatment.

Diabetes

Pregnancy

Lack of skin sensation

Metal in area (excessive number of fillings)

Swelling in area

Bruising

Cuts or abrasion

Skin infections

Hyper sensitive skin

Clients with nervous disposition

Couperose skin conditions



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

Although the side effects of Facial Galvanic treatments are minimal there some essential after care recommendations.

For 24 Hours after treatment:

- Apply as much moisturiser as is needed
- Avoid touching the area with unwashed hands
- No heat treatments
- No swimming/exercise
- No perfumed products
- No make-up

For the following 7 days:

- No exfoliation
- No Sunbathing or Sun Beds
- Apply minimum of SPF15 or higher



Recommended skincare products

- MONUSKIN Hydrating Moisturiser SPF15
- MONUSKIN Tinted Moisturiser SPF15
- MONUSKIN Recovery 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

-  **Avoid exfoliation** at home when having a course of treatment, or exfoliation for minimum of 7 days after a 1 off session. Too much exfoliation removes dead skin cells and therefore all the skin's natural protection. We must allow the skin to protect itself and complete a natural cycle.
-  Important to **nourish the skin**, so try to sell retail to help client
-  **Avoid touching** the area treated
-  **Avoid irritants** such as heat treatments (steam, sauna, sun beds), swimming (chlorine) gym/excessive exercise (sweat is drying and an irritant), perfumed products or makeup for 24 hours
-  **Apply a MIN of SPF 15** every day after treatment (min 1 week)
-  **Avoid MDA treatment before a holiday** (Sun/sand/sea all irritate)
-  **Avoid products with Retinol**

How to sell the treatments

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

Be commercially attractive to all budgets,

We recommend you also offer shorter courses. Try an introductory offer to get clients in for that first treatment, then you will have the opportunity to upsell.

Offer courses of 6 and 12.

Offer 4 for the price of 3 as a one off "try me" promotion

Create a Deluxe Treatment

An extended procedure gives you the opportunity to include massage, masks, and ampoules

Create bespoke facials

Include electrical treatments, masks, ampoules, serums. Also tier the facial, Platinum, Gold and Silver - price accordingly

Combine with other treatments for the ultimate electrical anti-ageing treatment



Many thanks for attending
and good luck on the completion of
your course.

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