



# MESO LIFT PRO

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REFERENCE MANUAL

# AIMS AND OBJECTIVES

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- To understand the Carlton professional brand
- How MESO Lift Pro works
- Understand the structure of the skin
- To learn MESO Lift Pro benefits
- Recognise treatment contra-indications
- About the MESO Lift Pro machine
- Understand machine care
- Treatment application techniques
- Client aftercare
- Treatment routine

# Welcome to Carlton Professional

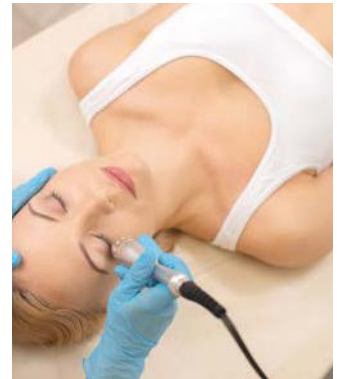
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Our business has manufactured professional beauty therapy equipment and furniture in the UK in our Sussex factory for over 40 years. In that time, our production has been used in the best training colleges around the world and many of the world's leading 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.

[www.carltonhub.com](http://www.carltonhub.com)

For further information on MONU skincare please visit [monuskin.co.uk](http://monuskin.co.uk)



By partnering with **Carlton Professional**, you will have the support you need to grow as an aesthetic therapist, and as a business.



Feel reassured about gaining insurance cover, receive adequate knowledge and training, offer clients cutting edge technology, and receive the support you need as a therapist.



At Carlton Professional we offer you finance opportunities on purchasing, full training with purchases, Marketing support and help, launch event, ongoing events.



Be sure to book your launch event in today to help get your Carlton Professional treatment courses selling, and your clients looking fabulous!



# Why our stockists choose Carlton Professional

## Carlton team

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

## Carlton quality in product manufacturing

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

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

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

Insistence on highest standards of manufacturing practice and quality control.

## Carlton professional training

Education and support from dedicated training professionals.

Access to first rate training materials and literature.

Additional online support offered via interactive website

## Carlton pricing

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

## Support for your Carlton business

Regular newsletters.

Access to a dedicated business website.

Advice on your salon via our consultation service.

## Carlton promotional strategies & marketing materials

Sophisticated high profile marketing campaigns.

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

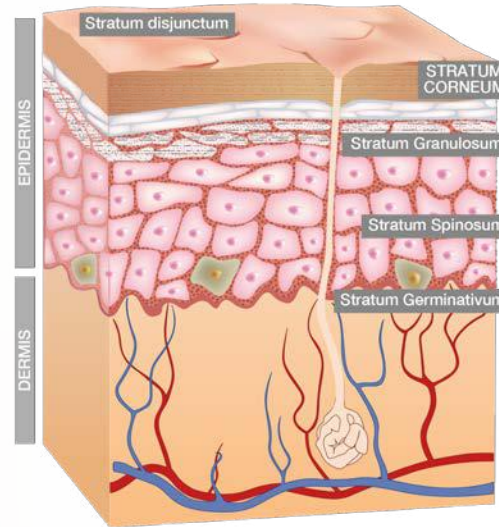
Flexible systems which can be adapted depending on the salon space available.

Free samples with selected purchases.



## 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.



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.

## 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.

## 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.

## 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.

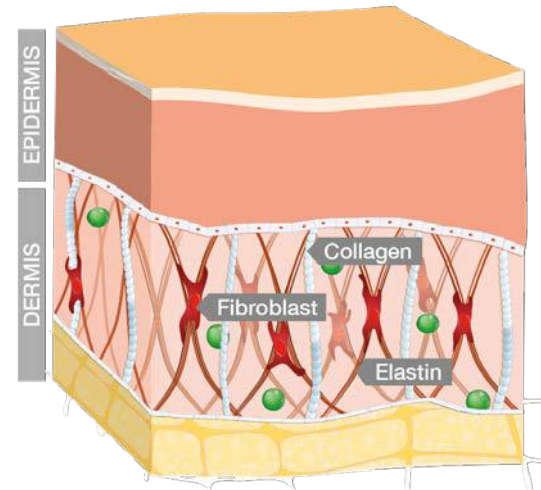
Nerves are also located in the dermis and enable the body to respond to pain, temperature, touch and pressure.

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

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Microcurrent is a low frequency interrupted galvanic micro-current, mains operated electronic unit. Its specifically designed programme uses pre-set, timed variable waveforms to complete the treatment.

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.

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Microcurrent is a low frequency, mains operated electronic unit.

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With no specific pre-set functions it is extremely versatile and user friendly.

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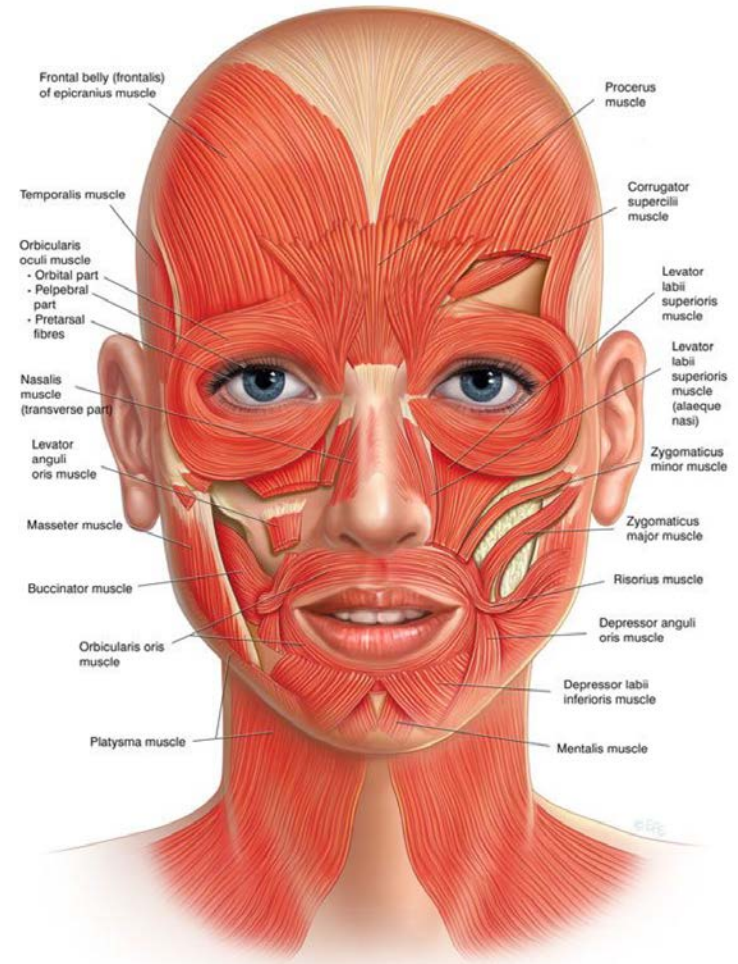
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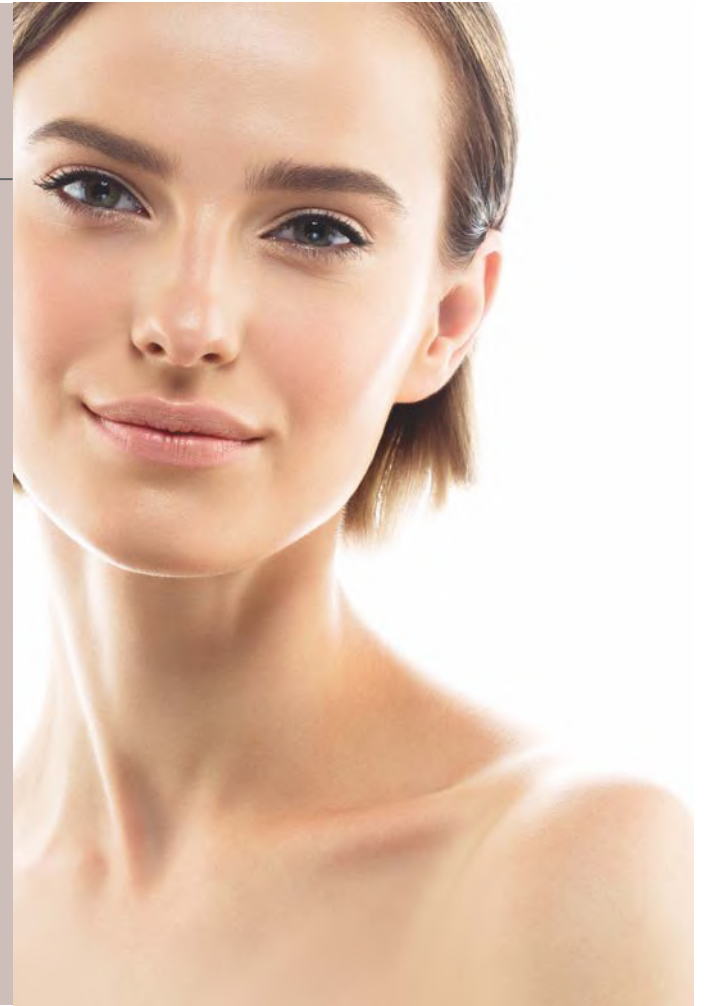


# ELECTROPORATION

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Electroporation is a technology developed to enable active ingredients to enter the skin.

The treatment causes a physical skin cell re arrangement - it generates new pores and channels while the current is active. It is the application of a small electrical pulse into the skin. This electrical pulse momentarily disrupts the cell membrane of the skin. This disruption allows the entry of products into the deeper layers of the skin, enhancing its effect on the tissues. Unlike needling, there is no downtime with this treatment. Within two minutes of stopping the current on the skin, the cells return to their normal state.



Electroporation is a non-invasive alternative to the traditional mesotherapy or needling, therefore it is so called virtual or needle free mesotherapy (painless procedure). It allows for the penetration of product without the use of micro-needling and does not require any down time.

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It does not cause muscle stimulation

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There is no molecular ionisation of transferred substances

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It introduces ionic, non-ionic, lipophilic and hydrophilic substances

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It does not need a conductive gel

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It is a practical and user-friendly method

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The effect achieved remains

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## How does Electroporation work on the skin

The stratum corneum structure is an important electrical, chemical and physical barrier that forcefully blocks the passage of most substances. The physical barrier of dead, keratinised skin can be improved upon with an effective exfoliation during treatment. As we age, cell migration slows, and skin becomes visibly tired and dull.

The intercellular space (between one cell and the next) is occupied by Lipids released by the Stratum Spinosum Keratinosomes.

When the electrical impulses are emitted, the Fatty Acids present in the Cell Membrane reorganize themselves. This leads to the opening of new intra-cellular channels, referred to as Electropores. This allows for a significant increase in the Transdermal Migration of active ingredients. More than 50% of active ingredients will penetrate the skin, as opposed to treating without electroporation.

## Electropores

The Electropores remain open for a period of time ranging from 15/20 seconds to several minutes. Once the electrical current is no longer applied, the Electropores gradually close.

The emission of low frequency current facilitates the transdermal delivery of water-soluble active ingredients. A variation of intensity is used so that the skin tissue does not become accustomed to one constant electrical stimulation and continues to react with it.

## IONTOPHORESIS

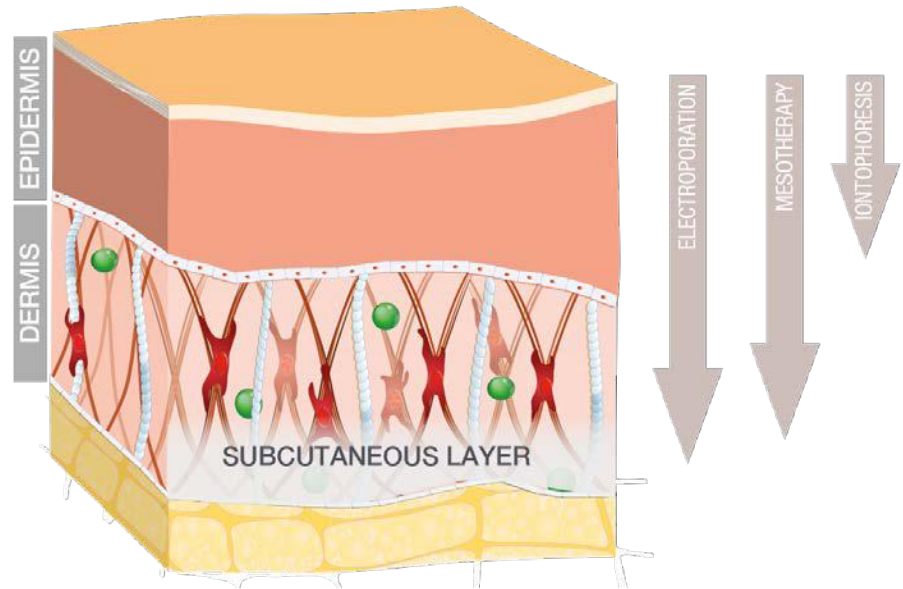
Refers to the transcutaneous delivery of active ingredients through the epidermis using Direct Current and ionised products.

## MESOTHERAPY

It is a medical practice that involves the physical intradermal injection, regional and/or site specific, of small amounts of functional substances

## ELECTROPORATION

Involves the application of a Pulsed Current based on Waves, which creates temporary channels of absorption in the skin.



## Recommended treatment areas

Face, neck and décolletage

Double chin

Jaw line/Jowls

Under eye area and brow lift

Nasal labial folds

Marionette lines

Lines in-between the brows and the forehead (frown)

The sides of the eyes (crow's feet)

Cheeks

## TREATMENT 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 phatic drainage which can cause puffiness

# Contraindications

- 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)
- Hypersensitive skin or heat sensitivity
- Pregnancy and/or breastfeeding
- Skin diseases and infections/eye 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)\*
- Blood disorders (HIV/AIDS)
- Cellulitis

# 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.

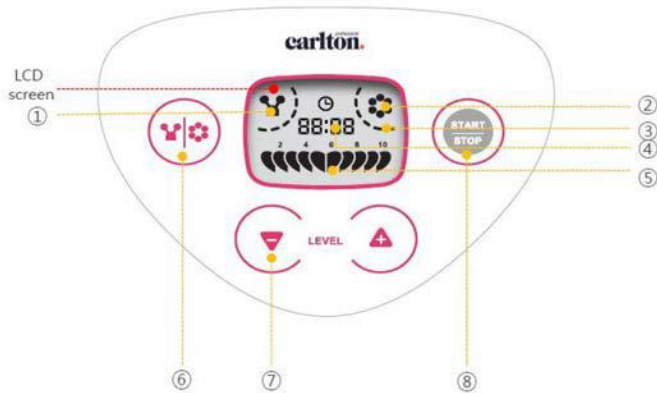
- Mild discomfort
- Erythema (Redness)
- Warm, or what appears to be over-sensitised skin

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.



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.

# MESO LIFT PRO



LCD screen	
①	Y type handpiece
②	Multi type handpiece
③	Selection indicator
④	Treatment duration
⑤	Treatment level

Operation Panel	
⑥	Handpiece select button
⑦	Level adjust button
⑧	Start/Stop button





# MACHINE MAINTENANCE

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- Clean heads with anti bacterial wipes after every treatment
- Once a week use a wire brush to clean centre of head.
- Do not use surgical spirit on machine
- Store head on holder and place on base or stand

# APPLICATION TECHNIQUE

## Electroporation

- Select the handpiece mode intended to use for the treatment
- Apply Carlton Professional ampoule (or concentrate) and or moisturiser to the area to be treated
- Select the treatment level appropriate for your skin type. The client will not feel much sensation from this current, however it is still necessary to work according to client tolerance
- Press start/stop button to begin treatment and work evenly over the face and neck until all the product is absorbed



**You may use** any active ampoules or skincare e.g. collagens, vitamins, hyaluronic etc.



**You must avoid** Vitamin A and its derivatives (retinol) as they will cause irritation.



# APPLICATION TECHNIQUE

## Electroporation with mask

Included with the Meso Lift Pro is an occlusive mask, which is impregnated with active ingredients – this is designed for the Electroporation setting.

The mask is a soft black film which comes in a sealed vacuum package. When the backing is peeled away, the mask takes on a film-like quality which contours itself to the face and neck upon application. The eyes, mouth and nose are left clear, so the treatment is comfortable for the client.

1. The Electroporation electrode (handpiece) is removed from the machine and the plug and leads for the occlusive mask are plugged in. This consists of a single plug and lead, with four additional leads attached, which are then in turn attached to the mask by tiny crocodile clips
2. The crocodile clips should not be in touch with the skin whilst passing current
3. The electroporation setting is then selected on the machine and current set according to client tolerance. The current is passed across the mask, and a slight sensation is felt all over the skin whilst the active ingredients penetrate the skin. You may use any active ampoules or skincare e.g. collagens, vitamins, hyaluronic etc.



## Micro-Current using the Y-Type Handpiece

1. Select the handpiece mode intend to use for the treatment.
2. Apply sufficient amount of gel to the face.
3. Select the treatment level appropriate for your skin type.
4. Press Start/Stop button to begin treatment.
5. Finish either left or right side of the face first then move on to the other side.



Base of neck scooping up to mid neck



Mid neck scooping up to top of neck



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



Full neck sweep and anchor from base of neck to jaw



Anchor from beneath jaw to beneath cheek bone



Glide inwards across cheek. Scoop outwards towards temple



Twist along nasal labial and marionette



Pull from beneath jaw to beneath bottom lip



Glide over brow and scoop outwards up towards temple



Gently glide under eye and scoop and lift outward to temple



Brow lifting - from beneath brow pulling to above brow



Pull from eyebrows to hairline in upward movements

# TREATMENT ROUTINES

## **Meso Express Facial** (60 mins)







- Cleanse
- Tone
- Light Exfoliate- Micro Exfoliant
- Apply Carlton Professional treatment gel (Multi- treatment electro lotion )
- Micro-current 20-minutes
- Electroporation – apply either MONU Skin Activator or an Ampoule to the area.
- Electroporation 10-15 mins
- Mask- MONU Hydrating Mask
- Scalp massage
- Remove mask
- Eye cream
- Lip balm
- Serum
- Moisturiser
- Rosewood reviving mist

## **Meso Advanced Facial Treatment** (60 minutes)

- Cleanse
- Tone
- Light Exfoliate- Enzyme Peel
- Scalp Massage
- Apply Carlton Professional treatment gel (Multi- treatment electro lotion)
- Micro-current 20-minutes
- Electroporation with Mask/ 15 minutes
- Foot and leg Massage
- Remove mask
- Eye cream
- Lip balm
- Serum
- Moisturiser
- Rosewood reviving mist

# CLIENT AFTERCARE

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-  Avoid direct sunlight and wear SPF daily
-  Avoid excessive heat such as sauna/steam room
-  Avoid vigorous exercise
-  Drink at least 2 litres of water a day
-  It is strongly recommended that the appropriate MONU homecare should be used to achieve maximum results within the skin
-  Avoid applying makeup on the skin for at least the remainder of the day



Treatment is best taken as a course of 6-8 or 10-12

A gap of 4 days must be left between treatments

Monthly/6 weekly treatments are needed following treatment course

Results last around 1 week after first facial and will continue after the course has finished

# How to sell the treatment

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- For best results courses should be taken in twelve sessions, every 5 days. For the purposes of pricing, you wouldn't treat for any longer than 30 minutes in a session, and then add time, depending on which treatments/products you team it with
- So that you can be commercially attractive to all budgets, we would generally recommend you also offer shorter courses. We also suggest an introductory offer to get clients in for that first treatment, giving you the opportunity to upsell a course to them
- Offer courses of 6 and 12.  
Offer 4 for the price of 3 as a one off "try me" promotion
- Create a Meso Lift Pro Facial as per procedure taught
- Create a Meso Lift Pro Deluxe as an extended procedure with added massage, Occlusive mask, and ampoule
- Create a bespoke facial with added electrical treatments, masks, ampoules, serums. Tier the facial, Platinum, Gold and Silver - price accordingly
- Combine with our RF Pro machine for the ultimate electrical anti-ageing treatment

