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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













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.

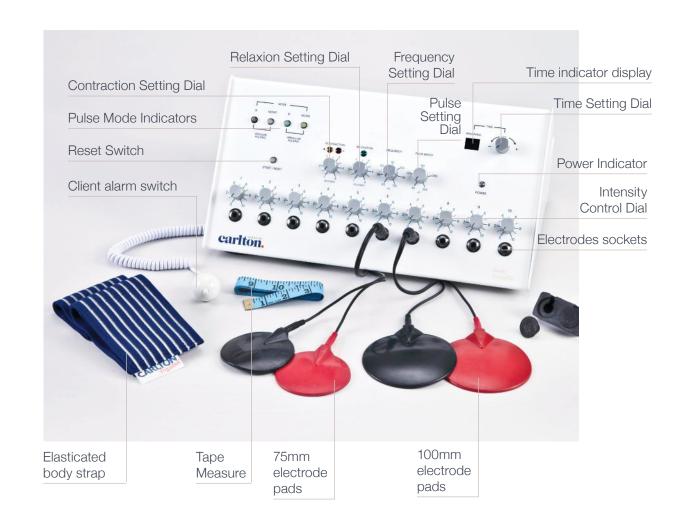
Flexible systems which can be adapted depending on the salon space available.

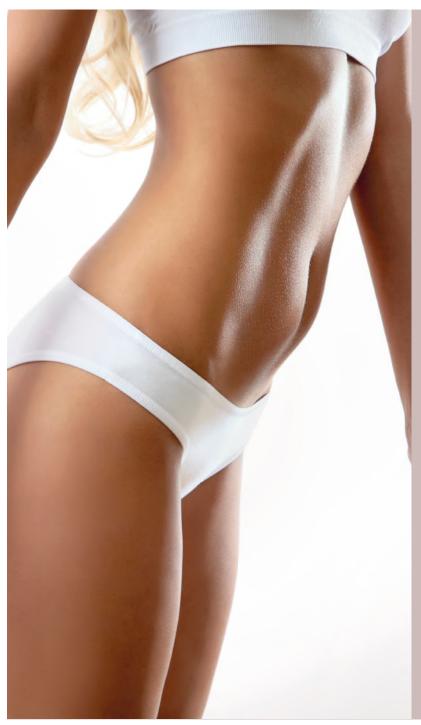
Free samples with selected purchases.

## Getting started with Faradic cc2310

A popular method of figure shaping is muscle contraction or passive exercise, known as FARADISM. When a course of treatments are carried out the treatment tones and tightens the muscle as well as firming, reshaping and re-educating muscle tissue in different parts of the body.

Faradic machines produce an alternating current which is used to cause nerve and muscle stimulation. Sensation shocks can occur if the current is applied incorrectly, but has no heating effects on the skin or tissues and also doesn't produce a chemical reaction, which eliminates any danger of burns.





## The basics of Faradics

Fardic treatment delivers a low faradic current into the skin and muscles stimulating nerve ending to provide a muscle contraction, it is used to tone and tighten the muscles of the body. A major positive for this treatment is that it is a passive exercise method, affording clients to relax on the couch whilst the faradic machine exercises their muscles for them. The treatment can be targeted to work muscles in specific areas creating intensive results. Faradic treatments will not increase the heart rate therefore cannot be classed as a cardio-vascular form of exercise

If used in conjunction with a healthy diet and exercise Faradic therapy can help to reduce inches. (But not necessarily weight)

This type of treatment can increase the muscles ability to work for longer periods without tiring.

Blood circulation and lymphatic flow are improved because of the muscular pumping actions

The metabolic rate of cellular activity is increased, so the condition of the muscles and growth & repair of tissues is stimulated.

## How does Faradic current work?

Faradic was initially introduced as a medical treatment for use within hospitals and physiotherapy clinics. It was used to stimulate muscles of bed-ridden patients, and those who needed to exercise for rehabilitation but were unable to do so. Faradic was a starting point to get immobile muscles moving.

In the salon, it has several benefits; it can be used to reduce signs of visible ageing, or to help prevent signs of ageing. It can strengthen the muscles, it can lift, tighten and firm the muscles resulting in a smoother silhouette

#### **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.

Starting settings for the Body: 90Hz Starting settings for the Face: 120Hz

#### Pulse Width is measured in Micro Seconds.

The longer the time, the "stronger" a contraction will feel. The shorter the time, the "gentler" a contraction will feel.



Because we are utilising a current to contract and relax the muscles of the body, face & neck, we can liken Faradic treatments to a gym workout, gaining similar visual benefits without putting in any of the physical effort! The more treatments a client commits to, the more they will benefit.



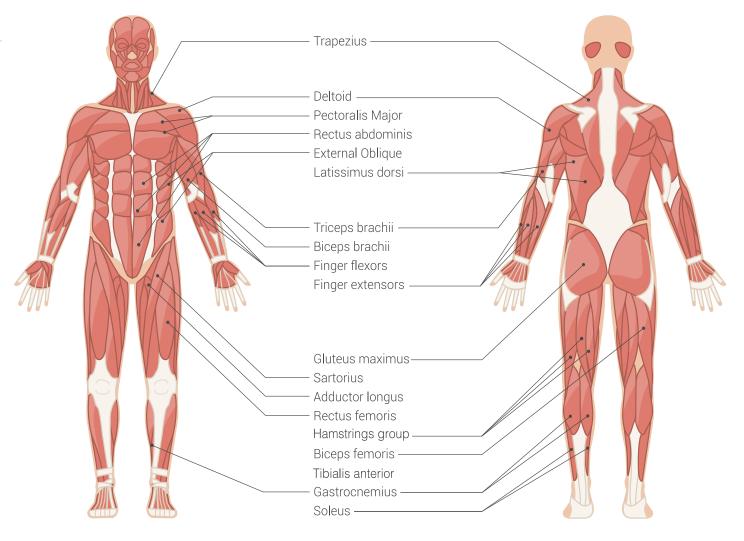
Ideally we recommend one course of 12 treatments, taken 3 times a week (with at least 24 hours between).

Following on to a maintenance programme, ideally once a week. This is all negotiable according to client availability, financial position, and the results they wish to achieve.

### MOTOR POINTS OF MUSCLES

An electrical circuit must be completed to pass the current to the client's muscles. In order to do this electrodes or pads are used. These are placed over or near the MOTOR POINT of the muscle. The motor point of the muscle is where the motor nerve enters the belly of the muscle.

In order to get the best contraction the pads are placed near to the ORIGIN and INSERTION of the muscle. The origin of a muscle is the joint to which the muscle is attached that does not move. The insertion is the joint to which the muscle is attached that does move. When current is applied to the muscle it stimulates the motor point and causes muscle contractions as long as the current is of sufficient intensity. If the conductive pads are not placed correctly on or near the motor points, active and comfortable contractions will not be possible.





### Recommended treatment areas

Face, neck and jawline

Legs/Arms

Stomach

Buttocks

Back

#### **Benefits**

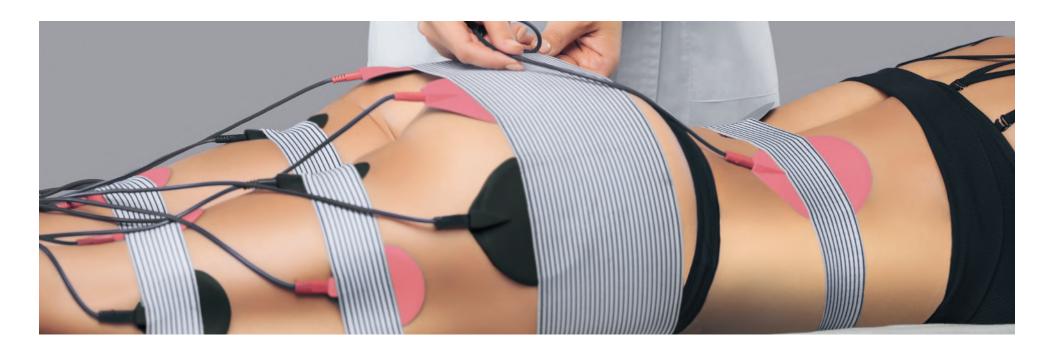
Increases skin cell regeneration

Improves appearence of skin and facial contours

Stimulates muscles which can increase their ability to work for longer periods without tiring

Can lift, tone and firm muscles resulting in a smoother silhouette

Relaxing treatment with minimal discomfort.





#### THE EFFECTS OF FARADISM

The current stimulates the nerves and causes muscle contractions, which also acts as a passive form of exercise, therefore, the muscles are firmed, toned and strengthened which helps to reshape the body contours.

Blood circulation and lymph flow are improved because of the pumping action caused by the muscle contractions.

An increase in the metabolic rate therefore improving the condition of the muscles.

Erythema is produced due to the increase in blood supply.





#### DIFFERENT TYPES OF PADDING UP

#### LONGITUDINAL:

This is when the electrode is placed near the origin and insertion of the same muscle. This is a good method of motor point padding, as all the current is applied to one muscle. This will create a smooth and even contraction. It is good for large muscles such as RECTUS FEMORIS, RECTUS ABDOMINUS, TRAPEZIUS, TRICEPS and GRACILIS.

#### **DUAL OR DUPLICATE:**

A pair of pads are placed on the motor points of adjacent muscles; the next pair are placed on the same two muscles on the other side of the body. Suitable muscles include GLUTEUS MEDIUS & TENSOR FASCIA LATAE; ADDUCTOR LONGUS & GRACILIS; EXTERNAL OBLIQUE & RECTUS ABDOMINIS.

#### SPLIT:

This type of padding is when a pair of electrodes are split and placed on the motor points of the same muscle but on the opposite side of the body. This type is good for PECTORALS, TRICEPS, and GLUTEUS MAXIMUS.



#### **DIAL SETTINGS OF THE UNIT**

PULSE SEQUENCE - This is set by depressing one of the four mode buttons

#### 1. Bi-phasic regular pulse (red button)

The electrical impulses pass in both directions between the pads, giving a good firming, toning and strengthening treatment to the muscles.

#### 2. Mono-phasic regular pulse (blue button)

The electrical impulses pass in only one direction, helping to lift the muscles being treated.

NB When a mono-phasic pulse sequence is selected, the black (negative -) pad should always be placed on the insertion of the muscle and the red (positive +) onto the origin (black pad below red). (Except on rectus abdominus where the red pad is placed below the black).

#### BIRO= (black insertion, red origin).

The muscle fibres are then lifted towards the origin. Recommended for use on face and neck muscles, and also indicated for physiotherapy work. When the mono-phasic pulse sequence is in operation, only the positive (+) light will illuminate on the unit.

#### 3. Bi-phasic irregular pulse (green button)

#### 4. Mono-phasic irregular pulse (yellow button)

The irregular pulse sequence is designed to aid in the treatment of nervous or tense clients. The pulses come in groups of 2 and 5, and due to the irregularity of the impulses, the client cannot anticipate the muscle contraction, thereby avoiding discomfort during treatment and allowing the machine to do the work.

NB When the unit is first switched on Bi-phasic regular pulse is automatically selected.



#### **FREQUENCY**

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

This setting may be altered to give a longer or shorter length of muscle contraction.

This will vary according to the client's muscle tone. Weak muscle should be exercised on a lower setting (i.e. 1.5 seconds on and 1.5 seconds off) and increased as the muscle tone improves.

Suggested settings

Normal body work 80 - 100 Hz Facial work 120 Hz Deep muscle work 60 Hz





#### **PULSE WIDTH**

The LONGER the time, the "STRONGER" a contraction will feel. The SHORTER the time, the "GENTLER" a contraction will feel.

Suggested settings

Normal body work 160 µs Facial work 90 µs Deep muscle work 240 µs

The frequency and pulse width settings can be altered to ensure the impulse penetrates to the correct depth of the muscle being contracted, ensuring that maximum comfort is achieved for the client.

#### RESET FACILITY

The Carlton Professional Faradic Unit has a reset facility (yellow illuminated button located on the front of the unit) to ensure that no current can be accidentally passed through to the client when the unit is switched on. When switching on the unit the yellow reset button will be illuminated. To enable the machine to function turn "set time" knob clockwise to display treatment time (ie:-30 minutes, blue number in circle next to knob). Depress the yellow illuminated reset button and it will change to green. If any of the intensity dials are switched on this light will not change and the machine will not work. The reset will only operate when all intensity dials are set at the "off" position.

#### TREATMENT TIMER

The timing facility allows you to automatically set the exact time you require for a treatment. The "set time" knob can be used to increase or decrease the time as required. IT ROTATES CLOCKWISE AND ANTI-CLOCKWISE WITHOUT A "STOP", THIS IS NORMAL. The timer records from 0-99 minutes.

A time must be set before the unit's reset facility can be operated (SEE RESET FACILITY).

#### HAND SWITCH

ON/OFF facility located at the rear of the machine. The small jack plug is inserted into the back of the unit; the switch end is then given to the client to hold. When the button is pressed, the Faradic unit will automatically switch off and the reset button will illuminate. The alarm will also sound if the alarm "on/off" switch at the rear of the unit is set to the "on" position. To reactivate the outputs all the intensity dials must be turned to the "off" position, before the unit can be reset.

NB The alarm may be turned off immediately by pressing the reset button, but, it will stay illuminated yellow until reset is possible.



#### **FARADIC PADS**

**4" Round** (75mm) - Suitable for use on all areas, particularly large muscles, they ensure maximum comfort and good muscle contraction i.e.thighs, buttocks etc.

pads

**3" Round** (100mm) - Suitable for use on small areas such as pectorals and soles of the feet. The Carlton Professional Faradic pads are colour coded, Black and Red to correspond with the miniplugs which are inserted into them.

Black - Negative (-) Red - Positive (+)



pads

It is necessary, when using the mono-phasic pulse sequence, to ensure the negative pad is placed on the muscle insertion - see 'pulse sequence' dial setting instructions.



## Treatments

Faradic Body Treatment Protocol

Faradic Facial Treatment Protocol

## Body Faradic Treatment Protocol

Faradic body treatments may be given every day, although good results can be obtained from 3 treatments per week. When the desired results have been achieved at least one treatment per week is recommended to maintain the effect. Results may start to show after only a few treatments, but the desired final results may take varying lengths of time to achieve. This will depend upon the condition of the muscles before commencement of the course of treatment.





#### **Suggested Treatment Time:**

30 minutes initially, rising to 40 minutes on well-toned muscles

#### TREATMENT PROTOCOL

**Remove all jewellery** and lay the client on the couch. Perform the relevant skin sensitivity tests.

**Ensure that all leads are firmly inserted** into the Carlton Professional Faradic Unit. These are colour coded for easy identification.

Black and red **pads should be firmly attached** by inserting corresponding mini plugs.

Switch unit on at the rear.

**Ensure all intensity dials are in the off position**, and set treatment minute timer to allow you to reset the machine (see reset facility).

**Dampen the rough side of the faradic pads** with warm water or Carlton Professional Electro Lotion.

Place the pads onto selected muscles. Secure into place with velcro faradic straps ensuring good, firm contact with the skin (see diagram of suggested padding position).

Select the required pulse sequence.

Select contraction and relaxation times.

Select the required frequency and pulse width.

By turning the minute timer clockwise **reset treatment time required if necessary**.

NB If any of the intensity dials are on the reset button will not reset.

**Turn up individual intensity controls slowly** until the desired muscle contraction is obtained. ONLY TURN INTENSITY UP DURING THE CONTRACTION PHASE.

Increase the contraction and relaxation settings as required. ONLY TURN UP OR DOWN WHEN IN APPROPRIATE PHASE.

Cover the client to ensure warmth and comfort.

Offer the client the hand switch and instruct on use.

After 5-10 minutes, check the contraction intensity and increase as necessary. The pulse width may now be adjusted to ensure maximum comfort of the muscle contraction.

After the treatment time has elapsed, the unit will automatically switch off.

Turn all intensity controls to the off position and switch off the unit.

Remove the straps and pads.

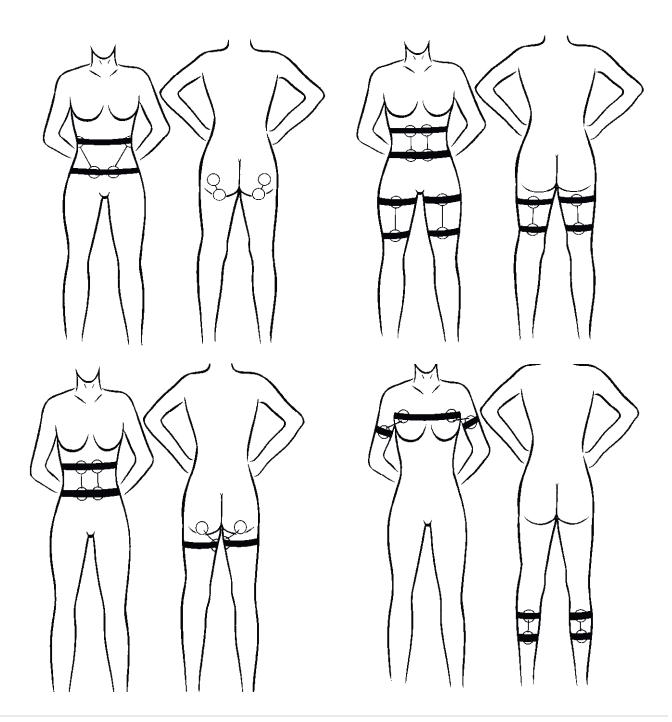


#### **PADDING LAYOUTS**

At Carlton Professional, we suggest Longitudinal Padding as our preferred method of padding, and the following diagrams detail our suggestions for some padding layouts.

If padding longitudinally, the Bi Phasic modes will give tone and definition to the muscles. The Mono Phasic modes will lift the muscles, as long as the pads have been placed correctly.

If using Split Padding, Bi Phasic should be used.



## Facial Faradic Treatment Protocol

The Carlton Professional CC2310 Faradic unit uses a facial block electrode, which is easy to hold in the hand. It houses both the positive and negative electrodes. Facial Faradic treatment may be given every day, although care must be taken not to over tire the muscles.



#### **SET-UP**

#### To attach the electrode to the machine.

Remove the two small electrodes from the black holder.

Taking one lead place the unshrouded pin from the Black mini plug (-) into one electrode and place the unshrouded pin from the Red mini plug (+) into the other electrode (around the base of each electrode is 3 or 4 small holes, the pin can be inserted into any of these)

Place both electrodes back into the block holder.

**Insert the coloured jack plug into the machine.** It can be inserted into any of the 10 outlets found underneath the intensity dials.

The electrode is now ready to use.

#### **Suggested Treatment Time:**

30 mins initially, rising to 40 mins on well-toned muscles

#### TREATMENT PROTOCOL

**Carry out a full consultation** on your client to check for any possible contra-indications.

Ensure that the jack plug end of the lead is firmly inserted into the Carlton Professional Faradic unit, and that the electrodes in the facial block are firmly attached to each of the leads.

Switch unit on at the rear.

**Ensure all intensity dials are in the off position** and set treatment minute timer to allow you to reset the machine.

Prepare the client for the treatment and ensure maximum comfort.

**Remove** all make up, jewellery and accessories from the client.

Carry out thermal and sensitivity tests.

Place the client in a semi-reclining comfortable position.

**Dampen the rough side of the electrodes** in the facial block with warm water or Carlton Professional Electro Lotion.

Set time to 10 minutes; select Monophasic Regular Pulsing (blue button or number 2). Frequency should be set to 120Hz and Pulse Width should be set to  $90\mu s$ .

**Set contraction time** to 2 seconds and relaxation must be set equal to contraction or longer than contraction

**Test the equipment** on yourself in front of the client, by holding the pad in the palm of your hand and turning up the intensity during contraction.

**Starting on Platysma** place the facial block on the muscle so that the red (+) electrode is on the origin of the muscle and the black (-) electrode is on the insertion of the muscle.

CONTRACT EACH MUSCLE 10 TIMES (MAX).

Work upwards exercising all of the main facial muscles.

When treatment is completed, **perform a manual lymphatic drainage** technique.

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## Care & Maintenance





After each client, each pad should be wiped with warm soapy water and dried thoroughly.

Ensure all leads are kept off the floor as this can cause damage.

Check pads regularly for splits or surface damage and replace as necessary.

Straps should be regularly washed in warm, soapy water.





If any discomfort is felt under the pad, check the pad is in good, firm contact with the skin, tighten the straps as necessary.

Always check for contra-indications.

Never operate the unit with wet hands.

Do not place water or damp pads on the unit.

Ensure all jewellery is removed before treatment.

Tap water, mild salt solution or 'Carlton Electro Lotion ' should be used to dampen the faradic pads.

## Contraindications

Epileptics
Diabetics
Spastic Muscles
Metal in the area
Pace-makers, heart conditions
Pregnancy (post-natal after 6 weeks)
Directly over recent scars (18 months)
Over broken bones (6 months)
Over cuts and abrasions
Directly over varicose veins
Very high blood pressure
Skin diseases

## How to sell the treatments

For best results Faradic body treatments may be given every day, although good results can be obtained from 3 treatments per week. When the desired results have been achieved at least one treatment per week.

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

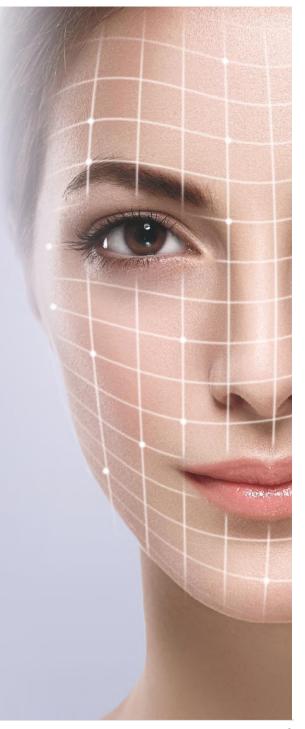
#### **Create a Deluxe Treatment**

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.

#### CARLTON PROFESSIONAL

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