Level 3 Extended Diploma in Beauty Therapy
Spray Tanning Manual

Name ..................................................
Introduction

Today’s society is becoming more aware of the harmful effects and damage that the sun’s UV rays have on our skin, as a result more people are turning to UV free sunless tanning.

With the use of sunless tanning, a healthy tanned appearance to the skin can be created without any harmful effects of ultra violet rays in less than 15 minutes. The same beautiful tan would take approximately 10 days to achieve in the sun and would result in premature ageing of the skin, encouraging lines and wrinkles to develop.

Sunless tanning however is only temporary and as the skin sheds its cells the colour begins to fade, the tan only lasts between 5 and 8 days depending on application and homecare maintenance.

There are a range of different products on the market and it will be up to you to decide which one works best for your salon and your clients.

Sunless tanning is a quick, profitable treatment, which will keep your clients coming back on a regular basis all year round. Depending on your location the price of a spray tan will vary from around £20 to £60 for a 15 minute treatment.

Benefits of self-tanning compared to UV tanning;

- Avoids UV skin damage
- Low risk to health
- Cost benefits

Explain the effects of UV light on the skin;

- Ageing
- Malignant melanoma
- Changes in moles
- Pigment problems
- Degrees of erythema associated with sunburn
- Sunscreens
- Sun protection SPF
Hygiene

Hygiene is of the utmost importance in the salon to prevent cross infection and to maintain the salon and therapists' professionalism and reputation. When carrying out any treatment the following hygiene rules must be followed:

- Wash hands before and after every client using a recognised antibacterial hand wash
- Long hair must be tied back
- Jewellery should be kept to a minimum (only stud earrings and a wedding band)
- Nails must be short, clean and free from nail enamel
- Uniform should be clean and pressed
- All tools and equipment must be sanitised and sterilised before and after each treatment, using the correct methods e.g. UV Cabinet, Autoclave, Barbicide
- Always make sure your client has had a patch test 24-48 hours before treatment
- Always carry out a consultation with your client, checking for any contra indications
- Remove products from jar using a clean spatula (Cutting out method) or use pump dispensing containers when possible
- Never return excess product to containers and ensure lids are replaced securely
- Clean all area of the salon daily with disinfectant
- Wash towels that come into client contact after each treatment
- Use couch roll to protect surface and towels
- Dispose of waste after each treatment in a sealed waste bag
Contra-indications

A contra-indication refers to any condition that will either prevent a treatment from being carried out or will require the treatment to be adapted.

Before commencing any treatment it is important to carry out a consultation with your client. This allows you to identify any possible contra indications through questioning and observation.

Contra indications that may restrict the treatment

If the client has any of these conditions the treatment may still be carried out, however you will need to discuss this with the client and agree a suitable plan.

- Cuts, minor bruising and abrasions in the area
- Minor skin disorders in the area e.g. eczema or psoriasis
- Recent scar tissue, broken bones or fractures (6 months healing is required)
- The first trimester of pregnancy
- Minor asthma or respiratory conditions
- Insulin dependent diabetes
- Pigment disorders
- Sunburn

Contra indications that could prevent the treatment

If a preventative contra indication is suspected it is advisable to tactfully ask the client to seek medical advice. Remember, Therapists are NOT qualified to diagnose or recommend any treatment. Doing this could invalidate your insurance and cause unnecessary concern to your client.

- Skin diseases e.g. viral, bacterial, fungal and parasitic infections
- Severe skin disorders e.g. eczema or psoriasis
- Severe asthma or respiratory problems
- Very sensitive skin or previous allergic reaction to tanning products
- Severe inflammation
- During chemotherapy or radiotherapy
- Treatment should not be carried out following any heat treatments (waxing, electrical epilation) as the tan pigment collects in the open pores. The skin should have 24 hours to rest before self-tanning is applied.
How Sunless Tanning works

**Dihydroxyacetone** (DHA) is the main active ingredient used in self-tanning products. DHA reacts with the bacteria and amino acids in the top layer of the skin (stratum Corneum) creating a tanned look which develops over 8 hours. DHA is not absorbed through to the body and has no known toxicity. As we are constantly shedding dead skin cells the colour produced by the DHA lasts approximately 5 to 8 days.

DHA works with the skin's natural pigmentation melanin to produce a golden brown colour. To create the perfect sunless tan it is important to take into consideration the client's natural skin tones and to find out how well they tan in the sun. For example too much sun on someone with pale tone and they will go red, too much DHA and they will go orange!!

**Erythrulose** is the second ingredient used in the majority of self-tanning products. When Erythrulose is combined with DHA it provides a more cosmetically pleasing colour, it also helps prolong the tan and improve the quality of the tan as it fades.

As DHA is an acetone it has a drying effect on the skin. Therefore depending on what products you choose to use, each company will add their own ingredients to counteract this affect and to add moisturising, nourishing and anti-ageing properties to the self-tan. Examples of these ingredients include Jojoba oil, Shea Butter, Avocado oil, Rosehip, Aloe Vera.

All self-tanning products have a shelf life; it is always important to refer to the manufacturer's instructions. All self-tanning products must be clearly labelled and stored in a cool, dry, safe place, away from direct heat or sunlight to avoid deterioration.
**Skin Types**

Spray Tanning companies supply a range of products to help match the solution to the clients’ skin type. The higher the percentage of DHA in the solution the darker the result will be. Using too much DHA for a clients’ natural skin type will result in the tan looking unnatural and orange.

<table>
<thead>
<tr>
<th>Skin Type</th>
<th>Characteristics</th>
<th>Recommended DHA / Colour</th>
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<tbody>
<tr>
<td>Skin Type 1</td>
<td>Extremely sensitive to sun&lt;br&gt;Always burns&lt;br&gt;Never tans&lt;br&gt;Very fair skin&lt;br&gt;Red or blonde hair&lt;br&gt;Freckles</td>
<td>8% or 8.5% Light</td>
</tr>
<tr>
<td>Skin Type 2</td>
<td>Very sensitive to sun&lt;br&gt;Fair skinned&lt;br&gt;Burns easily&lt;br&gt;Tans minimally over 7 days</td>
<td>8% or 8.5% Light</td>
</tr>
<tr>
<td>Skin Type 3</td>
<td>Sensitive to sun&lt;br&gt;Burns moderately&lt;br&gt;Tans gradually to a light brown over 4/5 days</td>
<td>8% or 8.5%&lt;br&gt;10% if they already have a tan Light to Medium</td>
</tr>
<tr>
<td>Skin Type 4</td>
<td>Minimally sensitive&lt;br&gt;Burns rarely&lt;br&gt;Always Tans well to dark brown&lt;br&gt;White skin with medium pigmentation</td>
<td>8%, 8.5% or 10% Medium</td>
</tr>
<tr>
<td>Skin Type 5</td>
<td>Not sensitive&lt;br&gt;Never burns&lt;br&gt;Tans to be very dark&lt;br&gt;Medium to heavy pigmentation</td>
<td>8.5 &amp;&lt;br&gt;10%, 12% or 16% Medium to Dark</td>
</tr>
<tr>
<td>Skin Type 6</td>
<td>Insensitive&lt;br&gt;Never burns&lt;br&gt;Tans very dark, very quickly&lt;br&gt;Heavy pigmentation</td>
<td>10%, 12% or 16% Dark</td>
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Patch Testing

It is always advisable to carry out a patch test at least 24 hours prior to the treatment, for both the clients and your safety.

It is unlikely that the client will experience an allergic reaction; however it is important to check with your insurance provider as carrying out a patch test is usually a requirement of your cover. You can also sell the benefit of a patch test to the client by telling them that they will also be able to get an idea of the colour they will go following the treatment.

When patch testing, always follow manufacturer’s instructions as these can vary. A small amount of the solution should be applied using a cotton bud behind the clients’ ear or in the crease of their elbow and left for 24 hours. The date and area of the patch test should be recorded on the client’s record card. Should an allergic reaction occur then the client would not be suitable to go ahead with the treatment.

An allergic reaction/positive patch test may show as red, itchy and swollen. Should this occur then advise the client to remove the product immediately and apply a cold compress. If the reaction is severe and continues for more than 24 hours medical advice should be sought.
Aftercare Advice

It is extremely important to ensure that you give the correct aftercare advice. Whether the client carries out your recommendation is up to them but this will have an effect on how long the spray tan lasts.

Ensure you give the following Aftercare advice:

- Wear loose dark clothing when the product has dried
- Your tan should develop fully within 6-8 hours – do not shower or bath before this time
- Do not perform vigorous exercise for 6-8 hours as the sweat from your skin may cause the tan to streak
- After bathing pat the skin dry, do not rub
- Start to exfoliate gently after 4 days to encourage even fading
- Moisturise daily to keep the skin soft and supple, this will prolong the tan and allow it to fade evenly
- Swimming will affect your tan as the chlorine has a slight bleaching effect on the skin and will make tan fade quicker
- Remember the tan does not have any SPF factor, so sun protection should be used as usual
- Have a second application within 3 days to lengthen and deepen the tan
- Advise rebooking or product/services
Preparation and use of Equipment

Your machine should be positioned as far away from the spraying area as possible, to minimise the tanning product being sucked into the filters. It is important to ensure that the treatment area is well ventilated and has good lighting.

HVLP Machine

The HVLP is a simple High Voltage, Low Pressure machine. It is pre-set to ensure sufficient pressure so that the spray tanning product is applied evenly and quickly. The spray gun is connected to the HVLP Machine via a hose.

The Spray Gun

The spray gun sets the spray pattern (of which there are three). These are set by adjusting the air cap. A wide spray pattern is recommended by positioning the dial in the upright position.

Using the equipment

1) Take the spray gun and tighten the density dial so that no spray tan can come out
2) Fill the spray container with tanning product and screw the spray gun firmly back on
3) Unwind the air hose from the body of the HVLP machine and connect the hose to the spray gun
4) Plug in the main cable and switch the HVLP machine on
5) Air will come out constantly, only when the trigger is pulled will the solution come out as well
6) Open the density dial slightly, aim the gun into a piece of couch roll holding it about 15 cm away
7) Squeeze the trigger of the gun, if you can see guide colour then you are ok to start spraying.
8) Apply the tan in quick, straight, even movements.
9) Observe the product coming out of the spray gun while you spray to ensure it is flowing properly.
10) Ensure the gun is held upright at all times so no air can get into the tube
After the treatment:

1) Unplug the power socket.
2) Activate the trigger to depressurise the container allowing the solution in the spray gun to flow back into the container.
3) Remove the solution container and empty any remaining solution back into the container.
4) Wash out the solution container with warm water
5) Fill the solution container with warm water and re attaché the gun
6) Spray water through the gun to completely clean it out

Equipment Cleaning

It is important to ensure that your gun and machine are cleaned after every use. The DHA solution is sugar based and any residue left may crystallise over time and cause blockages. Regular cleaning will keep you equipment in the best condition, enabling efficient and effective spray tanning.

The following steps should also be carried out on a regular basis to take care of your machine:

- Wipe over your machine with a damp cloth to keep it looking clean
- Remove filter and wash through to clean, leave out overnight to dry before refitting
- Ensure all spray tanning products are clearly labelled and stored in a cool dry, safe place away from direct sunlight
- Keep your spray tan machine in a safe place along with its manual to refer to for technical advice and maintenance
- After 1 year from purchase ensure your machine is PAT tested, keep this up on a yearly basis

If in any doubt on the use or care of your machine refer to your manufactures instructions.
## Trouble shooting

<table>
<thead>
<tr>
<th>Problem</th>
<th>Solution</th>
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</table>
| **No Spray**     | Clogged nozzle  
|                  | Density dial is too tight  
|                  | Not enough solution in container  
|                  | Not holding Gun upright  
|                  | Blockage in air hose  
|                  | Container not attached to gun correctly |
| **Too Much Spray** | Tighten density dial  
|                  | Keep the spray gun moving to produce an even tan |
| **Splattering**  | Spray Gun dirty, dried product in tip of needle  
|                  | Standing too far away from client |
| **Patchy**       | Standing to close of too far away from client  
|                  | Client has very dry skin  
|                  | Possible HRT or Pregnancy |
| **Scaly Skin**   | Spray too much or twice over the same area |
| **Stained Fingers & Hands** | Refrain from spraying the hands or palms  
|                  | Use buffing mist to blot over area  
|                  | Use barrier cream at start of treatment |
| **Stained Nails** | Advise client to wear nail varnish before treatment  
|                  | Use barrier cream on the area  
|                  | Wipe over the area after tanning |
| **Darker Areas of Tan after Development** | Areas of the body (Knees, knuckles, heals and elbows) can appear darker due to dry skin absorbing the tan too much.  
|                  | When spray tanning stand further back over these areas and ensure a barrier cream is used prior to stray tanning |
| **Creases in Neck, elbows just after tanning** | These areas may have a build-up of tan just after the treatment. Use the HVLP machine without trigger pressure to dry these area, before spraying the rest of the body or gently pat with the buffing mitt to take excess away at the end of spraying  
<p>|                  | Check you are not spraying too much |
| <strong>Streaky areas</strong> | Ensure the whole body is covered with product. The product contains a guide colour, this will wash off after showering but allows you to see where you have been |</p>
<table>
<thead>
<tr>
<th>Condition</th>
<th>Instructions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Armpits turn green</td>
<td>The customer has used deodorant, ensure any signs of deodorant are remove prior to treatment using wipes</td>
</tr>
<tr>
<td>Darker Eyebrow Development</td>
<td>Gently wipe over the eyebrows with a tissue after spraying. Apply barrier cream to the eyebrows</td>
</tr>
<tr>
<td>Parts of the Body do not take to tan</td>
<td>Ensure the client is advised to wear no deodorant, body lotion or moisturiser prior to tanning. The skin of pregnant women may not take to tan well due to the fluctuation in hormone levels</td>
</tr>
<tr>
<td>Tattoos appear darker</td>
<td>Either apply barrier cream before the treatment or pat gently after the treatment with the buffing mitt</td>
</tr>
<tr>
<td>Red/ Brown spots in pores after development</td>
<td>This is likely to be due to shaving or waxing too near to the tanning session. The pores have not had time to close. Advise client a minimum of 24 hours is needed before treatment after hair removal</td>
</tr>
<tr>
<td>Rash over body</td>
<td>Client may be allergic to DHA. Advise client to shower to remove the product immediately and if symptoms persist seek medical advice</td>
</tr>
</tbody>
</table>
**Treatment Preparation**

It is important to have your equipment and materials ready before your client arrives. Ensure you have checked your Spray tan machine is ready and in full working order. Your treatment area should be well ventilated and have adequate lighting and space to move around.

**You will need:**

- Client record card
- HVLP Spray Tan Machine
- Spray Tan Cubicle
- Large Dark towel – to place in bases of cubicle
- Tanning Solution
- Barrier Cream
- Disposable gloves
- Hand mitt
- Therapist mask
- Sticky feet
- Disposable hair nets /protective Hair covering
- Disposable underwear
- Facial cleanser/wipe to remove make up, deodorants etc.
- Couch roll

If working as a mobile therapist the following items may also be useful:

- Extension Lead
- Waterproof sheet
- Daylight lamp
- Cleaning wipes
Sunless Tanning Procedure

Before commencing the treatment ask your client to undress to their underwear or wear the disposable thong provided. They should remove any jewellery and place their belongings in a box in a safe place in full view.

1) Apply a small amount of barrier cream to the following areas:
   ➢ Feet & heels
   ➢ Knees
   ➢ Elbows
   ➢ Hands and up the inside of the forearms
   ➢ Nail extensions
2) Ask your client if they would like to wear a mask during the procedure
3) Give your client a disposable hair net to protect their hair
4) Prepare two sticky feet pads for your client to put on
5) Ask your client to step into the tanning cubicle
6) Fit your therapist mask and disposable gloves
7) Turn your tanning machine on (this should have been checked and set up prior to the treatment)
8) Ask your client to face the back of the cuticle, with feet shoulder width apart and arms held away from the side of the body with palms facing the floor and fingers pointing to the rear of the cubicle
9) In vertical movements starting slightly above the shoulders spray the back, then the back of arm down to the underwear using smooth movements, keeping the gun upright
10) Then move on to spraying the back of the legs moving the gun away as you get near to the ankles
11) Ask your client to face the left side of the cuticle with their arms by their side
12) Spray down the side of the neck, down the shoulder and arm to the wrist
13) Lift up the arm and spray down the side of the body
14) Ask your client to lunge their back leg forward and spray the inside of their leg down to the ankle
15) Spray the outside of the other leg down to the ankle
16) Ask your client to face the right side of the cubicle with their arms by their side
17) Spray down the side of the neck, down the shoulder and arm to the wrist
18) Lift up the arm and spray down the side of the body
19) Ask your client to lunge their back leg forward and spray the inside of their leg down to the ankle
20) Spray the outside of the other leg down to the ankle
21) Ask your client to face you
22) Spray down their left shoulder over the breast area to the waist moving in vertical line until you have reached the right shoulder
23) Spray down the front of the left arm to the wrist area
24) Ask the client to make a claw position with their hand and spray lightly in 3 vertical lines on the hands
25) Ask the client to twist their arms outwards and lightly spray down the inside of the arm to the wrist area
26) Spray down the front of the right arm to the wrist area
27) Ask the client to make a claw position with their hand and spray lightly in 3 vertical lines on the hands
28) Ask the client to twist their arms outwards and lightly spray down the inside of the arm to the wrist area
29) Spray down each leg to the ankle, when at the knees increase the distance of the gun from the client
30) Ask your client to remove their mask (if wearing one)
31) Explain to your client what it may feel like and what they need to do
32) On the count of 3 they need to take a deep breath, relax, hold their breath and shut their eyes
33) Spray lightly down the middle of the face
34) Ask your client to turn their head to the left, spray down the side of the face, avoiding the ear
35) Ask your client to turn their head to the right, spray down the side of the face, avoiding the ear
36) Check over you client and ensure there are not areas that have not been covered
37) Release the hose from the gun and use the warm air from the hose to dry off your client
38) Once your client is dry then they are ready to get dressed
Retailing

Selling can often be seen as the hard part of the role. However if it is done carefully with your client in mind it can be both beneficial to your client and profitable to you.

Clients come to you for your expert advice and knowledge. If products and treatments are considered and selected carefully with your client in mind then they are more than likely to buy. You should always give your client your undivided attention, listen to them and answer their questions as this could create the perfect selling opportunity and in turn you will receive commission and extra earnings on something that has become effortless.

Why do clients buy from you instead of a high street store? Simply because you are knowledgeable, caring and offer a personalised service. You are recommending the best for your client. Remember to find out about them and consider their budget when selecting the most appropriate products for their lifestyle.

It is important to believe in yourself, believe in your products and to sell with confidence and ease. Give your clients' product and treatment demonstrations so they can see a taster of what they will be buying. Offer combined discount and loyalty schemes to attract customers and remember your client will value your professional opinion. Know your product. Sell one thing at a time. Lead your pitch with the biggest benefit of treatment. Personalise your approach to their needs. Keep your client informed about products, treatments and special offers.