

NSTPA TRAINING HANDBOOK





Lets
Get
Starterd!

1

INTRODUCTION TO SUNLESS

2

HISTORY OF SUNLESS

3

FORMS OF APPLICATION

4

GOVERNMENT REGULATIONS

5

BUSINESS AND MARKETING

6

KNOWLEDGE OF THE SKIN

7

SOLUTIONS & INGREDIENTS

8

CLIENT CARE & EXPECTATIONS

9

PREPARING FOR THE PERFECT SUNLESS
SESSION

10

SPRAY TANNING TECHNIQUE

11

SPRAY TAN CONTRAINDICATIONS
AND COMPLICATIONS

12

DIAGNOSING PROBLEM SCENARIOS

13

MACHINE MAINTENANCE

14

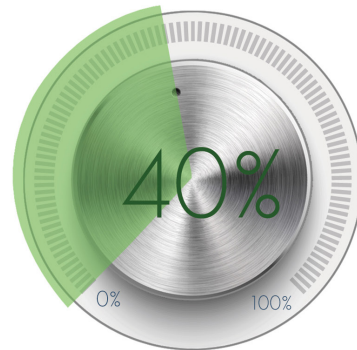
PRODUCT CARE



SPRAY TAN CLIENTEL



18 Years Old
& Younger



19 To 28
Years Old



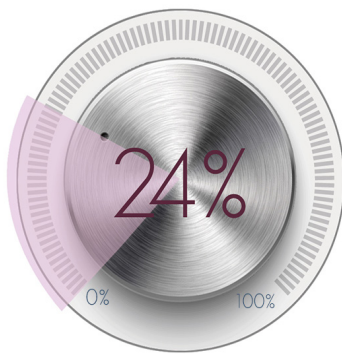
1

INTRODUCTION TO SUNLESS

Sunless spray tanning has become one of the fastest growing services in the health and beauty industry. Due to improper UV Tanning techniques and client use, spray tanning has grown in popularity as a more accessible, healthier tanning alternative. When done by a trained and certified professional, clients can achieve instant and lasting natural color, at a fraction of the cost and time.

Why invest in sunless tanning?

As the popularity of sunless tanning has continually expanded, so have the needs for technicians. We have seen many different types of businesses add sunless spray tanning to their list of services, including but not limited to: Estheticians, Cosmetologists, medical spas, salons, nail salons, mobile salon/spa's, and more! The potential growth of the sunless industry can only mean continued business and growth tanning technicians, salons, and spa's everywhere. "The makers of bronzing lotions and sprays are expected to see their sales grow a sweltering 18.1% this year alone, making it one of America's ten fastest growing industries, a new report by IBISWorld found." -IBIS World
With skin cancer on the rise and new age restrictions on bed tanning, sunless has become nothing but the single fastest growing service in the industry catering to all age groups. It may be the "biggest" boom we've ever seen.



29 Years Old
& Older

2

HISTORY OF SUNLESS

DHA (DIHYDROXYACETONE)

DHA was first recognized as a skin coloring agent by German scientists in the 1920's. Through its use in the x-ray process, it is noted as causing the skin surface to turn brown when spilled. In the 1950's, Eva Wittgenstein at the University of Cincinnati did further research with Dihydroxyacetone. Her studies involved using DHA as an oral drug for assisting children with glycogen storage disease. The children received large doses of DHA by mouth, and sometimes spat or spilled the substance onto their skin. Healthcare workers noticed that the skin turned brown after a few hours of DHA exposure. Wittgenstein continued to experiment with DHA by painting liquid solutions of DHA onto her skin. She could consistently reproduce the pigmentation effect and noted the DHA did not penetrate beyond the stratum corneum or dead skin surface layer. Research then continued DHA's skin coloring effect on treatment of patients suffering from vitiligo. In the 1960's Coppertone introduced the first sunless tanning lotion. DHA has been listed with the Food and Drug Administration (FDA) since _____ as an approved cosmetic ingredient.



3

FORMS OF APPLICATION

AIRBRUSH – An airbrush unit works with a compressor and pen or wand-like device. This unit can be used to apply makeup, temporary tattoos and spray tan solution. This type of sunless application can be time-consuming and is more prone to errors.



HVLP – Highvolume, _____ pressure. These systems deliver air generated by a turbine to the spray gun/applicator via a flexible hose. HVLP application is the most effective way to apply a custom spray tan.



"An HVLP machine is the most common machine on the market for the sunless industry!"

SPRAY BOOTH – In commercial spray tanning booths, consumers receive an application of DHA in the form of a mist or spray. There is typically only one type of solution for all skin tones.



SELF-APPLICATION – Hand applied tan in the form of lotions, gels, mousses, and wipes require practice and patience. This method can be complicated to use consistently over the entire body which typically leaves streaks and abnormal discoloration.



"Because the DHA reaction is purely topical, there is no UV protection in sunless product. always make sure to recommend a beneficial, natural nontoxic sunscreen."



4

GOVERNMENT REGULATIONS

FDA REGULATIONS

Dihydroxyacetone is FDA approved for _____ use. Answering these questions will let you know if you and your client are using proper protection:

Q: Are consumers protected from exposure in the entire area of the eyes, in addition to the eyes themselves? Are your eyes protected?

A: Supply your sunless client with view keepers. The technician should wear technician protective glasses

Q: Are consumers protected from exposure on the lips and all parts of the body covered by a mucous membrane?

A: Have the client apply lip balm/ barrier cream to the lips and always be sure they wear bottoms. Offer disposable panties if they don't have their own.

Q: Are consumers protected from internal exposure caused by inhaling or ingesting the product?

A: Offer sunless clients nose filters and always use some filtration system when spraying.

We recommend you and your staff stay informed and up to date on FDA recommendations and regulations. Please read the excerpt below from www.fda.gov. DHA is Listed in the regulations as a color additive for use in imparting color to the human body. However, its use in cosmetics including sunless "tanning" product—is restricted to an external application (21 CFR 73.2150). According to the CFR, "externally applied" cosmetics are those "applied only to external parts of the body and not to the lips or any body surface covered by mucous membrane" (21 CFR 70.3v)

"Tan lines make a tan seem more natural and give the client something to gauge their depth of color change. Reassure clients who prefer no bottoms when tanning, that there are precautions to keep in mind and tan lines are not a bad thing!"

The industry has not provided safety data to FDA in order for the agency to consider approving it for use on those exposure routes, including "misting" from tanning booths. Also, no color additive may be

used in cosmetics intended for use in the area of the eyes unless the color additive is permitted specifically for such use (21 CFR 70.5a). DHA is not permitted for use in the area of the eye. The FDA defines "area of the eye" as follows: "The area enclosed within the circumference of the supra-orbital ridge, including the eyebrow, the skin below the eyebrow, the eyelids and the eyelashes, and the conjunctival sac of the eye, the eyeball, and the soft areolar tissue that lies within the perimeter of the infra-orbital ridge." (21 CFR 70.3s) as with the lips and other areas covered by mucous membrane, the industry has not provided safety data to FDA in order for the agency to consider approving it for use in the area of the eye.

"For clients concerned with the safety of spray tanning, you can simply explain to them what the FDA approves and how you take the appropriate precautions to follow these strict guidelines."

5

BUSINESS AND MARKETING

Whether you are starting a mobile tanning business or a brick and mortar sunless tanning salon, there are things to consider before starting (we are assuming you have already drawn up an extensive business plan including target marketing, investment, and a good business name).

BUSINESS NAME AND STANDING

You must decide which type of legal entity you wish to be (LLC, Sole Proprietorship, Corporation, Etc.). Once you determine the type of entity you want to be, you must file the proper paperwork with state agencies. You then need to go to your local county clerk and register the business name. You will then obtain a federal tax ID number from the IRS, which will allow you to purchase wholesale goods. The cost to do this is typically reasonable but will differ based on your location. After obtaining a Federal Tax ID, you must also acquire a State Tax ID. You can always visit SDA.gov



INSURANCE

Insuring your business is recommended to anyone who is getting into the sunless industry. Mobile technicians will be operating in different homes and businesses on a daily basis, be sure you have protection against any unforeseen incidents. The type of coverage you will want to carry will provide you with general liability, as well as product and property liability. The cost varies from company to company but can be anywhere from \$200-\$1000 per year. Consider the following types of liability when choosing a coverage plan:

- General Liability
- Products Liability
- Professional Liability
- Property Liability
- Mobile Operations Liability

Most insurance companies quote \$300-\$500 per year for a \$300,000 policy. Costs will all depend on which provider you choose as well as how much liability you wish to have covered. *Please note NSTPA is not acting as a legal asset in any way. The information provided is necessary and is only meant to help guide you in a direction best suited for you. You should seek legal advice before you move forward to ensure you are making the correct decision.

What is marketing?

Marketing is the action or business of promoting and selling products or services.

MARKETING

There are various ways to market your sunless business in today's world. This may be what sets you apart from the competitor. Marketing is your opportunity to brand your business. The essence of effective marketing is to understand the wants and needs of your customers, and then develop a plan. Researching your local market is an excellent way to determine the type of marketing that will be most beneficial. Studying your competitors will also give you an idea for your price point.

FREE MARKETING - Social media has many advantages, the biggest one being that it is free! Use this free resource to your build your business. If you currently have an Instagram account and you post here and there, start beefing up your use to gain a bigger following. Research popular hashtags people in the industry use so you can gain traction. Instagram also has the option to modify your account to include contact information in your 'Bio' section. Easily accessible social media platforms make it easy for potential clients to contact you for services.

WEBSITE - It is vital to have a web presence for your business. Recent surveys find that over 80% of potential customers find their services via search engines, such as Google. Think about it; if you were searching for a service and

you couldn't see more than an out-of-date Facebook page, or a few Yelp reviews, would you trust them to provide current services? Probably not. In fact, you might think of the other things in which the business might not be existing. To the consumer, a company should be current on all platforms, including the use of social media and marketing.

MARKETING MATERIALS - Marketing material is another effective way to attract and keep your client base. Partner with local salons and leave your brochures at their stations, or in treatment rooms. If you are already in a salon offering services other than spray tanning, leave behind rack cards about sunless tanning at the reception desk. Hang posters as part of your salon/boutiquedécor, as this is also a great way to market your service. Make sure that the materials you use are trendy and current. You can create your own articles or purchase them through your sunless manufacturer if available. These materials will help to catch the attention of clients who might not otherwise think to go sunless.

LOCAL BUSINESSES - There is plenty of business within the beauty industry who may never consider offering spray tanning as a service. These companies pave the way to opportunity for you and your business. You should visit and introduce yourself, explain to them the type of service you will offer, Local Med Spas, Gyms, and Day Spas may be willing to outsource this service to you. Outsourcing will give you the opportunity to market your business and get exposure to their clientele for little or no cost! You can also cross-advertise with other companies by working with local photographers, florists,

caterers, bakeries, event planners, travel agents, etc. Anyone using the businesses mentioned could use a spray tan for special occasions!

BE A WALKING BILLBOARD - Just as you would expect fitness trainers to practice what they teach, you should too. Use yourself as a marketing tool. If you are marketing your sunless services, it is only going to benefit you if you use sunless yourself. Whether you spray yourself or use a retail line you are selling, be sure to promote products you use and genuinely love about when promoting your services.

FREE TANS - When you are first starting out it is important to offer free spray tans to family and friends to advertise your business. Word of mouth marketing is one of the most potent marketing tools there is. Think of this as a marketing expense, not a waste of solution!

HOST A TANNING PARTY - If you are starting out in sunless, you are going to need to get people to buy into your brand before they start flocking to you for service. A great way to "sample" out your skills and products is to host a tanning party. Gather a few close friends and family who would love a free tan. Use the time with them to talk about your products and show them how they work. Once they leave, they have transformed into FREE marketing. Complimentary services are how word-of-mouth starts which is a highly effective form of marketing; watch your reputation and business grow!

PRICING YOUR SERVICES

As beauticians and entrepreneurs around the world step into the sunless industry, we all have a common question in mind, "How much do I charge for my services?". Pricing is determined after you have conducted extensive research in your local market. And although there is no set formula on how to price your services and products, there is a combination of factors to consider ensuring your price points are structured correctly.

COMPETITION - Scope out your completion to strategically price your services. What is everyone else charging? What's the lowest cost of service? What's the highest value of service? You should market your services with that high/low mark. Having a competitive price point is a significant leg up on your local competition. Be careful when creating a shallow price point, as it could discredit your service.

YOUR LOCATION - Location will play a significant factor in pricing your products and services. Ask yourself these fundamental questions:

1. *Where do you plan on executing your services?*
2. *Is this area densely populated, or more rural?*
3. *Will clients be required to drive out of the central city/town?*
4. *Does this location have much foot/drive-by traffic?*

Consumers may find your location to be inconvenient if you are in an isolated area in turn affecting your business profit. Having a place in a densely-populated area, or in a common area of town may be ideal for a higher standing on the pricing ladder. If your sunless

business is mobile, technicians should always factor in drive time, gas and distance into their pricing. When pricing services, try setting a base price and be sure to make your clients aware that this base price does not include the time, gas and distance factors. Technicians should collect additional information to add travel expenses to the quoted tan price accurately. Always give your client a final quote including travel expensive before venturing to the location where the client will be receiving their service.

Another option for mobile technicians is to set a price scale for the service. Maybe the average price of tanning service is \$35 after travel expenses are applied. Let clients know verbally and include on your price sheets, that tans range from \$25-\$55. When creating a price range, it is always best to give clients a more substantial maximum price so when you do tell them their service price, they are under the impression that they're still getting a great deal!

THE CUSTOMER - Your pricing strategy will largely depend on your clientele. Be sure to analyze what type of clientele you will be performing your services. Will you have a diverse kind of clientele, or will you focus on the higher end clients only? What are these customers willing to pay? Meet clients in the middle. It's not necessarily a good idea to charge clients the maximum price they're willing to pay. It is also vital to know what your client is paying for when they come to you for services. What is it that the client is purchasing? Is it the customer service you provide them? Is it the quality of the service? The location? Or the quality of product you use for your business?

Customers are willing to pay when they are provided something they can't get elsewhere, whether that be service, or product related.

THE PROFIT - Do not be ashamed to want to make a profit! Gain is essential to running a successful business. Take into consideration price of product, supplies, marketing materials and any additional tools you use to keep your business running successfully. Pricing of services should cover these essential expenses while still providing you with some green!

KNOW YOUR WORTH - Do you perform and provide the perfect service? Be sure to give yourself the deserving credit when developing your service/product prices. Setting your price point too low may cheapen your brand/reputation. Don't be afraid to set your pricing a bit higher if you believe you provide excellent services worthy of that price point. The sunless Industry has grown tremendously over the years, and it will only continue to flourish. Enter with confidence! Equip yourself with the necessary knowledge and tools to make your business a successful one. Always keep in mind, pricing is still adjustable as you continue to grow.

Keep in mind every area possesses a different demographic, therefore pricing will always fluctuate.



CLIENT RETENTION

EMAIL LIST - Create an email list to keep in contact with your clients. A knowing of current clientele will allow you to quickly update clients with your monthly promotions and keep their attention even when sunless tanning is not on their mind.

SHARE YOUR KNOWLEDGE - Inform your client on the benefits of sunless tanning. Spreading your knowledge to others will not only prove you know what you are doing, but it will also help clients realize that this is a healthy alternative to sun tanning that will keep them and their skin healthy and thriving. You're not only selling; you're teaching!

LOYALTY PROGRAM - A loyalty program is an excellent incentive for clients to continue their services more than just once. A loyalty program will make clients want to splurge on themselves when they know there is a payoff at the end! You can even print loyalty business cards to keep track of your clients visit.

PRE-PURCHASE TANNING PACKAGES - Everyone loves a discount. Create a sunless package where clients can pre-purchase multiple tans at a discounted price. Pre-purchasing places money in your pocket and reassures that client **WILL** be back.

PRE-BOOK - Scheduling a client's next tan is an excellent customer service tool that will work in your favor and theirs. Whether

the client is not sure if they want to come back or not, reserving their next spot gives you a 50/50 chance that client will return. Having a scheduled appointment is helpful to the client, it will be something on their to-do list that they don't need to worry about scheduling. Remember, Pre-book. Pre-book. Pre-book!

FOLLOW UP - Following up with clients will be your most significant beneficial factor. Keep in touch with clients by providing a follow-up phone call, text or email to check in on how their sunless tan turned out. You can even offer reminder calls for an appointment and provide 1 or 2 weeks follow up calls which you can also use to book their next meeting.

6

KNOWLEDGE OF THE SKIN

Before moving forward with a business in sunless, take the steps necessary to educate yourself on the impact the sun can have on the skin. It is essential to have a firm understanding in this area, so you as the technician can adequately educate clients on the importance of sun protection and the benefits of healthier sun tanning alternatives.

The skin is our body's first line of defense designed to protect us from outside elements. The surface is composed of two primary layers, epidermis and the dermis. The _____ is the outermost layer of the skin. This thin epithelial layer of tissue is composed of 5 layers; the uppermost layer is called the Stratum Corneum. This epidermis/Stratum Corneum layer of the skin is the layer affected by sunless solution when applied. The most buried layer of the epidermis references the stratum basale or basal layer. This layer is NOT affected during sunless tanning.

DID YOU KNOW??

each square inch of skin contains:

- Millions of cells
- 8 feet of blood vessels
- 32 feet of nerves
- 650 sweat glands
- 65 hairs
- 1,300 nerve endings
- 155 pressure receptors
- 12 cold and heat receptors

TEST YOUR KNOWLEDGE!

Q: How many layers make up the epidermis layer of the skin?

COLOR PRODUCTION

WHAT ARE MELANOCYTES?

Pigment granules called melanosomes produce a protein called Melanin that serves as a brown pigment to the skin. These melanin cells (manufactured by melanocyte stimulating hormones) create a defense mechanism to protect the body's DNA from the sun. Melanocyte cells make melanosome spheres which transfer to keratinocytes; these provide the color of the skin. Keratinocytes, composed of keratin, make up most of the epidermis. These cells contain proteins and lipids. These proteins have dried and

hardened; they also lack specific cell characteristics, you will often hear these cells referred to as "dead skin cells." The body can produce two types of melanin: Pheomelanin (red to yellow) and Eumelanin (dark brown to black). Lighter skin tones tend to produce more pheomelanin, while darker tones produce more eumelanin. A tan is visible because melanin production transfers into the uppermost cells through "branches" that move up towards the skin's surface creating darker pigmentation.

FYI

- Melanocytes are cells that produce pigment granules, known as melanosomes
- Melanosomes carry and produce the protein called melanin
- Melanin is transferred to the uppermost layers of the skin through branches (aka Dendrites)

EFFECTS OF THE SUN

The sun plays a big part in how our skin ages. UV exposure is proven to alter DNA, show premature signs of aging, create damage to the eyes, and of course a more chronic condition; cause cancer. It is important to realize that the sun produces two types of ultraviolet radiation (UV rays) which work in their specific ways. Both are absorbed, dispersed and reflected by the skin.

UVA: Ultraviolet Aging Rays
These long wavelengths penetrate the skin at deeper layers than UVB rays. UVA rays are known to weaken collagen and elastin fibers which cause wrinkles and sagging to the skin.

UVB: Ultraviolet Burning Rays
Ultraviolet Burning Rays create bodily reactions such as burning, aging and cancer of the skin. Penetration of these rays are not as deep as UVA rays, BUT they are _____ and more _____. These rays deliver more energy at a higher frequency making them more dangerous than the UVA. UVB rays are beneficial in small dosages as it does contribute to the production of Vitamin D.

FYI

FDA recommends using an SPF of 15 or higher

SUN PROTECTION

Be sure to inform your sunless clients that sunless solution does not contain sunscreen. Proper sun protection should be applied and reapplied throughout the day. Sunless tans DO NOT prevent sunburns or sun damage.

Consider this when purchasing your next sunscreen:

Physical Sunscreens contain mineral ingredients like zinc oxide and titanium dioxide which work by sitting on the top of the skin and deflecting UV rays away from the skin (aka physical blockers).

BENEFITS : instant protection from the sun and no wait time needed once applied, protects from UVA and UVB rays, less likely to be pore clogging, beneficial for acne or sensitive skin types.

CONS : easy rub off, will sweat and rinse off quickly, can cause thick white lotion appearance on the skin, can also be less protective if not applied generously and frequently.

Chemical Sunscreens contain carbon-based compounds such as octinoxate, oxybenzone, and octisalate. Chemical sunscreens

DID YOU KNOW??

UVA rays can penetrate through glass and clouds!

Spray tans do not prevent sunburns. spray tans do not affect the melanin production in the skin. ALWAYS recommend clients where sunscreen when exposed to UVA rays.

TEST YOUR KNOWLEDGE!

What percentage of pre-mature aging do you think is caused by sun exposure?

- A.) 50%
- B.) 80%
- C.) 20%
- D.) 100%

work to _____ UVA Rays into _____ and releasing them from the skin in the form of heat.

BENEFITS : Thinner product makes for a more comfortable application, less product needed (great for under makeup).

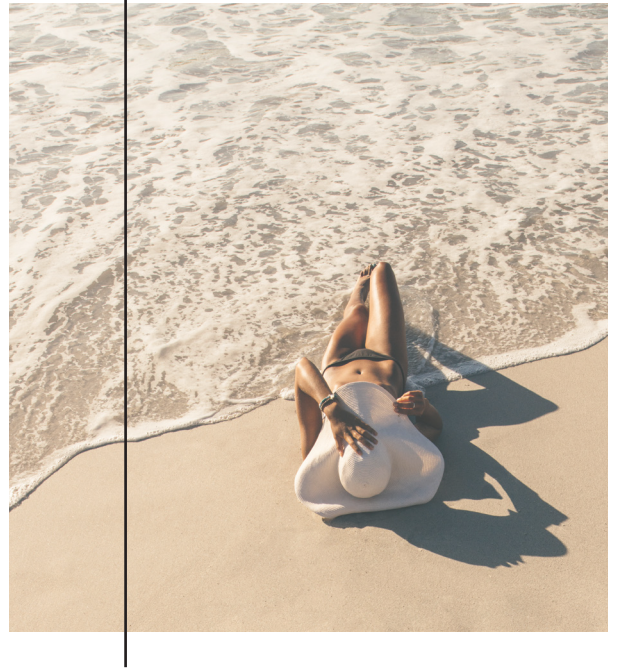
CONS : Requires 20 minutes to absorb and begin working to fight against UV rays, an increase of irritation for those with sensitive or acne-prone skin.

TEST YOUR KNOWLEDGE!

What two ingredients are best to avoid in a spray tan safe sunscreen?

7

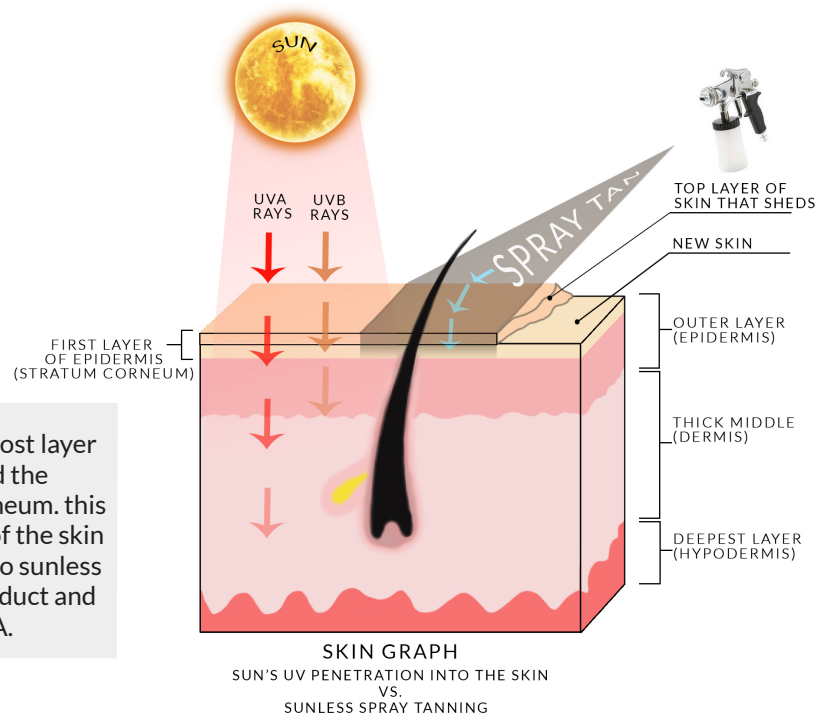
SOLUTIONS AND INGREDIENTS



DHA (DIHYDROXYACETONE)

Dihydroxyacetone or _____, also known as Glycerone, is a simple Carbohydrate. DHA is typically derived from _____ and _____. The skin browning effect of DHA is a chemical reaction between the DHA, the top layer of skin and your amino acids. The skin browning effect produced is nontoxic and similar to the Maillard Reaction. The **MAILLARD REACTION** is a chemical reaction between _____ and a reducing sugar, usually requiring the addition of heat. DHA only works on the top layer of the skin. Therefore, to keep those cells and the tan as long as possible, it is vital to educate your sunless clients on the importance of proper exfoliation before a tan and moisturization after the tan.

The outermost layer is called the stratum corneum. This is the layer of the skin that reacts to sunless tanning product and DHA.



BRONZERS

There are both natural and artificial bronzers in the sunless product. The natural bronzers and dyes in a professional spray tanning product prove beneficial in several ways. First, they act as a _____ as you spray. Instantly, you can see where you are spraying, thus, significantly minimizing error. Second, they work as an _____ day of color for the client. Immediate color also serves as a reminder for them to prevent any actions or activities that could negatively affect their tan. Artificial bronzers in the spray tanning product have potential to cause allergic reactions and contact dermatitis. We recommend checking with your solution manufacturer to ensure your client's safety.

SOLUTION

When it comes to selecting a solution, it is always best to do your research. As professionals, we should all be working towards giving the client lasting, natural looking color. In the sunless industry, there are two bases for solutions: _____ and _____. All sunless solutions are primarily water; however, aloe has a reputation for _____, more skin benefits, and provides a deeper color. Alcohol-based solutions are known for their thin viscosity, the speed of drying and tend to _____.

DEVELOPMENT TIME

Clients should wait ____ hours after being sprayed to shower. Please note, some sunless manufacturers recommend waiting up to 24 hours

DID YOU KNOW?

Aloe-based tans typically allows a client to maintain their tan 3 to 4 days longer than alcohol based solutions

before showering. You should always follow the instructions provided by your sunless provider. When clients shower, it is recommended the client gently cleanse their body with a simple, moisturizing body wash. For best results, apply by hand. When using a rapid spray tanning solution, follow directions from the manufacturer. These solutions contain a rapid-acting DHA that can develop a tan in as little as 2 hours. Keep in mind, the DHA can continue developing over ____ hours depending on the client's body chemistry. Being that these

solutions are rapid-acting, it is recommended to call the client a half hour before they are supposed to shower as a reminder. After all, each tan you do is your marketing. You do not want a client to keep these solutions on their skin too long and turn out unnatural looking.

Clients should not use a shower puff, wash cloth, exfoliating mitt, or shave after initially receiving their spray tan. Keep It Simple.



Contact with water and perspiration should be avoided as a tan develops. be sure clients are aware that relaxing while a tan develops is best to avoid sunless "accidents".

INGREDIENTS

The NSTPA is a firm believer in giving the client the best experience, color and skin health.

Ingredients we like and recommend includes:

DEIONIZED WATER – Ultra purified water

ALOE BARBADENSIS LEAF EXTRACT – Moisturizing base that acts as a lubricant on the skin surface, which gives the skin a soft and smooth appearance.

DIHYDROXYACETONE (from organic sources) – Derived from sugar cane and sugar beets; reacts with the skin to cause a tanning effect.

WALNUT EXTRACT – Is known for its soothing, refreshing emollient qualities. Derived from the husk of the nut; beneficial in skin treatments provides natural coloring and is used in sunless tanners.

VITAMIN A – Improves collagen density, skin elasticity, tone texture, lines & wrinkles and smoothens the surface of the skin.

VITAMIN C – Protects from oxidant damages, skin-lightening, anti-inflammatory effects, improves elasticity.

VITAMIN E – Protects from oxidant damages, moisturizing, anti-inflammatory, healing and anti-aging effects.

Ingredients we could and should live without include:

- Parabens
- Fragrance
- Gluten
- Sulfate
- Erythrulose
- Propylene
- Phthalates
- Formaldehyde

DID YOU KNOW?

DHA is the only FDA approved sunless tanning ingredient

It is also recommended you use a solution that is animal-friendly. Check out www.peta.org for thoroughly vetted companies.

INGREDIENT GLOSSARY

Aloe Barbadensis Leaf Extract – Comes from a versatile plant that has been found to reverse degenerative skin changes by stimulating collagen and elastin synthesis. Acts as a biological vehicle to aid penetration and absorption of other bio-active ingredients into the skin.

Arnica Extract – An astringent (a solution that removes oil from the skin) and to treat skin disorders. The herb has also been used externally to treat bruises and sprains. It has anti-inflammatory and soothing properties.

Ascorbic Acid (Vitamin C) – An antioxidant that aids in healing, promotes collagen production and maintenance, and maintains healthy blood vessel walls to resist disease. Can be found in natural sources like Citrus Fruits, vegetables, tomatoes and potatoes.

Bambusa Vulgaris Extract – An extract from the stems and leaves of a bamboo plant used as a skin conditioner. Bambusa protects the skin's integrity, improves blood circulation and protects vessels.

C13-14 Isoparaffin – A mixture of hydrocarbons used as a thickening agent and emollient.

Caffeine – A stimulating ingredient with anti-oxidant properties to help improve the look of cellulite (dehydrates fat cells) and can potentially prevent and repair sun damage.

Caramel – A natural colorant.

Carnitine – Increases cell vitality and moisture content as well as collagen, keratin, and elastin production.

Capryl Glycol – An anti-microbial agent and surfactant used as an emollient and is thoroughly tested by the FDA.

Carrageenan – Family of polysaccharides derived from red seaweed used as a thickening agent.

Ceteareth-12 – Aids in the absorption process.

Ceteareth-20 – Derived from a blend of Cetyl and Stearyl alcohols from coconut oil; used as an emulsifier.

Cetearyl Alcohol – Derived from coconut oil. Used as a thickener, emollient and emulsifier.

Cetearyl Isononanoate – Used as an emollient.

Cetyl Palmitate – Used as an emollient.

Citric Acid – Derived from fruits; natural food grade preservative that maintains proper pH balance in product.

D&C Green No. 5 – Used as a color additive.

D&C Red No. 33 – Used as a color additive.

Dihydroxyacetone – Derived from sugar cane and sugar beets: DHA for short, reacts with the skin's amino acids and uppermost exposed layer of the skin.

Deionized Water – Ultra purified water through the processes of deionization. Mineral ions such as sodium, calcium, iron, copper, chloride and sulfate have been removed.

DMDM Hydantion – An organic compound that acts as a preservative.

Escin – Derived from the seeds of the horse chestnut tree. The fruit promotes circulation and helps to rid the body's appearance of cellulite.

Ethoxydiglycol – A solvent and viscosity decreasing agent (agent used to thin a product and allow it to flow more easily through the skin layers) used to aid in product penetration

Emollient – Oil or fatty ingredients that lubricate, moisturize, and prevent water loss.

Emulsifier – Surfactants that cause oil and water to mix and form emulsions; an ingredient that brings two normally incompatible materials together and binds them into a uniform and stable blend.

FD&C Red No. 40 – Used as a color additive.

FD&C Yellow NO. 5 – Used as a color additive.

FD&C Yellow No. 6 – Used as a color additive.

Glyceryl Stearate – Derived from vegetable fatty acids helps to soothe and soften the skin. Also, used as an emulsifier.

Glycerin – Comes from natural fats and oils such as vegetable oil. Used as a humectant, emulsifier and skin softener.

Glycol – Moisturizing agent used as an emulsifier and for hydration.

Glucosamine HCL – Supports and aids in skin/joint rejuvenation and is often used to treat psoriasis.

Humectant – Ingredients that attract water. Humectants draw moisture to the skin and soften its surface, diminishing lines caused by dryness.

Inositol – An essential derivative of corn; helps to protect cells against damage from toxins.

Iron Oxides – Oxidized iron provides a natural coloring.

Ivy Extract – Boosts blood circulation while toning and tightening the skin. Also, helps fat cells move back into the blood stream.

Laureth-71 – Used as an emulsifier.

Lecithin – Derived from soy beans which is used as an anti-oxidant and emulsifier.

Maltodextrin – Enhances the anti-aging activity of amino acids and fatty acids.

Mica – Derived from minerals used for its lubricating and natural coloring properties. Mica also adds a shine affect.

Niacinamide – Also known as Vitamin B3, is shown to increase the skins production of ceramides (natural emollients and skin protectants), acts as an anti-inflammatory, and improves fine lines and wrinkles.

Phenoxyethanol – Derived from sage essential oil. Classified as a safe and effective food-grade preservative.

Pisum Sativum (Pea Extract) – An agent used for conditioning, moisturizing, smoothing and aids in the prevention of fine lines and wrinkles.

Polyacrylamide – A film former, allows product to rest and dry upon the skin creating a soft, moisturized skin texture.

Polysorbate 20 – Derived from fatty acids: used as an emulsifier and solubilizer to facilitate the coupling of water-soluble and water insoluble ingredients during formulation.

Potassium Sorbate – Derived from naturally occurring unsaturated fatty acids. Classified as a safe and effective food-grade preservative.

Retinyl Palmitate (Vitamin A) – An anti-oxidant that stimulates skin rejuvenation and is derived from retinol.

Rosemary Extract – Derived from the rosemary plant, helps to stimulate, purify and invigorate the skin.

SDA 40B – Ethyl alcohol, used as an astringent and solvent.

Silica – Derived from sand. Used as a water repellent.

Surfactant – Acronym for surface active ingredient: reduce surface tension between the skin and the product to increase product spread ability; allow oil and water to mix or emulsify.

Tea-Hydriodide – A triethanolamine salt that is used as a skin conditioning agent.

Titanium Dioxide – A natural white mineral pigment that protects the skin from sun damage by reflecting the UVA (aging rays) and UVB (burning rays).

Tocopherol Acetate (Vitamin E) – Used as a stabilizer and emulsifier.

Tripeptide-1 – Made from glycerin, histidine, and lysine, resides; conditions the skin.

Walnut Extract – Derived from the walnut husk; commonly used for acne treatments and as a skin soother. The husk also provides natural coloring. Note: Because the nut is not being used (only the husk), MOST of the time this will not affect clients with nut allergies. The client should always consult their doctor if there are hesitations in using products with questionable ingredients.

Witch Hazel Extract – Derived from the leaves of the witch hazel plant; used as an astringent, anti-inflammatory, soothes and heals.

Xanthan Gum – Derived from natural carbohydrates; thickens the formula and soothes the skin



8



Does your client have larger pores?
Worried about speckling?
Simply cool the prep spray!
The cool temperature should shrink the pores and prevent buildup.

For messy deodorant build up removal, simply use a makeup remover wipe on the affected area followed by prep spray and wipe with a dry towel.

CLIENT CARE AND EXPECTATIONS

CLIENT PREPARATION

The essential pre-tan step is to exfoliate the skin. If the client exfoliates regularly, then 24 hours prior to the session is acceptable. If they do not exfoliate periodically, then they should exfoliate ___-___ hours before their spray tanning session. Clients should exfoliate at least twice before the spray tanning session. Using a spa grade exfoliator is ideal. Exfoliation is a natural skin process that occurs daily. Different areas of the skin exfoliate at different rates and are essential to do so correctly. Over a 28-day period, the skin is completely “recycled,” and new skin has taken its place. Every week 25% of the skin dies off, and either sits on top of the surface or is exfoliated off. Therefore, the skin starts to fade, both with a sunless and UV tan. If your client does not exfoliate properly, the spray tan will not have lasting benefits. Adequately exfoliated skin will leave your client with fresh, new skin that is ready for the DHA absorption. If the client needs to shower on the day of their spray tan, it should be done at least four hours before the spray tanning session. They should only use warm water to rinse their body off since many commonly used soaps, conditioners and body washes can leave a residue on the skin. This residue can act as a barrier to the sunless tanning solution. Showering immediately before the session could cause pores to open. Open pores will allow the solution to penetrate, creating a “freckled” look, most commonly seen on the chest and lower leg area.

DAY OF SESSION

No lotions, makeups, deodorant, perfume or other products should be used after the last shower. These products can, and more than likely will, create a barrier for the sunless tanning solution. If the customer insists on wearing deodorant or makeup to their appointment, be sure to have them rinse it off with cool water on a towel.



AT THE SESSION

Your customer should always wear an undergarment. If they do not wish to wear their own, be sure to provide them with disposables. They should also be offered eye protection, nose filters, and lip protectant to apply to their lips. As a technician, you should protect yourself as well. Be sure to come prepared with technician glasses and a mask. The mask should cover the nose and mouth. You are around the spray tan more often (often; referred to as bounce back/overspray), so protect yourself! ___ mucous membranes need proper protection. We do NOT recommend spraying anyone who is or potentially is, pregnant without doctor approval—they need to consult with a physician before receiving a sunless tan. Doctor approval also applies to anyone with any respiratory issues, severe allergies or any other medical condition.

Be sure to hydrate your body
by drinking plenty of water!

POST TANNING CARE AND MAINTENANCE

Proper post sunless care is essential to maintain a sunless tan. Below is a list of recommendations for post-sunless care:

- Your client should keep a good moisturizing routine. Hydration includes the use of a moisturizing lotion twice a day. It is crucial for your customers to always stay hydrated from the inside out. Moisturizing of the skin should be done immediately following the shower. A moisturizing product helps lock in some of the moisture absorbed by the skin during a shower.
- A tan extender lotion should be used every two to three days. It is recommended to wait at least one full day after the spray tan to begin use. Tan extender lotions typically contain DHA within them, so you do not want to apply too much DHA to the skin in a short period. Apply the tan extender lotion in an even application. Be sure to wash the palms of your hands thoroughly after applying the tan extender lotion.
- Have your client “pat” dry when they exit the shower. Rubbing the skin in any way is going to speed up the exfoliation process.

Inform clients they must avoid contact with abrasive products. Many skin care products contain ingredients, such as mineral oil, which is detrimental to a sunless spray tan. It is also recommended to avoid body wash with microbeads or texture which can exfoliate a tan before intended. A rule of thumb, most expensive or “cheap” skin care products are made with lesser quality ingredients.

- Avoid sweating as much as possible. It is not uncommon for sunless tans to last for a shorter period during the summer months. Sweat causes the dead skin to accumulate quicker. Therefore the skin will exfoliate at a faster rate.
- Avoid excessive water submersion. The chlorine in pools will affect the wear and fade of the tan. Hot tubs cause the skin to be warm and exfoliate at a faster rate. The ocean contains sand in the water which can act as an exfoliator. If your client is going to go on vacation and will be in the water, make sure they are keeping up with post care maintenance.

9

PREPARING FOR THE PERFECT SUNLESS SESSION

WHERE TO SPRAY

It is essential to have a planned-out workspace where you wish to spray your clients. Most salons and spas will have a dedicated room for spray tanning. Mobile technicians should use a portable tanning tent, to be sure to keep the over-spray confined to a small area. A well ventilated area is the ideal spot for spray tanning. No matter where you spray, you should always have an overspray extraction fan system.

EXTRACTION FAN

Incorporating an extraction system into your sunless business is beneficial for you and your clients and highly recommended for anyone providing spray tan services. The extraction system ensures the air is safe and clean for you and your client, and aids in reducing the amount of spray tan mist landing on walls, furniture, clothing and other surfaces. Remember, DHA is approved for external use only.

DIY Filtration System

Purchase a 20x20 box fan from your local hardware store. along with fan, purchase a 20x20x1 air filter. attach the filter to the back of the fan using tape or zip ties. the fan will be placed in the back of the tent, sucking air from inside the tent and blowing outward. the overspray will then pass through the filter before being dispersed out the fan.

WHAT TO HAVE ON HAND

Your spray tanning area should be a clean, sterile workspace. Always keep these items at your disposal:

1. Solution, prep product, and other sunless additives if offered
2. Machine and tent
3. Extraction system and replacement filters
4. Client protection – nose filters, eye protection, lip balm, hair nets, sticky feet, disposable undergarments, etc.
5. Baby powder/cornstarch used as drying powder
6. Microfiber car pad to fix any sunless drip or mistake
7. Client release forms and questionnaire
8. Client care cards and informational brochures
9. Towels – dark, a variety of sizes (clean cloth for each client)
10. Extension cord
11. Hair ties
12. Disposable gloves
13. Tissue

SPRAY TANNING TECHNIQUE

10

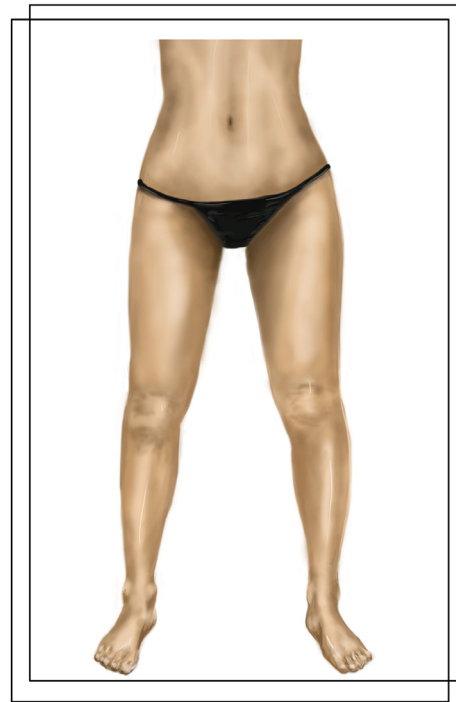
Before you begin, it is important to realize each technician will develop their own application technique. You will find what works for you, and as long as you are achieving good results, your method is sufficient. Your procedure is based upon speed, distance and trigger pressure.

A general guideline for all technicians: The client should keep arms up and away from sides throughout the sunless session. All first passes in an area should begin at the center and then alternate left to right of the initial central pass. Dry your client as you move through your passes, this will ensure the client is dry and comfortable once the session is complete.

FRONT OF LEG

Starting with the waistline begin spraying one pass down the center of the front of the leg. As you approach the bend of the ankle, release the trigger and pull away from the client's body. Use the same pass and release on the left of your initial pass, and again to the right of your initial pass. Dry.

**Repeat process on the front of other leg*



INSIDE OF LEG

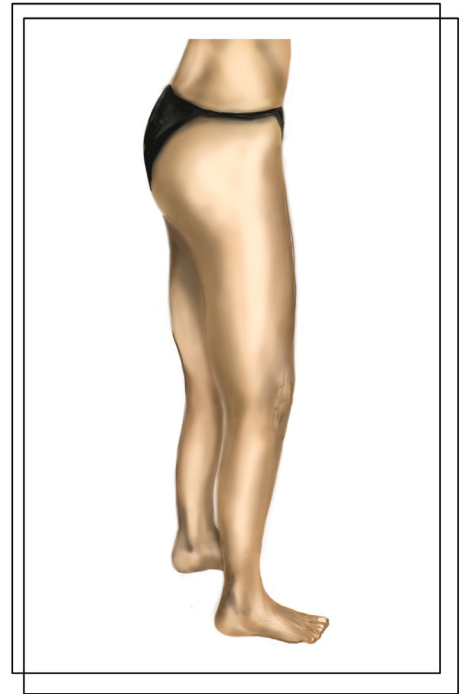
Starting at the top of the inside of the inner thigh begin spraying one pass down the center of the inner leg. As you approach the side of ankle, smoothly release the trigger and pull away from the client's body. Use the same pass and release on the left of your initial pass, and again to the right of your initial pass. Dry.

**Repeat process on the inside of other leg*

OUTER LEG

Starting at the waistline begin spraying one pass down the center of the outside of the leg. As you approach the side of ankle, smoothly release the trigger and pull away from the client's body. Use the same pass and release on the left of your initial pass, and again to the right of your initial pass. Dry.

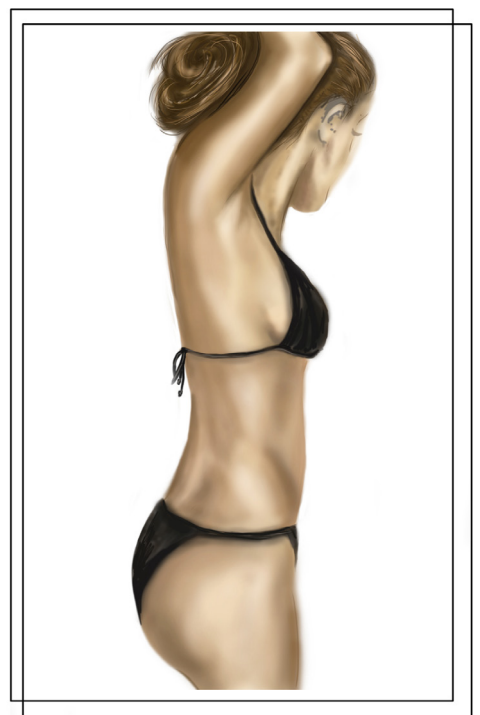
**Repeat process on the outside of other leg*



BACK OF LEG

Starting at the waistline begin spraying one pass down the center of the back of the leg. As you approach the back of ankle, release the trigger and pull away from the client's body. Use the same pass and release on the left of your initial pass, and again to the right of your initial pass. Dry.

**Repeat process on the back of other leg*



THE SIDE OF UPPER BODY

Raise the clients arm up and bend at the elbow, so the arm is extended over the head. Beginning at the shoulder use the "Y" spray pattern starting in the air just off the breast and in one pass end at the waistline. Dry.

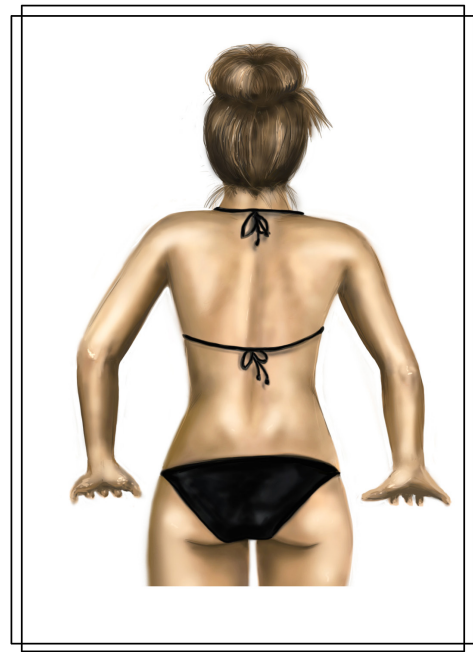
**Repeat process on the other side of the body*

BACK

Starting at the base of the hairline, at the back of the head, spray one pass down the center of the clients back stopping at the waistline. Dry.

Back (left side) - Begin at the shoulder left and adjacent to the previous central line. Using the “Y” pattern, continue the pass down to the waistline. To the left of your previous pass, use the “Y” pattern and continue the pass down to the waistline. It is vital to ensure all parallel lines are in a consistent overlay Dry.

Back (right side) - Begin at the shoulder right and adjacent to the previous central line. Using the “Y” pattern, continue the pass down to the waistline. To the right of your previous pass, use the “Y” pattern and continue the pass down to the waistline. It is crucial to ensure all parallel lines are in a consistent overlay Dry.



FRONT OF CHEST/TORSO

Begin at the shoulder, **left** and adjacent to the neck. Using the “Y” spray pattern, continue the pass down to the waistline over the belly button. To the left of your previous pass, use the “Y” spray pattern and continue the pass down to the waistline. It is essential to ensure all parallel lines are in a consistent overlay. Dry.

Begin at the shoulder, **right** and adjacent to the neck. Using the “Y” spray pattern, continue the pass down to the waistline over the belly button. To the right of your previous pass, use the “Y” spray pattern and continue the pass down to the waistline. It is essential to ensure all parallel lines are in a consistent overlay. Dry.

ARM

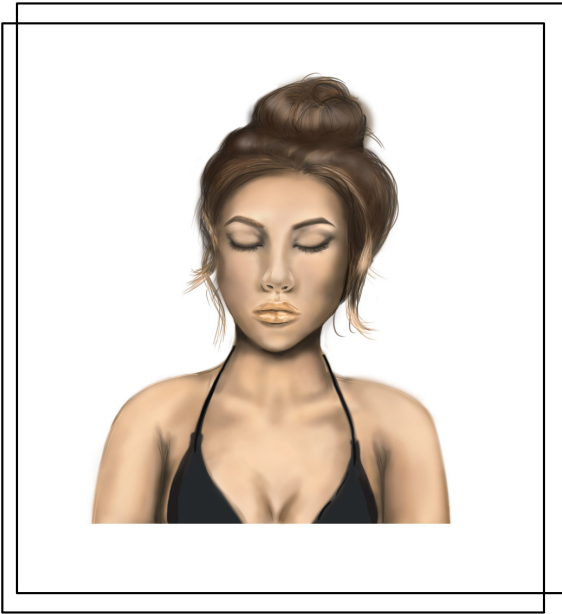
Top of the arm - Making sure that the top of the wrist is square to you, begin just above the shoulder (into the air) and use one consecutive pass down the arm, smoothly release the trigger and pull away from the client's arm at the wrist. Dry.

Inside of arm - Begin just above the shoulder (into the air) and use one consecutive pass down the arm to the outside of the initial pass, smoothly release the trigger and pull away from the client's arm at the wrist. Dry.

Back of arm - Begin just above the shoulder (into the air) and use one consecutive pass down the arm to the outside of the initial pass, smoothly release the trigger and pull away from the client's arm at the wrist. Dry.



FACE

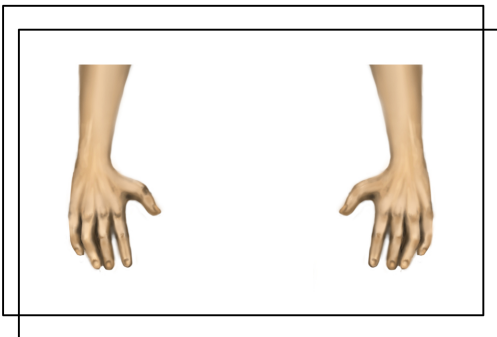
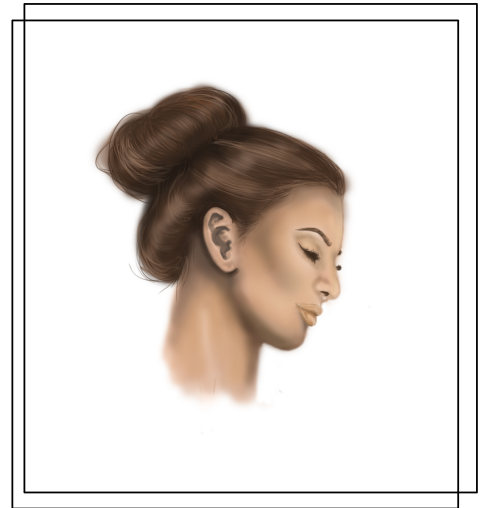


START AT

The front of the face – Make sure all hair is pulled away from the face. Begin just above the center of the forehead and use a faster pass going down the center of the face and letting go of the trigger only after the chin. Repeat the same pattern technique starting to the left of your initial pass. Then again to the right of your initial pass. Dry.

MOVE TO

The sides of the face – Use one light pass, beginning at the hairline just above the temple and smoothly release the trigger just past the chin. Repeat the same pattern technique starting to the left of your initial pass. Then again to the right of the initial pass. Dry.



HANDS

Have the client position the hand to a bear claw position (fingers extended with a slight bend). Using a light circular motion, begin outside of the client's hands in the air and lightly mist the client's hand.

*Repeat the process on the other hand.

FEET

Use an "X" pattern and spray across the length of the foot beginning just under the ankle bone and releasing past the toes. Finish the other half of the "x" pattern beginning at the ankle bone on the opposite side of the foot.

*Repeat the process of the other foot.



11

SPRAY TAN CONTRAINDICATIONS AND COMPLICATIONS

SKIN CONDITIONS

Clients with health risks such as allergies, pregnancy, diabetes, or respiratory problems should consult with their physician before any spray tan sessions. Common skin conditions you may encounter in your sunless tanning .

OILY SKIN – Clients with oily skin tend to be more resistant to sunless tanning products. It is recommended to apply extra prep spray and wipe with a clean, dry cloth before being sprayed with the spray tan solution. Repeat this process up to three times to remove excess oil.



DRY SKIN – Spraying clients with dry skin can be simple if the client has been on a good moisturizing regimen for at least two weeks before their sunless service. A moisturizing routine typically includes using a high-quality moisturizer twice a day. For patchy areas of dry skin, it is recommended to apply extra moisturizers on a twice-daily basis for at least two weeks prior to service. When approaching the dry regions, spray less solution on the affected area. Spray client with two coats of prep spray to add necessary moisture. Let the prep spray absorb for 45 seconds to one minute, and wipe with dry cloth.

SENSITIVE AND ACNE PRONE SKIN – It is recommended to review all active product ingredients to identify any ingredient sensitivities the client may have to the product. By using the proper prep spray, you will help eliminate the possibility of breakouts or skin irritation.



STRETCH MARKS & SCARRING – Stretch marks tend to be DHA resistant. When spraying clients with stretch marks or scarring it is recommended to spray the client as you normally would. We suggest applying the solution with a Q-tip to affected areas if there is no development in these areas after the initial shower.



VITILIGO – It is important to note when spraying clients with vitiligo can be incredibly time-consuming. Not only are you directly applying the solution to the non-pigmented areas, but it also may take several tries to find a DHA level that is suitable. Begin by using a clean, sterile cotton swab or small cotton pad (depending on patch size); apply the solution to the non-pigmented skin. Once those areas are dry, you can then spray them as you usually would.



PSORIASIS – A common skin condition that causes skin redness and irritation. Most people with psoriasis have thick, red skin with flaky silver-white scale looking patches. It is incredibly vital NOT to spray any areas with broken skin.



ECZEMA – It is best not to spray clients with inflammation. However, if there are only a few small patches, it is best to apply barrier cream on the affected areas. You may spray the areas as usual. Let the client know that, DHA reacts with a dead skin cell, which may lead to excess darkening in those areas with eczema (dead skin cells).



DIAGNOSING PROBLEM SCENARIOS

UNEVEN FADE

Problem: The skin, naturally, exfoliates at different rates. Think about some factors that can cause your skin to peel quicker – shaving, sweating, or excessive rubbing. Shaving removes the skin from the body, affecting the outermost layer. As you recall from the beginning of the training, DHA is only absorbed into the first layer of skin. So, when you shave, you are removing some, if not all, of the tan. When the surface is being continuously rubbed, such as women and their bra, the dead skin is going to come off. The rubbing effect is like using a loofa or washcloth to scrub your skin in the shower. You are exfoliating off the dead skin. Sweating is different from the previous two factors; however, it exfoliates the skin as well. Sweating speeds up the accumulation of dead skin cells. As more skin cells become dead, they begin to fall off, thus making the sunless tan fade faster. Another scenario that can cause uneven fading is using a solution that is too dark for your client's skin. We have all seen bodybuilders and their dark tan, and while it may look good during the competition when it begins to fade it will be uneven.

Solution: It is recommended for your clients to shave 12-18 hours before their sunless tan. Some people wish to wax, and this should be done about 24 hours before their sunless session. Waxing can keep the hair from growing back as fast, so it may be a better option. Your clients should avoid shaving as much as possible while they have a sunless tan. Shaving removes skin. Therefore, it can cause issues with the solution applied on the surface; It is not recommended to shave right before the sunless tanning session because this can irritate the client. Rubbing of clothes is hard to avoid. As you know, your clients should wear loose-fitting clothing until the first shower. If they are having an issue with specific areas, be sure they are using a tan extend lotion that contains DHA. This will help to fill these areas as the tan begins to wear off. Sweating should be avoided as much as possible; however, your client can continue their daily routine, even if it involves working out or running. They should be sure to “pat” to remove sweat and water as opposed to rubbing as you usually would. Be sure you have studied and understood the different skin types that exist. A proper understanding is essential for choosing the correct solution for your client's skin. If your client wishes to be extremely dark, inform them that it will not be as even as it begins to fade. Their natural skin color will start to show as the tan fades. You are the professional, and know which solution is right for their skin type. Be sure to explain to them the reason why you are using a specific solution and color.

ORANGE COLOR

Problem: The dreaded “orange” effect has stuck with the sunless tanning industry since its inception. As technology and products become more advanced, this outcome of an orange spray tan began to decrease. However, everyone remembers this unwanted color. Other people have problems with orange feet and hands, and there are ways around this. One cause of the orange color is using a solution that is too dark for your client’s skin. Orange color could also be a sign of heavy application or incorrect use of the product.

IF YOUR CLIENT DOES GET
SOLUTION ON THEIR
HANDS AND FEET,
BABY OIL IS A GOOD WAY TO
REMOVE IT.
BABY OIL CONTAINS MINERAL OIL,
WHICH IS KNOWN TO
STRIP AWAY SUNLESS TAN.

Solution: You, as the technician, must fully understand the different skin tones and which solution works with each. Also, keep in mind that everyone’s skin is a little different, so while some Skin Type 1 people may look good with a 9-10% DHA product, another may only be able to use a 6-7%. If it is a first-time client that you are unsure of, it is always better to do a test patch and have them come back or use a lower percentage solution. You would rather the client be lighter than too dark. They are, after all, a walking billboard for you and your company. If solution gets on the feet and hands, it will tan them like the rest of the body, and this will look unnatural. Avoid spraying the hands and feet as heavily as you would the rest of the body. Also, the application of barrier cream to areas where you do not desire to tan is essential. Also, use of sticky feet is highly recommended to avoid solution on the soles of the feet.

CLIENTS TAN DID NOT DEVELOP IN SPECIFIC AREAS

Problem: Occasionally you will find that your client may call after their tan and say particular areas of their body did not take the tan very well. A common area of complaint is on the chest or back.

Breathe!
... Relax...
♡

Solution: This is one of the reasons it is imperative to wear loose-fitting clothing. Putting on tight clothing after the session can cause the solution to be rubbed off the skin. Keep in mind that a little brown on clothes or sheets does not mean the tan is affected. The cosmetic bronzer usually causes the color transfer. Rubbing is the factor that typically causes the DHA removal from the surface of the skin. Another reason for the tan not developing in specific areas is from a barrier existing on the skin and preventing the DHA from penetration and its full development capabilities. It is imperative that your clients have followed the proper pre-tan care regimen. Any lotions, makeup or deodorant, can cause a barrier to the sunless tanning application. Also, conditioners can drip onto the skin when washing the hair and create a wall for tanning application. Be sure your client has adequately showered before spraying.

NO COLOR

Problem : Occasionally you may have a client that calls and said they have no color from their tan. Receiving no color is rare but can happen.

Solution : If a client believes that they have received no color chances are there was lotion or oil on the skin creating a barrier from DHA penetration, or they showered too soon. Kindly ask for a picture of the tan line so you can work together and get them the best results possible. It is always recommended the client spray with bottoms; this will allow them to see the difference between their natural color and their sunless tan (spraying nude is not recommended).

PREVIOUS TAN REMAINING

Problem : It is not uncommon for a client to come to you and have an existing spray tan remaining on their body. It is easy to miss spots on the body when you are exfoliating. Keep in mind that the body does exfoliate at different rates.

Solution : Make sure you start by aligning the expectations of your client. Spraying over a previous/existing tan can be tricky. If the client has areas of a remaining tan, these areas have not been properly exfoliated. The remaining spots will potentially slough off sooner, resulting in a blotchy fade. They may need to pay attention to these areas and apply a tan extend lotion to add extra moisture and DHA to these spots.

TAN LINES

Problem : You will have a lot of clients that come to you and want you to fill in their tan lines. It is imperative for you to understand how to go about filling in these tan lines. This application technique is an excellent way for you to set yourself apart from the competition. This specific method takes experience and training to perform.

Solution : Depending on the size of the area that you are trying to fill in, you have two options. First, if the space is less than an inch it is recommended to use the makeup brush method of painting the tan lines. The second, making sure you have mastered your spray control, you can spray in the area needing the fill. It may take two sessions to obtain an even fill.

It is important to inform the client you will NOT be matching the surrounding skin color, simply _____.

SPRAYING LARGE BUSTS

Problem : It is inevitable you will have a client that comes to you for a tan and has a large chest. You must work with the client to successfully spray their chest and abdomen area.

Solution : The best approach to the broad chest or bust issue is to spray the abdomen first in the spray process. After you've pH balanced, but before applying barrier cream, have the client lift their breast up and spray the abdomen from top to bottom, a total of 4 passes. Make sure to dry and then lightly pat the area with baby powder or cornstarch. You can then spray them in the typical fashion. When you get to the chest area, merely spray only to the base of the breast.

TACKY

Problem : A “tacky” feel is usually the result of over spraying the client. Aloe based solutions often have the “tacky” feel for a short period because of the healthy benefits the Aloe Vera provides the skin.

Solution : Apply a loose powder, such as baby powder or cornstarch to affected areas. Most easy application is with a large makeup brush, or a buffer pad, most commonly used to wax vehicles.

NO COLOR ON THE LOWER LEGS

Problem : Legs can be a tricky part of the body to spray because you naturally want to tilt the gun to spray the lower leg/foot area. As a technician, you must work to keep your hand and wrist at an even angle with the entire length of the leg.

Solution : Most of the time this is technician caused. It typically happens when you as the technician are spraying the legs, and after spraying the knees pull the gun too far away leaving too little of a concentration of solution on the lower leg. If that is not the case, it may be because the client shaved too soon after being sprayed, they could have gotten a pedicure and had the tan exfoliated off, or they had something applied before their sunless tan that acted as a barrier to the solution. No color development is another reason why using a prep spray is a vital step in sunless application.

BODY HAIR

Problem : Spraying a client with excessive body hair can seem like a difficult task, But it's not!

Solution : You should spray areas of the body with excessive hair as you would usually spray. The hair will move with the air flowing from the applicator creating a pathway for the solution to adhere to the skin. If they are extremely hairy and the hair still seems to block application, it will not affect the overall outcome.

ALLIGATOR SKIN

Problem : One of the most prominent issues within the sunless industry is the dreaded alligator skin effect. The most common cause of this issue is dry skin. Dry skin is the nemesis for a sunless tan because it magnifies any imperfections on the surface. When the skin is dry, it will not take the sunless tanning solution as well as moist, hydrated skin. The weather can place a large part of how a sunless tan will develop, the colder months of the year tend to emphasize the alligator skin effect more than summer months.

It is not recommended to spray anyone with alligator skin, as it will accentuate the dry skin and ‘scaly’ look.

Solution : The best way to avoid alligator skin is to have your clients prep properly. Remember, they should be exfoliating their skin 12-24 hours before their spray tan session. We cannot stress enough how important it is for you to inform your clients about proper before and after tan care. Also, you should be applying pH balancing spray to add an extra layer of moisture immediately before the session. If your clients come in with dry skin before the spray tan, you may want to apply extra prep spray. For the clients with excessively dry skin, it may be best to consult with them and be sure they have prepped their skin as instructed. If they have not, it is best to refrain from spraying them. The results will not be exceptional and may turn them away from future tans.

FACTORS THAT COULD AFFECT YOUR SUNLESS TAN

Below is a general list of factors that could affect the outcome of your client's sunless tan. It is essential for you as the technician to know these factors and to fully understand them. When consulting with your client, you may need to inform them of causes that may affect the outcome of their sunless tanning experience.

SEASONAL/WEATHER CHANGES

Many people do not consider the external factors that affect a sunless spray tan. During the summer months when it is sweltering, you sweat more. Sweating naturally causes dead skin cells to accumulate at a faster rate, thus causing you to exfoliate more _____. During winter and colder months, your clients are prone to dry skin. You must be sure they fully understand the importance of establishing skincare and moisturizing regimen.

HYDRATION

It is crucial your clients keep hydrated, inside and out. If they do not hydrate properly by drinking water, their skin may be drier than usual causing sunless tanning complications. Be sure they are drinking plenty of water, all year long.

HORMONAL CHANGES

Hormones can have a significant effect on the skin and the outcome of the spray tan. If your client expresses any concern about recent hormonal changes, you may want to consult with them further.

BODY WASHES AND SOAPS

A lot of the body washes and soaps, or bar soaps you purchase from the store can affect your spray tan negatively. Some of them contain ingredients that act as a barrier to sunless solutions. Therefore, it is imperative to make sure your client exfoliates appropriately before a sunless tanning session.

ANTI-AGING & ACNE PRODUCT

The use of anti-aging and acne product has become a daily ritual for many. Some of these products can _____ DHA absorption into the skin. They can also drip or run down the neck to the chest area and cause problems for spray tans. Like body washes and soaps, they too create a barrier for a sunless solution.

SHOWER TEMPERATURE

If your client has excessively dry skin, try suggesting warm showers as opposed to hot showers. Hot water can cause the skin to be extra dry and itchy.

MEDICATIONS

The current medicines your client is taking can play a large part in how a tan develops; all medicines have side effects. A lot of acne products will dry out the skin. While you may not want to ask your client what specific drugs they are currently taking, you can ask if they are on any medications that can affect their current skin condition. Medications can be a very private issue.



13 MACHINE MAINTENANCE

It is imperative for you to take care of your equipment. You made a rather substantial investment in the equipment, and without it,

TURBINE MAINTENANCE



All HVLP machines will have a removable air filter that needs to be cleaned or changed on a consistent basis. Manufacturers will have different maintenance schedules. Be sure to review your operations manual thoroughly. Most filters are washable and can be cleaned under warm water. Let the filter completely air dry before placing back into the machine.



TENT MAINTENANCE

To prolong the life of your tent, it is best to wipe the inside of the canvas with a damp towel or disposable after each use. For a more thorough cleaning, just hose off the outside and inside of the tent in an appropriate area. You can also use a mixture of soap and water or alcohol to wipe away buildup of any residue your tanning tent may have.



FILTRATION SYSTEM

Most filtration systems will have cleaning instructions per item model. However, some are very simple and can be washed with warm water or hosed off. It is recommended to clean filters often to ensure the filter is working to the best of its abilities in eliminating overspray and product application to unwanted areas.

Manufactures have developed turbines to require minimal maintenance. If at any time your turbine malfunctions or notice odd performance, contact your equipment provider immediately.

APPLICATOR MAINTENANCE

Basic cleaning is recommended for the gun at the ____ of each day. Do not let the gun sit ____ with the solution in it. DHA is a sugar-based substance so that it will stick to parts, tubes and the needle inside your gun.

Take the gun to a sink and unscrew the cup from the applicator. The remaining solution can be stored in an airtight container, but ____ the original bottle the solution came in. Once the product has been exposed to air, the oxidation process has begun. Pouring the “contaminated” solution back into the original container could ____ the life of the product. After you take the cup off the cup assembly, pull the trigger, the remaining solution in the applicator will flow out of the pickup tube. Hold the gun over the sink always.

Turn the gun upside down and let the luke-warm water run through the pickup tube and out of the needle. You will notice water coming from the gun is a brown color, this is good. Color means that the water is ____ the remaining solution out of the gun. When water passing through the gun is no longer brown, the leftover solution is now drained.

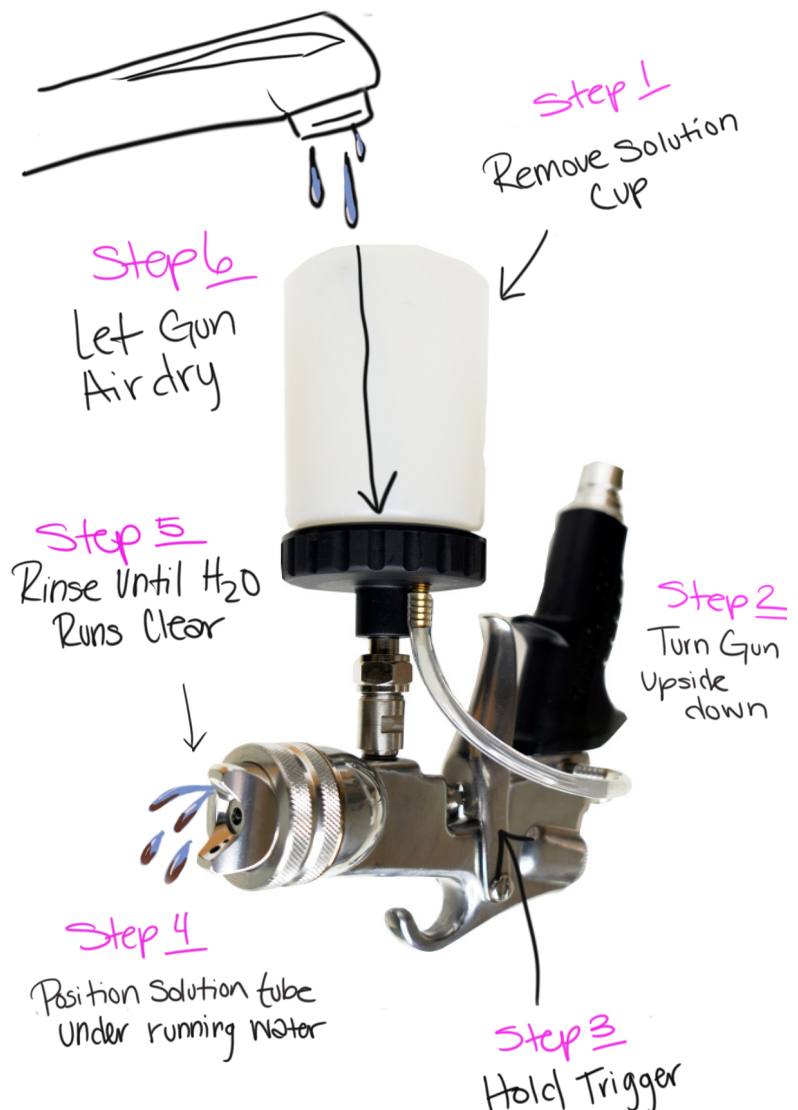
Turn the gun right side up and pull the trigger. The remaining water should flow out of the applicator. Let gun air dry for next use.

Daily cleaning done to HVLP systems is useful for prevention of buildup or clogging within the applicator. Per manufacturers instruction, it is best to take the applicator apart for a thorough clean every two-three weeks. Each gun has its own set of cleaning procedures which are broken down by the manufacturer or your solution provider. It is important to disassemble the gun away from the sink or anywhere small pieces may get lost. We recommend taking the gun apart over a clean towel, cloth, or paper towel. Once the parts are alone, it is best to soak them in warm water and cleaning solution for 30 minutes – 1 hour. You should lay all components on a clean towel and cover them to dry. Allow enough time for ____ to dry before reassembling your applicator.

For in-depth cleaning instructions for your specific applicator be sure to refer to your manufacturer’s technical support documents or customer service phone number for a further breakdown.

When cleaning your applicator, be sure you are using the appropriate cleaning solution. We do not recommend using dish soap or hand soap as this can lead to clogging.

Poor applicator maintenance is the most common cause of gun malfunction. Improper cleaning habits can lead to clogged passage ways, corroded internal parts, uneven spray pattern, and may require gun replacement if not taken care of immediately.



14

PRODUCT

CARE

All solutions work differently. Check with your solution manufacture for specifics. Generally, the shorter the shelf life, the fewer preservatives. It is imperative to keep any products containing DHA out of any _____ or _____. Heat, light, and _____ are the primary variables that can change the overall effectiveness and shelf life of DHA. If you were to leave a container open for an extended period, you would probably notice an unusual color to the solution. Unusual color is the result of DHA air exposure for an extended period. The ideal storage spot would be a dark closet or cabinet, that is somewhere around ____-____ F. Do not store in; garage, basement, or car where the temperature fluctuates. Some prefer storing solution in the refrigerator, which is an excellent storage spot if there is room; however, it is not necessary. Be sure the fridge is not too cold to where the solution would begin to freeze. If the product starts to freeze, take it out of the refrigerator and let sit at room temperature until it has completely thawed. When using solution stored in the fridge, allow enough time for the product to come to room temperature before spraying clients. The cold product is not favorable and highly uncomfortable.

TRANSPORTATION

When transporting solution, it is essential to keep them out of the heat as much as possible. You should only take with you the amount of solution needed for your appointments. Transporting in an ice chest with freezer packs is recommended. Once the solution is exposed to air, the oxidation process has begun.

*★ care
★ for your
★ products ★*



KNOW YOUR STUFF?

Take the Quiz to test your knowledge.

You'll need a 70% passing score
to be considered a
Certified NSTPA Technician.

Want to learn more?
Check out in person training options at
www.NSTPA.com

Good luck!

SUNLESS QUIZ

1. What Is the active ingredient in most sunless solutions?
 - a. Dihydroxyacetone
 - b. Caffeine
 - c. Docosaheptaenoic
 - d. Ethoxydiglycol
2. Tight clothing will help the overall outcome of the spray tan.
 - a. True
 - b. False
3. What are the benefits of bronzers and dyes?
 - a. They provide instant color gratification
 - b. They act as a color guide
 - c. They bring the skin tone a brown color base
 - d. All the above
4. HVLP stands for which of the following?
 - a. High velocity, low pressure
 - b. High volume, low pressure
 - c. High volume, low precipitation
 - d. None of the above
5. Which of the following should a client not wear after their sunless spray tan session?
 - a. White
 - b. Close toed shoes
 - c. Tight leggings
 - d. Silk
 - e. All of the above
6. The deepest layer of the epidermis is referred to as the stratum Basale, or basal layer. This layer is NOT affected during sunless tanning.
 - a. True
 - b. False
7. No lotions, makeup, deodorant, perfume or other product should be used after the final shower, before your spray tan session.
 - a. True
 - b. False
8. What are UVB Rays?
 - a. Ultra violet browning rays
 - b. Ultra violet aging rays
 - c. Ultra violet burning rays
 - d. None of the above

- 9.** Where should barrier cream be applied?
- a. Face and neck
 - b. Applied as a lotion to the entire body
 - c. Applied to dry areas such as knees, ankles, hands, ect.
 - d. All of the above
- 10.** Dihydroxyacetone is approved for consumption.
- a. True
 - b. False
- 11.** Sunless application is applied with the following: HVLP, Airbrush, Spray Booths and __.
- a. Tanning bed
 - b. Self-application
 - c. Machines
 - d. All of the above
- 12.** What type of exfoliating products should be used prior to a spray tan? (Best choice)
- a. A spa grade exfoliator
 - b. You should not exfoliate prior
 - c. A loofah
 - d. None of the above
- 13.** Your customer should always wear some type of undergarment.
- a. True
 - b. False
- 14.** On average, you should use between __ of solution per spray tanning session.
- a. 1-2 ounces
 - b. 2-3 ounces
 - c. 3-4 ounces
 - d. 5-7 ounces
- 15.** It is important to spray in a __ and properly lit area.
- a. Well ventilated
 - b. Large room
 - c. Temperature controlled area
 - d. All of the above

SCORE : _____

