

# VACUPULSE

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## REFERENCE MANUAL

**carlton.** professional

Setting the standard in electrotherapy equipment



This machine has the facility to deliver both constant and pulsed vacuum suction and comes with a comprehensive range of glass ventouses for treatment applications.

Includes:

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5x Facial ventouses

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1x 52mm dia. Glass body cup

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1x 40mm dia. Glass body cup

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2x 32mm dia. Pneumo - lifting cups

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2x 25mm dia. Pneumo - lifting cups

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2x Lymph drainage Pneumo - cups

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1x Atomiser spray bottle

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1x Stand

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1x Tubing set

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


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# Welcome to Carlton Professional

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

Our range continues to evolve, with the addition of the very latest Carlton 'Concept' machines, that have seen the latest technologies of Radio Frequency and Electroporation added to our extensive range of treatment options. Our treatment product range that include specialist ampoules, ionised gels and serums, alongside pre and post treatment products perfected for every client, make Carlton Professional an affordable and profitable option for every salon and spa.





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



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



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



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

# Why our stockists choose Carlton Professional

## **Carlton** team

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

## **Carlton** quality in product manufacturing

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

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

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

Insistence on highest standards of manufacturing practice and quality control.

## **Carlton** professional training

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Education and support from dedicated training professionals.

Access to first rate training materials and literature.

Additional online support offered via interactive website

## **Carlton** pricing

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

## Support for your **Carlton** business

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Regular newsletters.

Access to a dedicated business website.

Advice on your salon via our consultation service.

## **Carlton** promotional strategies & marketing materials

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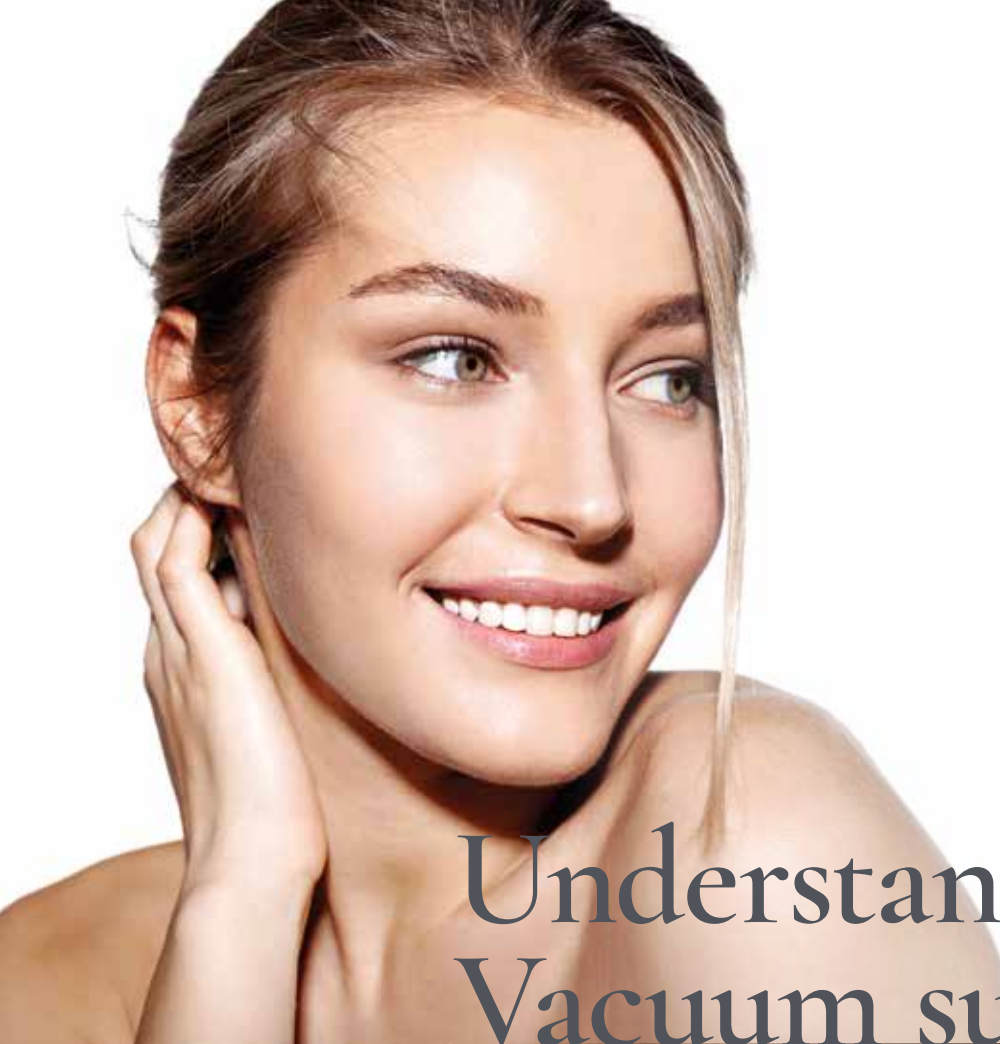
Sophisticated high profile marketing campaigns.

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

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

Free samples with selected purchases.





# Understanding Vacuum suction

Vacuum suction is a mechanical treatment. No current is produced on the skin.

Cupping, a manual suction treatment, was introduced in Egyptian times to aid in the elimination of waste from the body. Vacuum suction lifts the tissues which causes stimulation of underlying structures.

The main purpose of vacuum suction is to move lymph to aid the removal of waste products and excess fluid. It can also assist in breaking down hard fat.

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Lymph fluid consists of water, salts and waste products from the body.

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Lymph flows through the vessels that run alongside the arteries and veins. It is moved around by the movement of the muscles.

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Lymph travels in the direction of the nearest lymph nodes, (E.g., armpits, backs of knees, groin, neck, jaw line, inside of arm), these vary in size from a pea to an almond.

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Lymph nodes filter the lymph and stop any bacteria from passing into the blood stream. Bacteria found in the lymph nodes causes them to become sore and swollen

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# Application

## Recommended treatment areas

Face

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Legs/arms

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Torso

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Back/shoulders

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## Benefits

Aids desquamation & vasodilatation

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Speeds Metabolism

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Removes comedones

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Helps plump up fine lines

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Aids in the elimination of cellulite

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Aids fluid reduction to eliminate puffiness

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# Contra-indications

Delicate sensitive skin/reduced skin elasticity.

Couperus conditions.

Skin diseases.

Extremely loose skin tissue.

Bruising, cuts and swelling.

Epileptics.

Cancer.

Herpes simplex.

Infected acne conditions.

Any glandular swelling

Thrombosis, phlebitis.

Thread veins/varicose veins.

Hypersensitive skin.

Bony areas.

Excessively hairy areas.

Sunburn.

Recent scar tissue.

Stretch marks.

Excessively crêpey areas.



Therapists providing treatment should conduct a thorough consultation with clients and if they have any reservations about suitability for treatment should refer the client back to their G.P.

\*Stimulation of the skin and muscle can cause Botox to be broken down faster, we are also stimulating a muscle that is temporarily frozen, this can cause an unusual sensation. Clients should avoid treatment in these areas until Botox has worn off, usually six months.

\*Stimulation of skin and muscle may cause Dermal Fillers to move. Avoid until filler has dispersed.

# Contra-actions

Some clients may notice the following effects. These are all normal reactions if observed in a mild effect. If any effect is noticed excessively it is vital to cease treatments immediately and refer the client to their GP. In this instance, be sure to take photographs, and fill in an accident book in accordance with your insurer's instruction.

Mild discomfort

Erythema (Redness)

Warm, or what appears to be over-sensitised skin

Erythema will disappear a 24 hours after the treatment though you may want to consider this and consult with client as to whether the treatment is right for them.



# Client after care recommendations

Clients must avoid direct sunlight and commit to using SPF 30+, directly after, and during their treatment course for best results.

SPF30 protects up to 96% from UVA

SPF50 protects up to 98% from UVA

UVA penetrates the skin through to the dermis and breaks down the collagen. This is called “photoageing”

## Recommended skincare products

MONUSKIN Hydrating Moisturiser SPF15

MONUSKIN Tinte Moisturiser SPF15

MONUSKIN Recover Balm

MONUSKIN Rich Cream Cleanser

MONUSKIN Deep Repair Complex

MONUSKIN Instant Soothing Serum

MONUSKIN Nourishing Treatment Oil

MONUSKIN Flash Relax Mask

MONUSKIN Lip & Eye Active Lift



If you are performing a treatment, designed to increase collagen production, then the client **MUST** be applying an SPF. Otherwise, as soon as they leave the clinic, they are undoing all the work you/they are trying to achieve



Clients should avoid treatments that expose them to excessive heat soon after treatment, such as sauna/steam/sunbed. Vigorous exercise



Clients should adhere to a strict skincare regime for best results, and use a regular collagen inducing/hydration inducing medium such as hyaluronic /collagen serums



Clients should drink two litres of water per day throughout course. Ask your client to drink half a litre just before coming for each treatment



# Vacuum instructions and care guidance



# Recommended treatment routines

**Full Body Treatment:** 40 minutes, up to 3 times a week

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**Facial Treatment:** up to 20 minutes (to include work on comedones), up to 3 times a week

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## PULSING VACUUM

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This is designed for crepey and older skins. It is stimulating for the skin, yet relaxing for the client, due to the rhythmic, methodical way it pulsates.

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The therapist works with a pair of cups, and the unit is switched to "VacuPulse". (Still only picking up 20% of the tissue).

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**Frequency:** the resting period

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**Pulse width:** the amount of time the tissue is picked up for.

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## PRECAUTIONS

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Ensure you only fill the ventouse 20% full with flesh

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Ensure the intensity is not too high, as this may result in bruising, or loosening of the skin

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Ensure the cup is clear so you can see the degree of suction

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Make sure the area being treated has a light covering of oil.

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The ventouse must always be moved in the direction of blood flow (Towards the heart)

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Gliding vacuum is produced with the UltraVac and the VacuPulse, and pulsing vacuum is obtained with only the VacuPulse.



# How to sell the treatment

- ✔ For best results courses should be taken in twelve sessions, every 5 days. For the purposes of pricing, you wouldn't treat for any longer than 30 minutes in a session, and then add time, depending on which treatments/products you team it with

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- ✔ So that you can be commercially attractive to all budgets, we would generally recommend you also offer shorter courses. We also suggest an introductory offer to get clients in for that first treatment, giving you the opportunity to upsell a course to them

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- ✔ Offer courses of 6 and 12.  
Offer 4 for the price of 3 as a one off "try me" promotion

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- ✔ Create a Deluxe Treatment as an extended procedure with added massage, masks, and ampoules

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- ✔ Create a bespoke facial with added electrical treatments, masks, ampoules, serums. Tier the facial, Platinum, Gold and Silver - price accordingly

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

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