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# Lash & Brow Tint Success Kit<sup>®</sup>



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**LASH & BROW TINT *SUCCESS KIT*®****Average Time:** 15-30 Minutes**Suggested Price:** \$35.00**Products**

- ❑ 80 ml Tint Developer (Ci200T)
- ❑ Tint Brush (C1106T)
- ❑ Tint Spot Cleanser (C1105T)
- ❑ 100 Tint Protection Pads (C1110T)
- ❑ 250 1 oz. Plastic Cups (C7103)
- ❑ Deep Black Hair Tint (Ci100T)
- ❑ Blue Black Hair Tint (Ci101T)
- ❑ Graphite Hair Tint (Ci102T)
- ❑ Brown Hair Tint (Ci103T)
- ❑ Middle Brown Hair Tint (Ci104T)
- ❑ Blue Hair Tint (Ci105T)
- ❑ Auburn Hair Tint (Ci106T)
- ❑ Purple Hair Tint (Ci107T)

**Optional Products**

- ❑ Eyebrow Gel (Ci203T)
- ❑ Finishing Eye Cream (Ci204T)
- ❑ Eye Makeup remover Foam (Ci205T)

**Additional Supplies**

- ❑ Birchwood Stick
- ❑ Dappen Dish or Small Bowl
- ❑ Cotton Swabs
- ❑ Cotton Balls
- ❑ Petroleum Jelly

*Replacement products and supplies are available through Universal Companies.*

***Always check your state regulations to ensure that you are practicing within the scope of your license.***

**Patch Testing**

This product contains ingredients that may cause skin irritations and/or allergic reactions on certain individuals. A patch test is necessary prior to each application.

1. Using soap and water, cleanse a small area of the skin behind the ear or on the inner surface of the forearm.
2. Following the preparation instructions below, mix the color and developer.
3. Apply the tint to the area you have prepared for the patch test and allow to dry.
4. Advise your client to leave the color on their skin for 24 hours, and then remove with soap and water.
5. If no irritation or inflammation is apparent, it is usually assumed that no hypersensitivity to the dye exists.

**Preparation**

1. Mix ¼ inch of Intensive Color Cream with 2-4 drops of Intensive Developer solution until the consistency is a creamy paste. (make sure consistency is not runny or drippy)

*Note: Temperature fluctuation can cause settlement of developer solution, but this has no negative effect on the quality of the product. Shake well. Store in cool place.*

*Note: The color of the mixture is not the color that the hair will be once it is tinted. To get an idea of the final color, leave a wooden applicator in the mixture for the desired time.*

2. Let set for at least 3 minutes while you prepare your client.

**Procedure**

1. Client should be sitting upright in a chair or on a facial table with head slightly tilted back.

**DO NOT APPLY WITH HEAD OR BODY LAID BACK IN A RECLINED POSITION.**

2. Cleanse eyelashes and eyebrows thoroughly. (*It is recommended that you use Eye Makeup Remover Foam (Ci205T).*) Lashes and brows should be free of oil and make-up.



- Instruct the client to look up. Apply petroleum jelly or an eye cream under the lower eye-lid. Place protection pad under the lower lid, which will prevent the tint from staining the skin (the petroleum jelly will prevent the pad from moving.) (Protection pads are available from Universal Companies.)



- Using a tint brush, apply cream tint to lower lashes first on both eyes. Make sure the tint covers lashes from base to tip as well as in the corner lashes of the eyes. When lower lashes are completed, **instruct the client to close their eyes until the application and removal process is completed.**



- Apply cream tint to upper lashes from base to tip. Again, make sure the corner lashes are covered.

*If tint accidentally gets in the eyes, take your client to the spa's eyewash station and flush the eyes with plain water immediately! If you do not have an eyewash station, flush the eye with warm water and pat dry.*

*If no irritation occurs, you may reapply the tint immediately.*



6. When applying to eyebrows, make sure eyebrow hair is completely covered.
7. If any tint gets on the face, remove it as soon as possible with warm soap and water. **Do not use the tint spot cleanser on the face.**
8. Developing time will differ depending on temperature fluctuation, on the texture and coarseness of the client's hair, and its original color. Although the normal time for developing is 10 minutes for lashes and 3 minutes for brows these times may produce results darker than expected.

If you are working with Middle Brown, Brown or Graphite, we recommend that you allow eyelashes to develop for 3 minutes and the eyebrows develop for one and one-half minutes. Then cleanse them and check the color. If the eyelashes and/or eyebrows are not dark enough, re-apply and allow them to process again until the desired color is achieved. Check the color frequently. You can always reapply to go darker. **However, if they become too dark, you will be unable to lighten them.** The color will have to wear off over time.



9. Remove protection pads from under eye area.
10. With eyes closed, use a dampened cotton ball with warm water to remove product until no residue is visible. Hold tissue near eye area to capture any excess water.



11. Provide a finishing touch by applying ***Finishing Eye Cream*** (Ci204T) around the eyes.
12. If eyebrows have been tinted, calm and tame them by apply Eyebrow Gel (Ci203T).
13. Hand client mirror so they can see their fabulous new look.



*Note: the client can wash their face, apply makeup, and resume all activities immediately.*

*Note: If you get tint on your hands while mixing, use a cotton ball dampened with Tint Spot Cleanser to remove the tint. Wash your hands with soap and water immediately. Do not use the Tint Spot Cleanser (Ci105T) on the face. Use soap and warm water to remove any tint on the face.*

### **Spa Prescription**

Increase revenue after this wonderful treatment by prescribing complementing home-care products and in-spa treatments. The handy *SpaScriptive*® pad in your kit is easy to fill out, easy for clients to follow, and allows you to keep a copy for your records.

### **Recommended Follow-Up Spa Treatment**

Client should return within 4-6 weeks for another lash and brow tint.

### **Recommended Home Care Products**

- ❑ Soothing Chamomile Eye Makeup Remover (CON727)
- ❑ Collagen Eye Defense (CON710)
- ❑ Eye Colours, Mascara, Lash Conditioners, Eye Definers from *Mirabella*®

### **Complementary Treatments**

- ❑ Eyebrow Shaping
- ❑ Lip and Chin Wax
- ❑ Classic Nourishing Facial (Success Kit CON7 available from Universal Companies)
- ❑ Makeup Application

### **Tips for Making the Lash and Brow a Truly Special Treatment**

- ❑ Before the treatment, do a lymphatic drainage massage around the eyes.
- ❑ During the processing time, perform a hand massage using your favorite massage cream.
- ❑ Offer the client a blanket during the treatment.
- ❑ Place an herbal neck wrap around your guest's neck during the treatment.
- ❑ Offer a complimentary make over after the treatment.
- ❑ Offer to clean your client's jewelry during the treatment.

### **Tips for Enhancing the Effectiveness of the Treatment**

- ❑ When cleansing the eye area, moisten your cotton balls first. There will be no cotton residue when moistened. Squeeze out excess water.

**Creating Interest in the Treatment**

- ❑ Display the **Terrific Lash & Brow Tint** counter card in relaxation, retail, and/or changing areas.
- ❑ Include retail items such as mascara, eye shadows, eye liner, etc.

**Creating Spa Ambiance**

- ❑ Tuck towels and other supplies out of sight so that your guest is not distracted by utilitarian objects.
- ❑ Place your trash can out of sight and prop the lid open slightly so that the lid won't clang every time you throw something away. The lids of Universal Companies' trash cans have this feature (propping).
- ❑ Functional ambiance - Use bowls, baskets, and utensils from Universal's collections for your products and to organize your supplies. They are much more visually appealing than rubber bowls and traditional spa caddies.
- ❑ During the treatment, play music from Universal Companies' *Spa Moments*® or *Prescriptive Music*® collections to enhance this getaway for the mind and body.
- ❑ Light an aromatherapy candle to set the desired mood.
- ❑ As an alternative aromatherapy experience, use one of Universal Companies Soapstone diffusers and any essential oil to create the desired mood or help relax your client. A battery-operated unit with a plug-in option is also available.
- ❑ Have a salt lamp from Universal Companies operating in the room to cleanse the air.
- ❑ If state/local regulations prevent you from using actual candles, try an LED candle from *Smart Candle*®. They provide a long-lasting random light that simulates a wax candle flame perfectly.

**Creating Retail Opportunities**

- ❑ Create a small display of the retail sizes of the Recommended Home Care Products in the client changing area or treatment room. (At the very least, have retail sizes of each of the recommended home-care products on hand in the treatment room.)
- ❑ If you sell eye makeup/lipstick, include those items in your display.
- ❑ Offering a complimentary makeover after the treatment will increase your opportunities to sell makeup.
- ❑ After the treatment, utilize the *SpaScriptive*® Pad for prescriptive selling, describing the benefits and usage of each of the Home Care Products.
- ❑ Prepackage some of the recommended retail products into kits for easy retailing.
- ❑ If the client expresses interest in purchasing one or more of the products, take the product from the display and walk with the guest to the next treatment room or to check out. If they are going to have another treatment, take the product(s) directly to checkout so that they will be there for the guest when they are ready to leave.



**Additional Information to Help Sell Recommended Retail Products**

<b>Product</b>	<b>Benefits</b>	<b>Usage</b>
Control Corrective Skincare® Soothing Chamomile Eye Makeup Remover	<ul style="list-style-type: none"> <li>❑ Gentle enough for the most sensitive eyes and contact lens wearers.</li> <li>❑ Removes all eye makeup, including waterproof mascara, with one swipe.</li> </ul>	For best results, apply a few drops to a cotton ball or tissue, and stroke gently over the closed lids.
Control Corrective Skincare® Collagen Eye Defense	<ul style="list-style-type: none"> <li>❑ Calms irritation</li> <li>❑ Hydrates, repairs, and nourishes.</li> <li>❑ Protects the eye area from environmental stress.</li> <li>❑ Suitable for all skin types.</li> </ul>	Apply a small amount around the eye area. May be used twice daily if desired.
Mirabella® Eye Colours	<ul style="list-style-type: none"> <li>❑ Unique colors in an alluring array of intense shimmer, sheen, and matte pressed mineral eye shadows.</li> <li>❑ Paraben free</li> <li>❑ Talc free</li> </ul>	
Mirabella® Mascara	<ul style="list-style-type: none"> <li>❑ Coats lashes with rich color.</li> <li>❑ Designed to ensure that there is no flaking, itching, or burning during application.</li> <li>❑ Paraben free</li> </ul>	
Mirabella® Lash Therapy Conditioner	<ul style="list-style-type: none"> <li>❑ Contains multi-active conditioning agents that strengthen, energize, and invigorate lashes.</li> <li>❑ Easy, brush-on application.</li> </ul>	
Mirabella® Lash Definition Primer	<ul style="list-style-type: none"> <li>❑ Builds, lengthens, and defines lashes.</li> <li>❑ Creates a perfect base for mascara</li> </ul>	
Mirabella® Eye Definer	<ul style="list-style-type: none"> <li>❑ Richly colored eye pencils.</li> <li>❑ Glide on smoothly for a perfectly precise look.</li> <li>❑ Paraben-free</li> </ul>	

**Additional Notes**

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