

Top to Toe

How to create the perfect pedicure

By Sibby Macbain

Once considered a staple treatment at the salon, the humble pedicure has now reached an elevated position as a luxurious spa treatment; one that is immensely popular after the ravages of winter.

Feet go through a rough deal during the colder months. During the day we lovingly wrap our tootsies up in our woolly socks and winter boots. However, as the evening draws on, many of us simply can't resist pulling out our favourite strappy sandals and braving a trip to the pub in the freezing cold. Not only do our poor feet have to cope with unsuitable footwear but also they have to face the elements, and this is when skin can become dry, chapped and sore.

Now is the time to market your pedicure as a restorative treatment that will pave the way to holiday feet. Whether clients are looking for a one off pampering experience or a cumulative effect from several treatments, this is a great opportunity for you to get new clients through your doors. It also gives you the chance to dispel those winter blues with truly luxurious products and techniques.

In order to create an atmosphere of pure relaxation, ensure your treatment area is comfortable, warm and quiet.

"We would suggest an open plan area, which also offers the client privacy," says Nic Coomber of **LCN**.

"Clever use of tropical plants and chair positioning will ensure that the client can be left alone by other clients if they wish or join in a conversation with others.

"Offering herbal teas and easy listening music helps create a relaxing atmosphere, without it being too quiet and intimidating," Nic continues. "The therapist should speak quietly to their own client and not engage in conversation with other clients or therapists. It is important, even when offering this type of service that the client feels special and has your full attention."

The consultation process...

Of course, it is important to recognise when a client is suffering from foot problems that cannot be remedied in the salon. The consultation process is vital prior to a pedicure service, as the nails often show an indication of illness or stress in the body.

It is therefore important that the therapist is well trained and can advise a client to seek the advice of another professional, such as a podiatrist, should they present themselves with a condition that should not be treated in a pedicure environment. If the client does need to see a foot care specialist, such as a chiropodist, it is important not only to identify which kind of professional they need to see (a podiatrist would be more aesthetic, whilst a chiropodist would be seen for medical reasons) but also to ensure that such a suggestion is mentioned tactfully, so as not to cause embarrassment to the client.

"Before starting each pedicure, examine your client's feet so you can decide where most of your time will be spent," advises Jessica Vartoughian.

“Clients with neglected feet and hard, dry, cracking skin present both a problem and an opportunity. They require a lot of attention to detail and long term care, and are perfect candidates for standing appointments.”

“Finding out your clients' needs and by asking their expectations (which may not necessarily be the same), will help you overcome objectives when closing the retail sale at the end of the treatment. Always advise your clients on products they can use at home, so what you have archived in the treatment can be backed up. This will give him/her maximum results. Make sure that when you are giving the pedicure that you always explain to your client what you are using and why.”

Feet treats...

Pedicure by **OPI** ultimate pedicure service cleanses, renews and restores the spirit and mind as well as the feet. Formulated with nature's most soothing and effective botanicals, Pedicure by OPI restores soles with treatment options that refresh and re-energise.

Soak by OPI contain purifying Tea Tree and Grapefruit extract to cleanse and soften feet. The liquid is non-foaming, making it perfect for any footbath and includes OPI's Avocado Lipid Complex to condition.

Soften, by OPI includes an AHA based callus softener and Green Tea extract to prepare the skin for exfoliation with Scrub by OPI, created with natural sugar crystals, AHA's, vitamins E and A and OPI's exclusive Avocado Lipid Complex.

Mask by OPI ultra-hydrates the feet with Shea Butter Extract and OPI's Avocado Lipid Complex to soothe the senses with Cucumber and natural clay. This is followed by Massage by OPI, which penetrates deep into the dermis with botanical extracts and anti-oxidant vitamins.

The final touch is given with Smooth, by OPI; a deep penetrating AHA treatment with a light texture and fragrance, followed by OPI's legendary Nail Lacquer to add the final polished touch.

Alternatively for tired feet that need a wake-up call, use Refresh – an invigorating Cooling Foot gel that is invigorating and formulated with anti-oxidants plus the purifying and toning benefits of Rosemary and Lavender Extracts. It contains soothing Japanese Green Tea and Samphira Extracts, including OPI's Avocado Lipid Complex and Menthol to leave skin revitalised.

Only simple equipment is required to be quickly up and running with these popular spa treatments and with OPI's brand recognition, retail sales are sure to be impressive enough.

The **Bio Sculpture** Pedicure Experience will leave your client feeling truly pampered with toenails that look fantastic and will last for weeks. The full Foot Spa Experience treats your client to a rich and creamy Anti-Bacterial Wash. This will not dry out the skin and will cleanse the feet. The company offers a range of files, cuticle tools, toenail clippers, orange sticks and disposable toe separators suitable for tidying your client's toenails. The handy Callous Remover and Rasp are great for removing dead skin cells and softening hardened heels, and your client can purchase a foot file (with disposable refills) and a pumice stone to keep her feet soft.

Bio Sculpture Cuticle Cream applied to revitalise and moisturise the skin around the nails and cuticles, will prevent cracking of the cuticles. Bio Sculpture Foot Scrub contains soothing mineral beads, tea tree and peppermint oil for a tingling sensation;

whilst menthol Bio Sculpture Foot Mask is wonderful for tired, aching and neglected feet.

Your client can choose from over 80 different Colours, Clear or French, and you can even add some dainty gems for a glamorous finish. The gel dries instantly, so her toenail colour will not smudge, even when putting shoes back on.

If you feel slightly daunted about doing pedicures, book in for a Bio Sculpture Pedicure Courses, where you will learn how to use all our products and perform deluxe pedicures with confidence. You also get to work on each other, which means you get a pedicure treat for yourself at the same time!

The Sparitual range distributed by **NSI UK**, which has been created to rebalance the chakras. Close Your Eyes Bath Salts contain Egyptian Geranium essential oil to energise the sacral chakra. This bath salt calms the mind and reduces feelings of anxiety, and can be used alone or with SpaRitual Harmonizing Soak Tonic to bathe body, hands and feet. Alternatively, Look Inside Bath Salts contain wildcrafted Indian Frankincense essential oil to energise the sacral chakra, whilst Open Your Eyes Bath Salts contain organic Australian Eucalyptus essential oil and help to clear the mind, reduce fatigue and soothe sore muscles.

Eloquent Toner helps to firm the body, hands and feet and energise the throat chakra, whilst Harmonising Soak Tonic contains Italian Mandarin essential oil to soothe and relax.

Infinitely Loving Oil is a blend of Chinese Jasmine extract and essential oil, perfect for massage. Infinitely Wise Fragrant Mist contains French Lavender essential oil to energise the crown chakra. This fragrant mist relieves mental and physical exhaustion, and rejuvenates tired feet.

Finally, Instinctual Moisturising Lotion draws on the properties of wildcrafted Indonesian Ginger essential oil to energise the root chakra. This lotion nourishes body, hands and feet, and helps to heal chapped, cracked skin.

To achieve a flawless pedicure, why not try using Ridge Filler from Attitude by **United Beauty** to smooth out any imperfections before applying Attitude Base Coat, guaranteed to make your chosen shade of polish glide on and avoid staining the natural nail. For example, Cool Blue or Sage Green from the Attitude Transition Collection are the perfect shades to steer your clients away from those dark winter months and into spring as their toes see the light of day once more. The treatment can be finished off with a coat of Quick Dry Top Coat for a slick, shiny finish. Attitude Sealer with UV Block will help to protect toenails in the up and coming spring months and reduce the appearance of yellowing. It is also a fantastic preventative measure for sunbed worshippers. To speed up a pedicure, clients can use Formula 1 Rapid Dry & Drop - super fast. Finally, Spangles Nail Art will add some glitz and sparkle for an evening out.

Available from **Spa Sorisa**, Artiscent Volcanic rock rituals and aroma stone relax the hands and feet at its deepest level. Stone Massage is very effective in creating harmony and giving a positive energy flow, and this luxury spa treatment normally occurs after all cuticle and nail work have been carried out. The application of a series of exotic Thai glows, muds and masques is followed by hot volcanic stones or rocks incorporated into a beautiful massage for extra relaxation.

The use of aromatherapy oils may be applied with these volcanic rocks and is also known as aroma stone manicure or pedicure. By adding essential oils, you can treat various ailments like stress, arthritis and joint stiffness.

Another popular pedicure treatment can be created using hot booties for feet combined with Artiscient spa products from Thailand. Artiscient has a full range of cuticle balms, hand and foot scrubs, hand cream, foot balm and a wide range of beautiful aromatherapy products pre-blended for your clients needs; from detoxification to relaxation.

Artiscient offers a wide range of products for hands and feet including muds, exotic hand and foot scrubs like: Coffee, Oriental, Salt polish, and Botanical tea to name a few. Artiscient Aroma massage oils and balms are ideal to compliment any Spa Manicure or pedicure as they are totally nourishing and hydrating for the skin. This exclusive spa range is only available through Spa Sorisa.

The Calgel Spa Pedicure from **Calbrook** combines a specialised foot treatment with a colour gel overlay. The Calgel Spa Pedicure will leave feet feeling soft, relaxed, and refreshed and will not chip or cause damage to the natural nails. After nails are prepared, the Calgel nail overlay is applied to the nail plate. Once this is done the gel is activated under a UVA lamp. Feet are then washed, pumiced, and scrubbed and soaked in Dead Sea crystals, which hydrate the skin and are perfect for tired dry feet.

AHA (Alpha Hydroxy Acids) fluid is then used to aid exfoliation and soften dry skin. A foot scrub gently refreshes the feet whilst removing dead skin, and features key ingredients include Aloe Vera and peppermint oil. A 'pick me up' foot mask is then used to nourish the feet before a relaxing foot massage, using a combination of oils including Aloe, Vitamin E, Jojoba and Sandalwood. Finally a heel balm (a miracle worker for cracked heels) is used to complete the treatment and is available to purchase to maintain heels at home.

Available from **Grafton International**, Naitiques is a unique therapeutic nail care system proven to help nails that are inclined to peel, break or split and to promote and maintain healthy, natural nail growth.

Naitiques formulas contain a combination of natural proteins and conditioners to nourish the nail and the range's moisturising treatments re-hydrate and recondition the nail, cuticle and surrounding skin.

Formula 3 Kit contains Protein Formula 3, which combines Hydrolized keratin protein with gelatin and calcium bond the nail layers together, building a strong nail foundation that is resistant to peeling, chipping and splitting. Formula 3 is targeted at nails that are strong, and hard, dry or ridged.

Nail Moisturiser is a non-greasy, fortified conditioning nail creme enriched with soluble collagen, which restores moisture and promotes nail flexibility and jojoba and aloe, which nourish and conditions the nail.

Oil Therapy is a delicate blend of vitamin-enriched oils specifically formulated to prevent and treat brittle nails and cuticles naturally. Oil therapy nourishes and softens the cuticles by replenishing the skin's natural oils. It also acts as a preventative and treatment for dry, brittle nails and toenails that are dry and flaking by sealing in the moisture. When used over wet polish, the oil acts as a drying agent to help set the polish.

Avocado Foot Crème is a deep penetrating, non-greasy moisturising crème, rich in avocado oil. It has been specifically formulated for feet to aid in the healing of rough, dry or cracked skin, and is ideal for use on callused areas.

The Natural Nail Company's disposable Pedi Slippers combine hygiene with comfort. They are foam-based to cushion feet when walking around the salon while

waiting for polish to dry and are disposable to eliminate any risk of cross-contamination. They come flat-packed for easy storage, but are quick to assemble by simply attaching the toe separator to the side straps.

The company also offers the Kayline Pedipal; a complete pedicure station in one portable unit. Features include a comfortable client footrest, two-way adjustment, and a luxurious pedicurist seat cushion.

The storage cabinet includes two removable trays and two outside pockets for bottles, sprays etc. There is a detachable support for the back and twin-wheel castors for mobility and strength.

Jessica Cosmetics' new thermal pedicure booties provide the ultimate in silkening and softening therapy for feet. Their gentle heat helps open the pores so that the nutrients in the oils and creams used during the manicure or pedicure can penetrate deeper into the skin. They provide an excellent treatment for softening cuticles, moisturising dry, flaky nails and preventing hangnails. As an added bonus, the warmth also relieves arthritic joints. Overprinted with a black Jessica logo in a designer-style pattern, they are thermostatically controlled, so they automatically heat and cool for maximum client comfort.

LCN's concept foot is uniquely positioned to meet the needs of both beauty and podiatric treatments with its combination of 'feel good' and more medically orientated treatments. These include Spa products, diabetic products, aromatherapy oils and light-cured acrylester resin for toenail correction and prosthesis.

Clients who will most benefit from concept foot are those who require more than just a feel good treatment. They may have more fundamental problems, which need specialist attention using specially developed products and treatments.

LCN's unique Wilde-Pedique is the only light-cured resin system in the world specifically developed for, and with the correct properties for toenail correction and prosthesis.

LCN offer nationwide training as well as salon and spa treatment ranges and discounted start-up packages. LCN salons will benefit from ongoing training and product knowledge as well as dedicated Customer Support line staffed by qualified beauty therapists.

The **Carlton Group** offers their Microdermabrasion treatment to improve the skin on your client's feet. This gentle mechanical peeling process helps skin to improve its regenerative capabilities, restoring the balance of healthy cells and dead Corneocytes needed for our protection from the environment.

The Carlton Group's CC3000 Carlton Peel Professional™ MDA uses a controlled flow of ultra clean Aluminium Oxide crystals set in motion by vacuum created low pressure. The machine allows the therapist to precisely control the intensity of the treatment, i.e. the rate of crystal flow and the vacuum pressure, and therefore the depth of peeling. In this way the strength of peeling can be reduced for sensitive areas. The crystals are also completely inert so will not cause an allergic reaction. All Peel Professional™ crystals are washed in acid solution and so meet the highest hygiene standards possible. Disposable plastic heads are also available for the machine, again offering the therapist excellent hygiene control.

The Carlton Peel Professional™ MDA machine works using a 'closed system'. This means that the crystals only flow when the hand piece is placed on the skin.

The crystals are applied to the skin using the hand piece and then the used crystals and skin particles are removed by the hand piece in a single process, and are then deposited in a separate container.

Peel Professional is also supplied with a trio of basic products including Pre-Peel Lotion, Enzymatic Peeling Paste and Post-Peel Lotion, which include peeling enzymes, which dissolve the cornified envelope, which is located on the inside of the corneous cells' cell membrane.

According to **HoF**, when providing luxury pedicures the client must be totally relaxed and comfortable in order to enjoy the experience. HoF offer a complete range of furniture designed with both comfort and practicality in mind.

For the ultimate luxury the SkinMate pedicure station features a luxuriously upholstered hydraulic lift client chair, padded footrest, which is adjustable in height, reach and angle. The station comes complete with a free foot spa.

The Pedicure Footstool a highly versatile, sturdy and stable pedicure footstool with a super soft comfortable padded footrest support that is both height and tilt adjustable. This is ideal for use with the Manicure Seat and enables the mobile therapist to offer both manicure and pedicure services whilst ensuring equipment is kept to a minimum.

The gas lift pedicure seat is an ideal alternative if the salon already has luxury client seating, the stool can be adjusted and positioned perfectly for both client and therapist. Also available is a pedicure stand, which can be positioned near any client and therapist seating with fully adjustable client footrest.

The perfect complement to any luxury pedicure is a warming treatment using heated boots, which help to warm and penetrate pedicure creams and masks or to maintain the temperature of paraffin wax.

Hof offers two paraffin baths: the Therabath medical grade unit, which is automatically thermostatically controlled to maintain a safe operating temperature; and the SkinMate paraffin bath with adjustable thermostat

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