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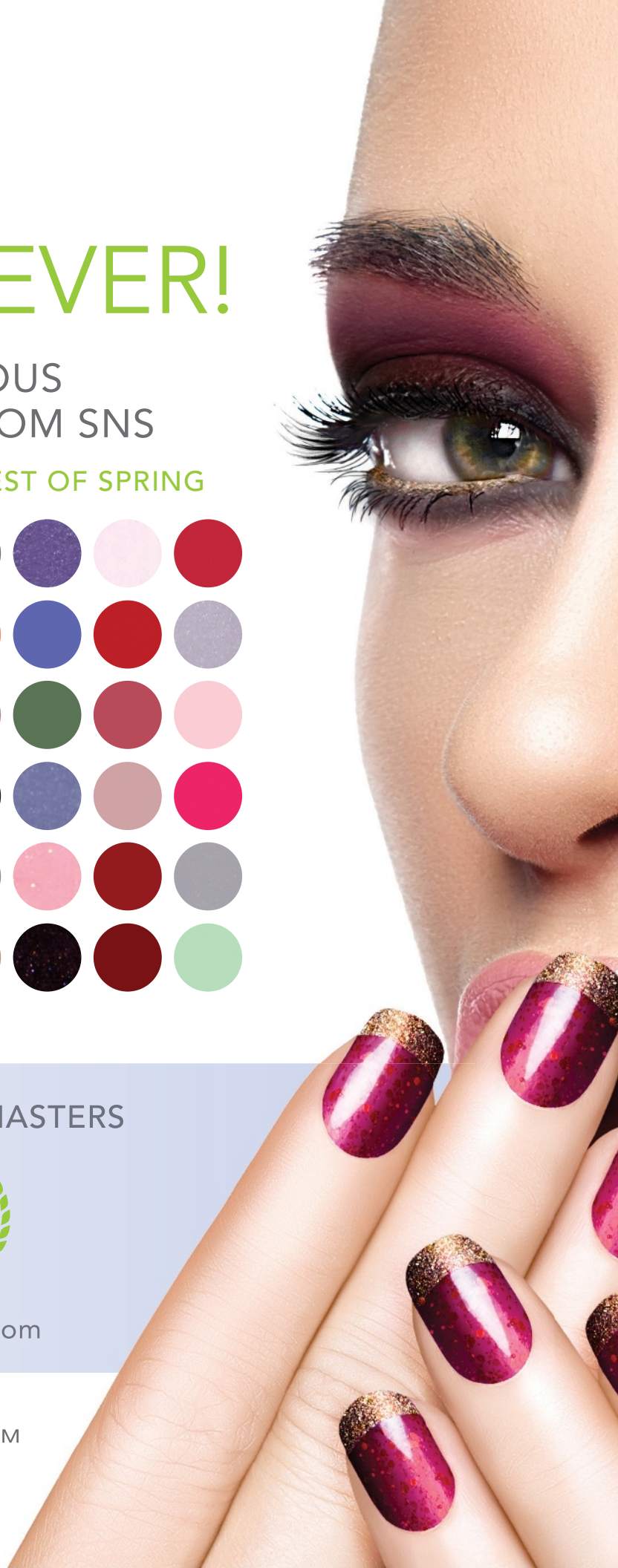


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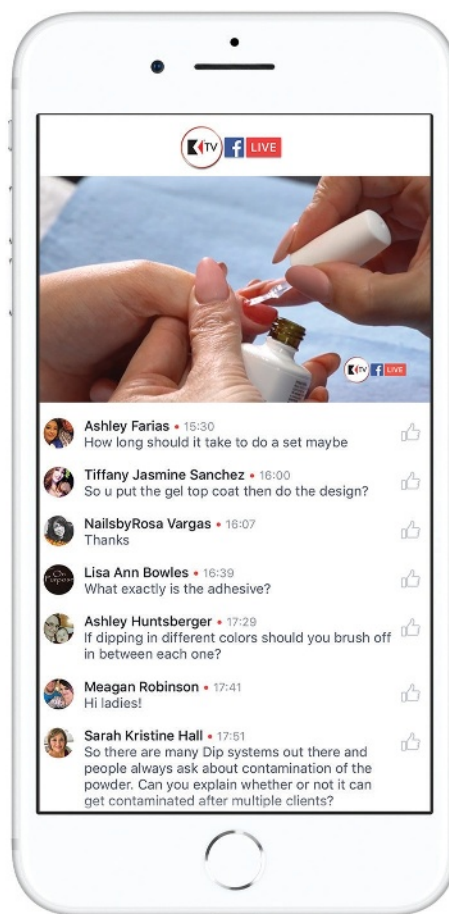
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Lexy, devoted LE employee since age 6 and now our graphic designer with her little daughter Lulu, who can't wait to get to work once she starts walking.

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# COMMITMENT



The Spring 2018 ButterCream collection  
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**Cover Credits** Nails: Blanca Martinez; Photography: Armando Sanchez, [armando-sanchez.com](http://armando-sanchez.com); Makeup: Michelle Tabor Ramos, AIM Artists; Hair: Juanita Lyon, Celestine Agency; Model: Rafaely Xavier, Photo/Genics; Digital Imaging: Art Vasquez, RP Digital.

Check out the behind-the-scenes video of our cover shoot at [nailpro.com/videos/behind-the-cover](http://nailpro.com/videos/behind-the-cover).



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## It's Earth Day!

**[nailpro.com/8-ways-go-green-salon](http://nailpro.com/8-ways-go-green-salon)**

More ways to go green at your salon with these tech-approved tips.

## Callus Care Checklist

**[nailpro.com/how-to-remove-callus-carefully](http://nailpro.com/how-to-remove-callus-carefully)**

Treat calluses correctly in the salon with our experts' list of dos and don'ts.

## The Cat's Meow

**[nailpro.com/video-cat-eye-nails](http://nailpro.com/video-cat-eye-nails)**

Get the 411 on the cat eye nail art trend.



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## Steady as **She** Goes



**P**atience. I think it's something that we'd all like more of. It's a popular topic in my home when I implore my 3-year-old to try and have some patience. Of course, his mother seems to struggle with having enough of it at times as well (ahem). The busier we are, the more demands we have on us and our time, the more elusive patience seems to get. What's more, we live in an instant gratification society that makes the idea of waiting seem almost ridiculous. And yet, good things come to those who wait.

The question is: In this day and age, is it possible to endure long enough for great things to happen?

The short answer, I believe, is yes. But it does take focus, dedication and, unfortunately, time. Whether it's a small thing, like waiting in a line of traffic for the cars to move so you're not late to an appointment, or something bigger, such as making headway through the trials and tribulations of learning a new skill, patience is key. Personally, when it comes to patience (or the lack there of) I sometimes relate to my toddler more than I'd like to admit, but I've also found that breathing does wonders. Just stop what you're doing and take a few deep, mindful breaths. Like really fill up. And let it go slowly. It definitely helps in the thick of the moment when your insides are in knots. Likewise, I find setting micro-goals extremely

helpful—particularly when you've hit a few roadblocks. You're not going to lose 20 pounds overnight, so reward yourself in micro-bursts—after each week of good eating and exercise, for example—to keep you focused and on track.

This month, we talk a lot about things that might require some patience, for instance, tackling your backbar. Perhaps you've been averting your eyes for months (or years!), knowing that at some point you should go through it all. In "Clean Slate" (page 52) we provide you with four easy steps and 25 great tips for making this project as painless as possible (think micro-goals!). For another, how about adopting a new skill, like mastering an electric file. Yes, it can be scary, but once grasped, it can bring so much to your business, think: faster service time, improved accuracy and broadened skills. Check out why these pros love their e-file in "It's Electric" on page 70.

Whatever you need the patience to conquer, I hope you get all that you require. Just remember, breath, stay on track and try to keep tantrums to a minimum.

*Stephanie*

Stephanie Yaggy Lavery  
NAILPRO Executive Editor  
slavery@creativeage.com



### My Manicure

Speaking of patience, check out these galaxy nails. Yvett Garcia (@yvynails) pulled out everything but the kitchen sink to replicate the night sky: cat eye gel, pigment powders, holographic gel, fine glitter and even black crystals. What's more, the hand-painted Leo constellation on the middle fingers represents my astrological sign!

## Behind the Nail Pros

**Creating an amazing cover is more than just a beautiful set of nails (although that *does* help). It takes an entire crew—from hairstylist and makeup artist to photographer and videographer—to capture one moment in print and video. See the whole process in Behind the Nail Pros on page 18 and at [nailpro.com/videos/behind-the-cover](http://nailpro.com/videos/behind-the-cover).**



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## THE MAKING OF OUR COVER

Featuring a combination of encapsulated and three-dimensional designs, coupled with the juxtaposition of matte and glossy finishes, the nails on this month's cover reflect techniques that are trending in Mexico and Central America right now. To create the contrast, Mia Secret international master educator Blanca Martinez (@blancamartinezzzz) sculpted narrow square nails, and then added a pastel watercolor background. When Martinez is working in the salon, she keeps client functionality top-of-mind, so for the cover nail designs, she chose to embed most of the 3-D elements (roses and a unicorn), because inlaid designs are less likely to get caught on hair or clothing. To complete the look, she topped the set with plenty of rhinestones. Don't forget to check out the behind-the-scenes video from our cover shoot at [nailpro.com/videos/behind-the-cover](http://nailpro.com/videos/behind-the-cover) to see how Martinez created this set.

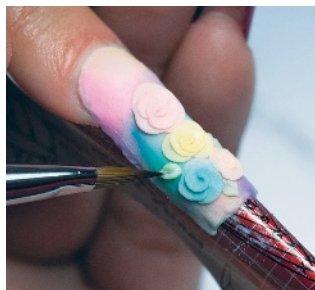
## CREATING THE COVER NAILS

"When you encapsulate 3-D designs, the nail can be thick. To avoid this, use small beads of acrylic for a flat finish."

—Blanca Martinez



**1** Martinez began by fitting a form and then extending the nail with white acrylic. Next, she created a watercolor effect by layering wet beads of pastel color acrylic across the nail.



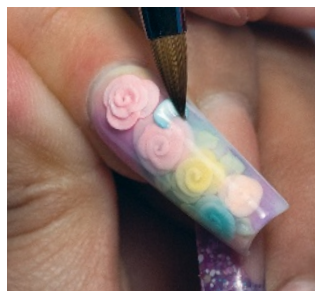
**2** Once set, she used small beads of pastel acrylic to sculpt roses down the length of the nail.



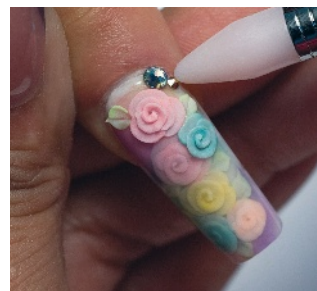
**3** Next, Martinez encapsulated the entire design in clear acrylic. (Keep the 3-D design flush to the nail to avoid a bulky appearance.)



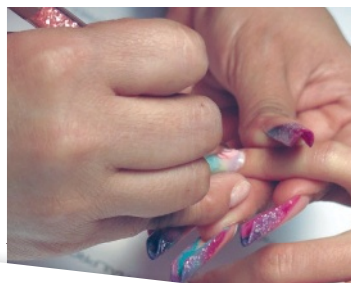
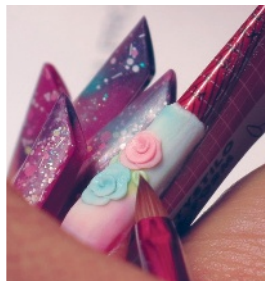
**4** After shaping and filing the nail, Martinez removed the excess dust and applied gel top coat.



**5** To create added dimension, she sculpted two more flowers and petals on the surface of the nail.



**6** To finish, Martinez used resin to adhere rhinestone accents just above the flowers at the cuticle area.



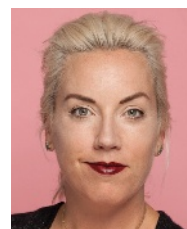
#### **Nails**

Blanca Martinez



#### **Photography**

Armando Sanchez



#### **Makeup**

Michelle Tabor  
Ramos



#### **Hair**

Juanita Lyon





# ON THE MONEY

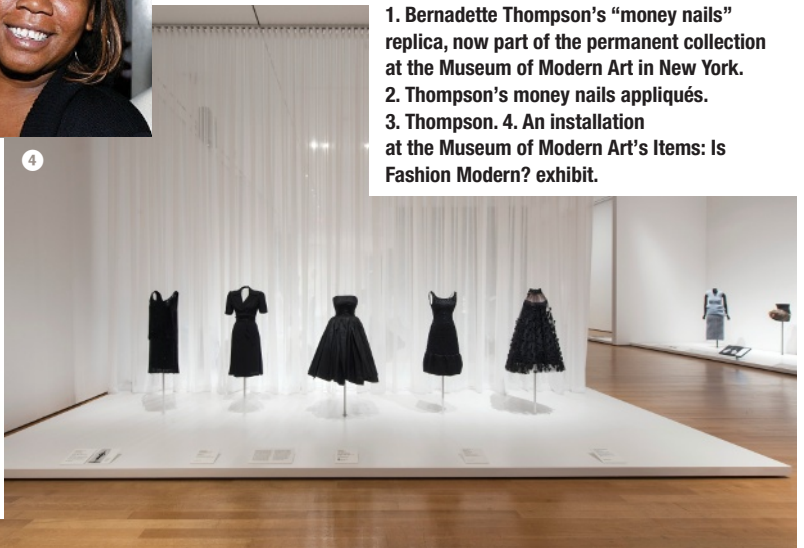
**E**ditorial and celebrity nail tech Bernadette Thompson's iconic "money nails," which she created for rapper Lil' Kim in the mid-'90s, got another moment in the spotlight when a replica appeared in the recent *Items: Is Fashion Modern?* exhibit at the Museum of Modern Art in New York. The exhibit featured more than 100 fashion and beauty pieces considered to have made a strong impact on the world in the 20th and 21st centuries. The nail artist also created a collection of money nail appliqués for purchase at the museum store.

Thompson, whose nail art designs have graced the fingertips of countless A-listers over the years—including Missy Elliott, Mary J Blige, Lady Gaga and Taylor Swift—created Lil' Kim's original money nails look by cutting up real U.S. currency

and applying the pieces on the nails. Thompson's technique, also featured in *Vogue* magazine, instantly put her talents in high demand, but it also landed her in hot water with the U.S. Treasury Department, who called her directly to issue a warning, explaining that defacing U.S. currency is a federal offense. "I had started getting requests for phone interviews every day, and I didn't realize I was on the phone with the U.S. Treasury Department; they let me go on and on about how I cut up the money before telling me who they were!" she laughs.

Now the Museum of Modern Art has made Thompson's money nails part of their permanent collection, and Thompson's nail appliqués are available to all on her website, [bernadettethompson.com](http://bernadettethompson.com). "They're made out of 100-percent nail polish, and they look identical to real money," she says.

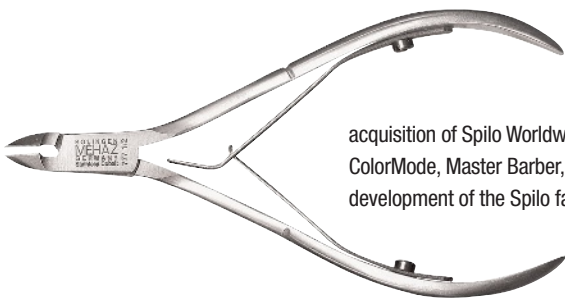
Thompson is also opening The B Nail Experience and Beauty Lounge later this month, a members-only luxury nail salon in Scarsdale, New York, her home base. With several levels of membership tiers to choose from, guests can receive a set number of services per month. Says Thompson, "My goal is to open locations everywhere around the country where members can go to get their nails done."



1. Bernadette Thompson's "money nails" replica, now part of the permanent collection at the Museum of Modern Art in New York.  
2. Thompson's money nails appliqués.  
3. Thompson. 4. An installation at the Museum of Modern Art's *Items: Is Fashion Modern?* exhibit.

## PURCHASING POWER

Los Angeles-based American International Industries (AII), parent company of beauty brands including Ardell, China Glaze, EzFlow and Seche, recently announced its acquisition of Spilo Worldwide. The acquisition encompasses the entire portfolio of Spilo brands, which include ColorMode, Master Barber, Mehaz Professional, Rubis of Switzerland and ToolWorx. "We're committed to the development of the Spilo family of brands, and will provide the support needed to grow them," says AII president Zvi Ryzman. "We're confident combining these two organizations will strengthen the market position and growth of the brands while also expanding our position as a leader in the professional beauty industry." Marc Spilo, current CEO of Spilo, will continue to support the Spilo brands through the transition and thereafter.







Wendy Weed, Lisa Wong, Linda Nordstrom  
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Mami Griffin & Cindy Wilson/  
Dreamtime Creations



Lulú Desfassiaux/EzFlow



Myanh Vo, Julie Le, Veronica Vargas  
& Ylianne Maldonado/Christio



Cyndi Debellis, Mimi Ngoc, Ngoc Nguyen,  
Dee Nguyen & Trina Ngo/Orly & Cali Beauty Supply



Joya Mia

# ISSE *Long Beach* 2018

January 27-29

The Professional Beauty Association's (PBA) International Salon and Spa Expo (ISSE), held in Long Beach, California, is the largest cash-and-carry, professional-only beauty event on the West Coast. With hundreds of professional beauty brands in attendance, showgoers had the chance to shop, learn from product demos and classes, and network with the industry's biggest educators and influencers.



Matt Nguyen, Sean Phan, Samantha Vallejo,  
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## RESULTS! NAILPRO COMPETITIONS @ ISSE

Pros came prepared for the stiff competition at the International Salon and Spa Expo held in Long Beach, California, from January 27-29. Nine chances to compete over two days produced some truly amazing results. Here are the winners.



**Models for the veteran Fantasy Nail Art competition line up for judging.**



**Team ibd competitors Genesis Ward and Andy Ho high-five after completing a demanding competition.**



**Techs hard at work for the Salon Success: The Purple Side competition.**

### Soak-Off Gel (Non-Divisional)

- 1 Sayaka Kitano
- 2 Jessica Briarmoon
- 3 Milan Krstic

### \*New Category!\* Chrome/Stamping (Non-Divisional)

- 1 Guin Deadman
- 2 Genesis Ward
- 3 Milan Krstic

### It's All About the Bling

- 1 Katerina Vakrilova
- 2 Shannon McCown
- 3 Guin Deadman



### 3-D Nail Art: Gadgets (Novice)

- 1 Andy Ho
- 2 Yamileth Dorion
- 3 Tiffany McBride



### Hand-Painted Nail Art: Pop Art (Novice)

- 1 Jose Barrem De Leon
- 2 Hanna Matsuga
- 3 Genesis Ward



### Fantasy Nail Art: Wild Women (Novice)

- 1 Hien Trong Pham
- 2 Katerina Vakrilova
- 3 Nuri Martinez



### **Fantasy Nail Art: Wild Women (Veteran)**

- 1 Shannon McCown
- 2 Wendy Valenzuela
- 3 Anastasia Totty

### **3 & 1 Sculptured Nails (Novice)**

- 1 Genesis Ward
- 2 Yvonne Vuong
- 3 Katie Lindsay

### **3 & 1 Sculptured Nails (Veteran)**

- 1 Shiori Durham
- 2 Emese Koppanyi
- 3 Milan Krstic

### **3 & 1 Tip and Overlay (Novice)**

- 1 Yvonne Vuong
- 2 Genesis Ward
- 3 Yamileth Dorion

### **3 & 1 Tip and Overlay (Veteran)**

- 1 Emese Koppanyi
- 2 Shiori Durham
- 3 Milan Krstic

### **3 & 1 Perfect Match (Novice)**

- 1 Genesis Ward
- 2 Yvonne Vuong
- 3 Andy Ho

### **3 & 1 Perfect Match (Veteran)**

- 1 Emese Koppanyi
- 2 Shiori Durham
- 3 Milan Krstic

### **On My Own (Novice)**

- 1 Stacy Bonagura
- 2 Genesis Ward
- 3 Katie Lindsay

### **On My Own (Veteran)**

- 1 Shiori Durham
- 2 Jessica Strom
- 3 Kyoko Amemiya

### **Salon Success: The Purple Side (Novice)**

- 1 Genesis Ward
- 2 Stacy Bonagura
- 3 Andy Ho

### **Salon Success: The Purple Side (Veteran)**

- 1 Shiori Durham
- 2 Emese Koppanyi
- 3 Jessica Briarmoon

## **Tom Holcomb Inspiration Award Winner:**

KARIN STROM

Excellence. Passion. Dedication to the industry. These are just some of the qualities that are embodied by recipients of the Tom Holcomb Inspiration Award. NAILPRO Competitions director Jewell Cunningham established the award in 2013 to honor the late great nail industry icon, innovator and competitor Tom Holcomb, who passed away in 2012. "Tom taught us perfection and how to accomplish it," explains NAILPRO Competitions head judge Carla Collier.

When it comes to finding just the right person to carry on Holcomb's legacy, it can be a grueling process. "Carla and I make a list of people our industry admires," says Cunningham. "Then we see who has made an impact on other techs, is amazingly skilled and has a good reputation." Ultimately, they look for someone who embodies Holcomb's spirit and inspires people to want to do and be better.

This year, that shining star is Karin Strom, nail artist, educator and international competitor from Gothenburg, Sweden. Strom's passion for nails is contagious, inspiring everyone around her, from students to her own daughter Jessica. (Check out the pair's work on the upcoming May cover of NAILPRO!) Being honored with this award was a poignant moment for the artist. "I knew Tom; we met several times and had a lot of fun at competitions and classes all over the world," Strom says. "Receiving this prize means the world to me—more than any other trophy I've won during my competition career." 🏆



**"I will place it somewhere so it's the first thing I see when I get to work every day," says Karin Strom of her Tom Holcomb Inspiration Award.**



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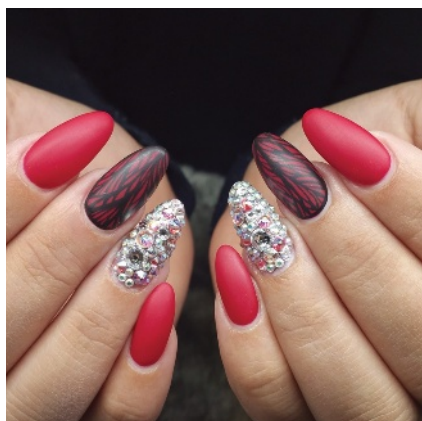




# PORTFOLIO

## READERS NAIL ART

Take a look at what  
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are creating!  
From acrylics to  
gels to paints,  
they've done it all.  
Submit your own  
original nail art and  
share it with your  
fellow techs.



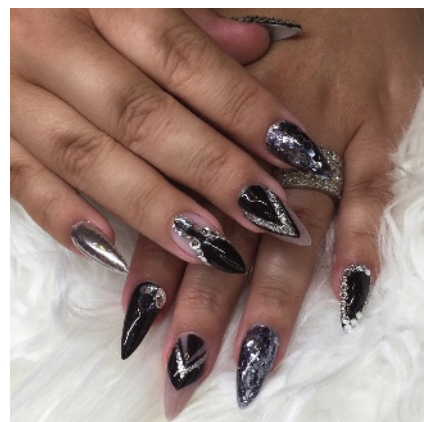
Jennifer Ho • Gel Indulgence  
@gelindulgence • Leduc, AB, Canada



Galdina Jimenez • Pacifiq Nail Salon  
@nailuscious • San Marcos, CA



Shante Herron • Peace & Serenity  
@shante.flowers • Indianapolis, IN



Robyn Schwartz  
@robrynschwartz1 • Charlottetown, PE, Canada



Jaime DeViva • Nail'd by Jaime  
@naild\_by\_jaime • Westover, MD



Sharybert Alicea • Radiant Salon  
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**Jessica Harris**  
@perfect10customnails • Melbourne, Australia



**Gabriela Pecelj • Million by Merlin**  
@merlin\_nails • Novi Sad, Serbia



**Kelvin Cao • Diamond Nails**  
@\_kelvincao • Brunswick, GA



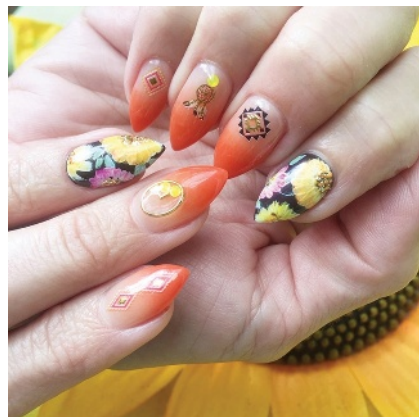
**Bethany Butler**  
@nailsbybethany\_ • Cape Coral, FL



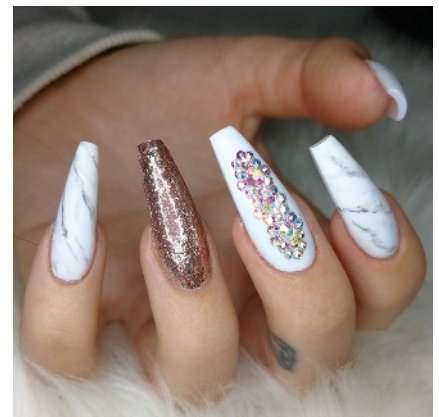
**Cayla Ledbetter • Lacquered Up**  
@caylasnails • Eugene, OR



**Sonia Williams • High Voltage**  
@soniawilliamsnailartist • Doncaster, England



**Mariko Iwata**  
@marikonail1214 • Los Angeles, CA



**Josephine Berger**  
@jossannails • Uppsala, Sweden

If you'd like to submit your own nail art for NAILPRO's Portfolio, send an email to [snunez@creativeage.com](mailto:snunez@creativeage.com) that includes your name, Instagram handle, salon, city and state along with your high-resolution photos. By emailing your photos, you grant Creative Age Publications the right to use any of your submitted images in NAILPRO magazine, corresponding electronic media and/or marketing materials without any compensation. In addition, you grant Creative Age Publications the right to these images for future use without any compensation due.

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# CRISSCROSS

Why stick to one plaid print when you can combine two—or even three? Many designers steered clear of clashing prints this season by marrying disparate checkered patterns in similar color schemes (witness Burberry and Hermès)—a choice that makes the marriage more palatable. At Fendi, the addition of texture elevated plaid differentiation: A fuzzy checkered fur coat flapped open to reveal a sleek pencil skirt and tights, both sporting unique grid patterns. Pushing the visual envelope a step further, designer Prabal Gurung draped sheer striped silk over a dress's checkered under-layer to create a complex patchwork of its own. For nails, merging two plaid patterns, like guest artist Danalynn Stockwood does on a sharp stiletto, demands a longer tip for maximum impact. Smaller nail beds can benefit from tying two textures together for the nail design, like texture stripes side-by-side with glistening tape.



Prabal Gurung



Balenciaga



Burberry



Fendi



Hermès



## Guest Artist

Danalynn Stockwood is the owner of FunFancyNails Studio in Orange, Massachusetts. She also organizes the Massachusetts Nail Networking Expo held in October.



Inspired by  
Prabal Gurung



Inspired by  
Fendi



Inspired by  
Balenciaga

Karie L. Frost is a New York-based freelance writer with a proclivity for all things beauty and fitness.



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#1 SALON BRAND WORLDWIDE





# Green Scene

Discover new ways to make your salon more eco-conscious.



**E**arth Day is April 22, which means that there's no better time to reevaluate your salon's carbon footprint. "All businesses have a role in helping the community," says Andrea Vieira, owner of Washington D.C.-based Nail Saloon. "If every business owner made even one small adjustment to her protocol, it would really make a difference." For salon owners, becoming eco-conscious goes beyond "reduce, reuse and recycle"; it means restructuring your services without compromising your clients' comfort. The good news? "Implementing environmentally friendly changes doesn't require that much effort—and sometimes, it can actually save you money," says Karen Kops, cofounder of Poppy & Monroe salon in Washington D.C. Not sure where to start? We've got you covered! Here, salon owners share their top tips for going green.



## 1 Cut Down on Energy

Take a look at the lighting in your salon. Chances are, your lighting is using a lot of energy and racking up your electric bill. To reduce electrical usage and save money, replace your lights with energy-efficient LED bulbs, advises Letisha Royster, owner of Roswell, Georgia-based Waterless MediPedi Spa, adding, "Don't forget to turn off all lights at night and unplug equipment when it's not in use."



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## 2 Reduce Waste

Paper consumption is a huge problem in many salons. The biggest offense: paper towels and cups. Reusable towels and glassware will help you cut down on waste and save you money in the long run. The trick to getting the biggest bang for your buck is to invest in high-quality products that can stand up to multiple washes. To stretch your dollar even more, try finding new ways to use old items. Vieira says the techs at Nail Saloon repurpose old towels. "We use them as cleaning rags, and then we wash them and take them to the Humane Rescue Alliance," she says.

Outdated magazines can also contribute to unnecessary paper waste. Sandra Weir, founder and CEO of Miami-based Gloss Naturals & Nail Bar, says her salon provides clients with digital versions of their favorite magazines on complimentary iPads. For a cheaper alternative, recycle your magazines on a regular basis.

## 3 Save Water

Excessive water usage is an issue in many salons across the country. Studies have shown that waterless services not only save water, but are also a more hygienic alternative for clients—especially those with



high-risk medical conditions. "By eliminating water, we minimize the risk of infection and save up to 15 gallons of water per service," says Gabriella Figueiredo Santos, director of operations for Washington, D.C.-based Varnish Lane salon. In addition to hygienic purposes, Kops says extended polish wear is another major benefit of waterless services. Figueiredo Santos agrees, adding, "Soaking your nails in water causes them to swell, which can result in premature

chipping after your nails shrink back to their normal size."

So if you're not using H<sub>2</sub>O, what is the proper protocol for waterless services? "Start by cleaning and sanitizing the hands or feet with alcohol or lemon," explains Royster. "Next, exfoliate the skin and use a warm towel to wipe off debris. Shape the nail and massage the skin, and then proceed to polish application."

If you're not ready to make the switch, Vieira recommends monitoring your water usage, noting, "Our techs fill only a half basin per pedicure service."

## 4 Reward Clients

One easy way to make a difference in your community is to get your clients involved. Gloss Naturals offers clients a free

bottle of polish for every four empty (or close to empty) polish bottles they bring in to recycle. Similarly, Waterless MediPedi clients receive a discount for recycling their polish bottles and magazines. Another option? Implement a reward program for clients who walk or bike to the salon or show up to their appointments with reusable water bottles. Vieira emphasizes that small changes can add up, noting, "If we think globally and act locally, we can make an impact." ↓

Taylor Foley is a Los Angeles-based freelancer writer.





# CND

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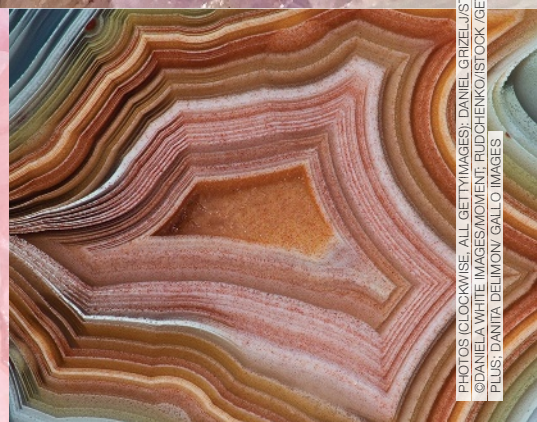
Healing stones provide clarity and inspiration for captivating nail art.



*"I pulled inspiration from the different colors of the gems—the way their veins flow and the way the light hits the angles of the crystals."* —Katie Masters



**Katie Masters (@nailthoughts)** is a Los Angeles-based nail artist.



PHOTOS (CLOCKWISE): ALL GETTY IMAGES; DANIEL GRIZEL/ISTOCK; WALTER GEIERSPERGER/ISTOCK; CORBIS DOCUMENTARY; DANIELA WHITE IMAGES/MOMENT; RUDICHENKO/ISTOCK; NATALIA FLORINO/ISTOCK; GETTY IMAGES PLUS; DANITA DELMON/ISTOCK IMAGES

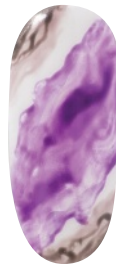




**Step 1** Apply two coats of white gel polish to the nail. Then, apply a small amount of purple-gray gel to the opposite corners of the nail. Do not cure.



**Step 2** Use a detail brush to paint small dark gray lines at the corners. Flash cure.



**Step 3** Apply dark purple gel polish at the center of the nail—the wavier the lines, the better. Do not cure.



**Step 4** Apply Mylar pieces and glitter to the purple gel at the center of the nail to create a gemstone effect. Finish with gel top coat.

*“The trick to achieving any sort of marble or crystal design is to not overthink it. Crystals and gems are never perfect; therefore, you don’t have to be either.”*

—Katie Masters



**Step 1** Apply sheer blue gel polish to the entire nail. Do not cure. Apply bright opaque blue gel to the nail and drag the brush through it in a round, squiggly motion—the more uneven, the better.



**Step 2** Use a detail brush to paint lines with white gel that follow the shape of the brighter blue. Repeat this step using light blue gel to add more dimension and color depth. Now cure.



**Step 3** Paint a border around the entire design using blue-gray gel. While the gel is wet, use a brush to blur the edges. Finish with gel top coat.



**Step 1** Paint a crystal shape with sheer purple gel. Don’t worry if the color is even; it will give the design more dimension.



**Step 2** Use a detail brush to outline the entire crystal and paint lines within the shape with dark purple gel.



**Step 3** Apply iridescent purple glitter on top of the crystal. Then, outline the edge of the nail with metallic gold gel. Finish with gel top coat.





## Vu Nguyen

### What was your first job in the industry?

No one would hire me, so I did nails for free at a salon in Oceanside, California.

### Who would you like to work with?

I would have loved to work with Leonardo da Vinci. He was so much more than an artist.

### My childhood ambition was...

To be an artist like my very talented mother.

### My proudest accomplishment is...

Placing second in my very first NAILPRO Competition. I was so nervous, but I had support from my coworkers and family.

### What was your most embarrassing moment?

I was giving a presentation on how to be a professional educator and was waving a buffer around. The buffer slipped, flew and hit a student right in the face.

### My favorite sport is...

Wrestling (and not the WWE type). I was a high school wrestler. I feel that it's one of the hardest sports to do and it doesn't get any recognition.

### My favorite movie is...

"Forrest Gump." It's a very touching movie in so many ways—I love it!

### Describe your perfect day.

I would wake up in the morning with a warm breakfast and a cold beer, spend the day with my three brothers, and then go to my mom and dad's for dinner. I wouldn't answer any calls, texts or emails throughout the day.

### My most recent impulse buy was...

A flamingo neon light from eBay. I don't have any neon lights; I don't even care for flamingos.

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My hero—my mother—Tran.

My three brothers and me  
from youngest to oldest:  
Noland, Robert, me and Tue.



My mom and dad.



### What's your guilty pleasure?

I enjoy tattooing myself. I don't feel any pain when I'm tattooing myself. I go into a Zen mode and only see the needles going into my skin.

### I can't discuss nails without...

Thinking of ways we can improve the process and/or products.



This is one of my favorite things to do at a trade show: I ask the model to pull up a picture on her phone, and I show her how easy it is to paint with Gelish gel polish.

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## Ask **Maisie**

Maisie Dunbar, nail tech, mentor, motivational speaker and owner of The Maisie Dunbar Global Experience in Silver Spring, Maryland, joins NAILPRO this month to provide you with advice and answers to *your* nail questions.

**Q** What's been the biggest challenge in your career, and how did you overcome it? —**Gabriela Espino, via Facebook**

**A** My biggest challenge has always been finding a good balance between work, play and rest. I've learned that I'm the most productive when I start my day by writing down a goal for myself. I've also learned that I need to schedule a time to stop working at the end of the day—this has helped me a lot so I don't work endlessly. And because I travel a lot, I make a point of taking a day to rest after I return before going back to work.

**Q** I would love to get an apprenticeship. Do you have any advice for how to do that? —**Latasha Mitchell, via Facebook**

**A** An apprenticeship is a great way to get started in the nail industry, but you need to do a little research first. Begin by looking for a salon that will not only give you the proper training to build your nail skills, but will also help you grow and maintain your business in the future. Ideally, you should be looking for a salon that will help you build a career, not just do a job. It's also important to make sure that you are apprenticing under someone who's aligned with your desires. In other words, you want to find the right match in terms of types of services offered and salon style and culture. For example, if you want to develop your acrylic skills, then you don't want to apprentice for a salon that specializes in natural nails. When you decide to get into an

apprentice program, make sure it's a win-win for you as well as the owner.

**Q** I know that you also have a cosmetics line. I'm interested in adding makeup to our service menu at the salon. Do you have any advice on how I should tackle that?

—**Brianne Foster, via email**

**A** Adding makeup services can be tricky, because in order for them to be successful, you really have to cultivate them. To begin, find out if your clients are interested in cosmetics services; after all, this is where you'll start building that part of your business. If they are, then you need to make sure that you have a good-size budget for the endeavor, because there are so many SKUs involved in makeup. That being said, you don't have to start off with a complete line. In fact, I would recommend that you begin with only the most popular SKU in your market (for example, lipstick). From there you can build to eyes and cheeks and so on. Once you select your inventory, then you need to make sure that you have someone on hand to apply the makeup. You really should have your makeup counter covered at all times; several part-time artists are helpful. Consider offering complimentary touch-ups to clients after they finish their services to promote the makeup station and build interest. If you invest the time and make sure that you employ quality products and professionals, then it can be a successful addition to your salon.

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Owners Buddy Sims and Shannon Leather welcome NAILPRO to their Omaha, Nebraska, oasis.

**Salon Name** Vibe Salon & Day Spa

**Owners** Buddy Sims and Shannon Leather

**Year Opened** 2017

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**Phone Number** 402.505.4480

**Hours of Operation** Tue.-Thu., 9 a.m.-9 p.m.; Fri.-Sat., 9 a.m.-5 p.m.

**Website**

vagaro.com/vibesalonanddayspa



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## DISTINCTION

We're proud to be a new booth-rental salon and day spa located in the heart of Omaha, Nebraska, filled with a family of talented techs who have come together to create something special for our clientele. Our expert technicians share more than 100 years of professional experience combined, and although we may be the new kid on the block, our expertise, professional craftsmanship and customer service allow us to shine.

## THE LOOK

Vibe Salon & Day Spa offers clients a modern and edgy

environment that's comfortable for every guest. Custom gallery lighting adorns the loft ceilings, which creates a statement for each area of the salon, and we have black snakeskin lights for a modern touch. For the spa wing we chose more subdued decor, but still offer a touch of modernism with abstract wall art. We also have a pedicure room for two that features an aquatic-theme decor for a private oasis experience.

## CLIENTELE

Our service menu attracts a wide range of clientele from all walks of life—and we love that! This includes men, who make

up one-third of our clientele. Depending on the service, clients spend anywhere between \$15 and \$300 per visit, with nail services averaging between \$25 and \$50. Nail techs spend 30 minutes to two hours with a client, depending on the type of nail art and service rendered.

## IN-DEMAND SERVICE

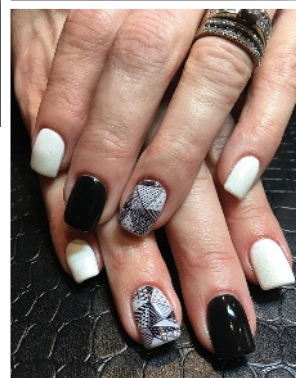
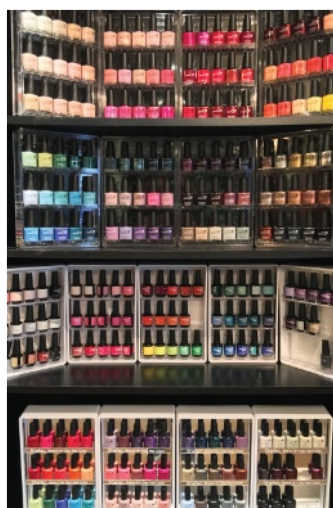
A CND Shellac manicure is the ruling service at Vibe, and starts at \$35. Every service includes a massage, nail prep and manicure care using products from the CND Service Essentials line. Nail art is almost always the

final step to a client's manicure, and we're proud to offer a wide variety of nail art necessities, including Tat'z Nail'z, chrome pigments, foils, hand-painted designs, Swarovski crystals, 3-D designs and stamping.

## THE GOODS

Maintaining the natural beauty of nails, hair and skin is of the upmost importance, which is why we only offer high-end products to our clients. Thanks to the professional relationships we've established with manufacturers, we have amazing connections with brands like CND and LCN. Each brand is showcased in





its own location in our retail area, allowing clients to purchase the best at-home care products for all of their beauty needs.

## SOCIAL MEDIA

Facebook has really helped us promote our business and connect with existing and potential clients alike. We've already seen the benefits of our connections with a solid five-star rating on our Facebook page. As we continue to grow our social media presence, we hope to establish more client connections.

## PRAISE

The best compliment that we've received is also linked to our greatest achievement to date. When we opened our doors in November 2017, we invited hundreds of clients and community members to the salon for an event to help the Make-A-Wish Foundation and the Open Door Mission. With this fundraiser, we raised almost \$3,000 and garnered hundreds of pounds of items for donation. Local industry experts shared that they had never seen an event like this before. We were, and still are, so proud of that moment

and look forward to our next charitable event.

## ADVICE

Surround yourself with people who have compatible personalities so that you can build a team you enjoy being around every day. Also, don't be afraid to "hit the streets" when it comes to promoting your business. Having a presence on social media can really help bring people into your salon, but so does meeting people in the community. Take the time to go out and introduce yourself to local business owners and people who are walking around your salon's neighborhood.



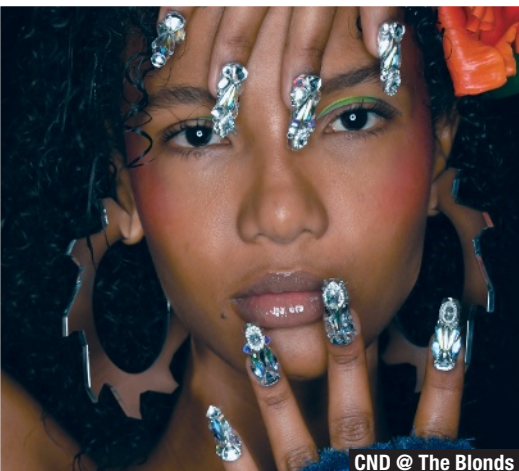
# SPRING'S BEST NAIL TRENDS

Tough versus feminine.  
Glamorous versus subdued.  
The season's hottest runway  
nail trends may seem split  
on personality, but they're in  
agreement where it matters  
most: Each deserves a place  
in your salon offerings.

Written by **Karie L. Frost**



Kiss Products @ Naeem Khan



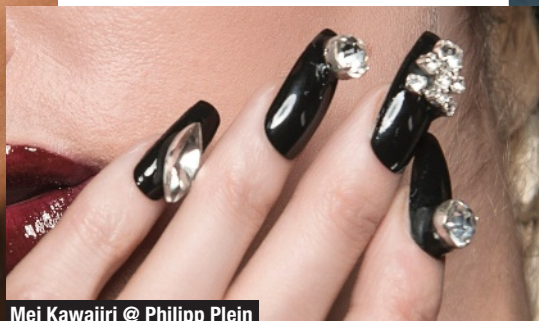
CND @ The Blonds

## TREND #1 ROCK ON!

Did somebody mastermind a jewel heist? At the Philipp Plein show, nail lead Mei Kawajiri took a maximal approach, affixing massive stones to slick black or pink tips to reflect the collection's "good gone bad" vibe. Just as stylishly radical: CND team member Rose Barron's Swarovski-encrusted smiley face nails encircled by barbed wire for the Libertine show. "The collection this season is all about rebellion, and we translated that idea into hedonism for nails," says CND nail lead Heather Reynosa of the luxe-meets-punk nail art. Not all stone-studded designs tapped into beauty's tough side, though. Nail lead Naomi Yasuda painstakingly affixed more than 6,000 miniscule Swarovski crystals in delicate stripes on nails for the Area catwalk, while Kiss nail lead Gina Edwards bedazzled silver tips with a splash of gems at Naeem Khan to mirror the elegance and grace of the clothing. "Crystals are having a resurgence," Edwards says. "They're an easy way to take a day look to evening."



CND @ Libertine



Mei Kawajiri @ Philipp Plein



Naomi Yasuda @ Area

PHOTOS: (CLOCKWISE FROM TOP) DIANE BONDAREFF; ANDREEA ANGELESOU; IMAXTREE; COURTESY OF CND (2)

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CND @ The Blonds



Essie @ Michael Costello



Christian Louboutin Beauté @ Novis

## TREND #2 PICKED FRESH

From hand-painted petals at Creatures of Comfort to real pressed buds at Mimi Prober, flowers powered the biggest nail art trend of the season. Morgan Taylor nail lead Tracylee added dimension to her daisy chain design at Rodarte with wildflowers plucked from the Parisian roadside—literally. After spying designer Michael Costello's drawing of a rose, Essie nail lead Julie Kandalec painted a facsimile on models' thumbs for his bridal collection, explaining, "I created open C-shapes [for the third row of petals] to give the rose a more sketched look, just like how Michael drew the rose." For a more abstract take on the blossoming trend, dupe the Novis floral French by Christian Louboutin Beauté nail lead Alicia Torello. "I tied together angles, flowers, leaves and round shapes along the edge of the nail, connecting them using a striping brush to make the French," she shares.



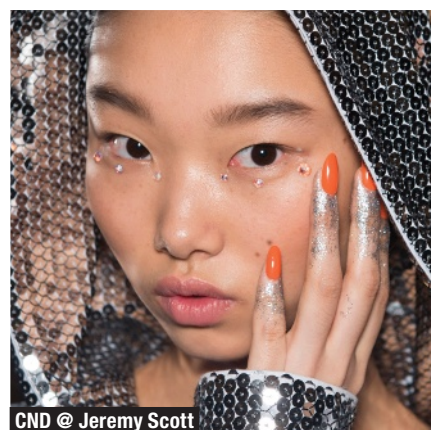
Patricia Nail Lacquer @ Mimi Prober



Morgan Taylor @ Rodarte

## MICRO TREND! FINGER ART

Nail plates weren't the only piece of real estate playing host to art. Morgan Taylor nail lead Tracylee—no stranger to painting beyond the nail—dotted daisies down digits at Rodarte to stunning effect. At Jeremy Scott, glitter-drenched fingers mimic "out-of-this-world comet tails," according to CND nail lead Miss Pop. CND cofounder and style director Jan Arnold argues that you can also offer up a spangled finger look like this in your salon; just be sure to "glitter the digits first," she says. "Then send your clients home with their own little pot of silver dust as a treat!"



CND @ Jeremy Scott

PHOTOS (CLOCKWISE FROM TOP LEFT): COURTESY OF CND; COURTESY OF ESSIE; KARIE L. FROST; COURTESY OF PATTIE YANKEE. (MICRO TREND PHOTOS) COURTESY OF MORGAN TAYLOR

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Patricia Nail Lacquer @ Miguel Vieira



JINsoon @ Tibi

## TREND #3 FALL IN LINE

Now firmly a staple of fashion week nail art, the stripe once again served to create visual interest on nail plates. Three linear trends emerged: Thicker stripes fell on the diagonal (seen at Opening Ceremony and Miguel Vieira), while thin stripes either came in sets of two (at Tibi, Kith and Monse) or a single line punctuated with an embellishment (seen at Kate Spade and Self Portrait). "Because the theme of the Tibi show was freedom of style, we asked the models to pick their nail color and design (one stripe or two, diagonal or not)," says JINsoon nail lead Jin Soon Choi. Not surprisingly, most girls chose two stripes—the more, the merrier!

See more  
spring runway  
nail trends at  
[nailpro.com!](http://nailpro.com!)



Deco Miami @ Nicole Bell



Essie @ Monse



Deborah Lippmann @ Kate Spade



Morgan Taylor @ Self Portrait

PHOTOS (CLOCKWISE FROM TOP LEFT): COURTESY OF PATRICIA NAIL LACQUER; COURTESY OF JINsoon; COURTESY OF ESSIE; COURTESY OF MORGAN TAYLOR; COURTESY OF DEBORAH LIPPMANN; COURTESY OF DECO MIAMI



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**GLOSS**

Apply 1 coat to seal  
in the look



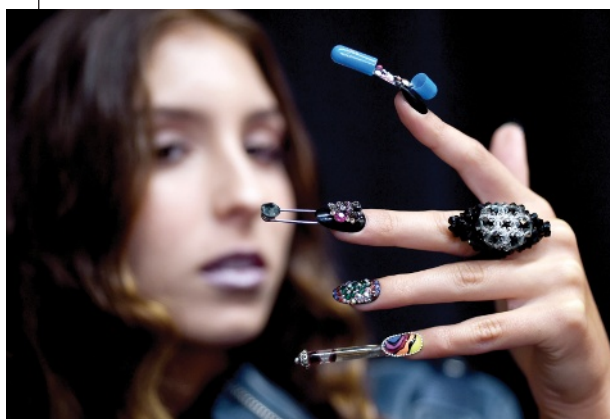
# Divine Innovation *at the* CND Design Lab

Without fail, the CND design team delivered yet another season of manicure innovation, dreaming up new techniques to make what seems impossible possible for nails. This time around, 2-D nail art received an assist: "They all glow in the dark," says CND team member Robin Moses, who proudly revealed this was her first New York Fashion Week (NYFW). For each punchy floral design she crafted for The Blonds show, Moses explains that she "manipulated the glow" by

either mixing a glow-in-the-dark additive into her gel to "give a nice, even glow" or patting the additive directly onto the gel before curing to "make a little burst."

CND team member Tracey Lee, who flew in from the Netherlands, spent her first NYFW crafting what she calls the "Illicit Hidden Treasures" nail for the Libertine show. "We're used to 3-D on the top, but I thought, 'What about the space underneath?'" she asks. The resulting daggerlike design took her 45 minutes to create—per nail—for a total of more than 60 hours! Other designs,

like gel-cap pills spilling rhinestones down the nail (by Moses), massive baubles that open like Venus fly traps (by Shelena Robinson) and mini vials meant to look like lava lamps (by Lee), enforced the fact that each artist truly carries her weight for the team—and they're only too eager to share their techniques. "I'm here to get the experience, pass it on and inspire girls to go to [nail] school," says Moses. "It's not about keeping the secrets of your success and techniques to yourself; it's my mission to share."



PHOTOS: COURTESY OF CND; KARIEL FROST



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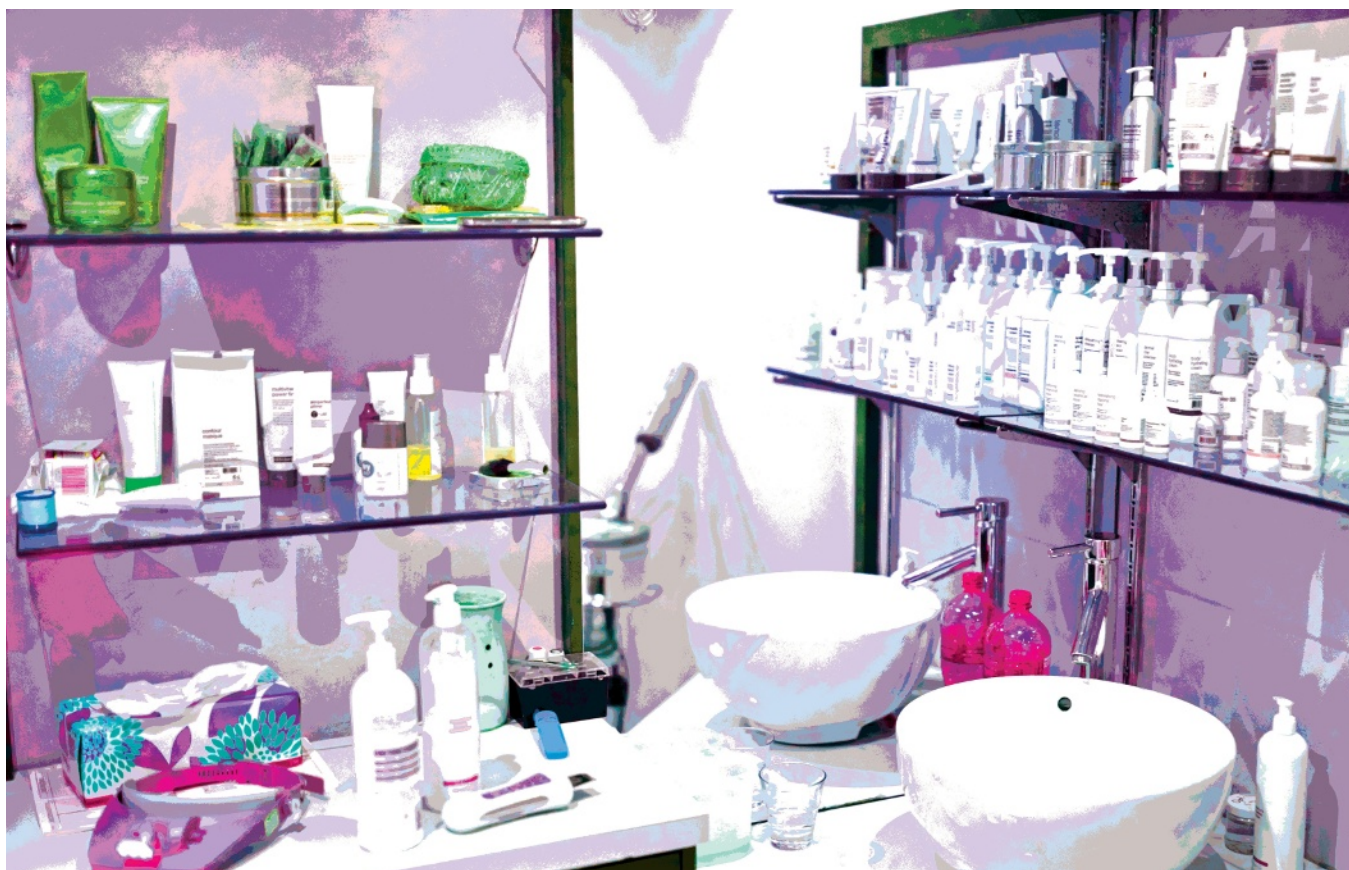
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# CLEAN SLATE

Four simple steps and 25 useful tips to help you declutter and organize your backbar—and keep it that way!

Written by **Leslie Henry**

It's an ugly truth: The backbar area of many salons is unorganized and cluttered, with no one keeping track of how products are used. If this describes your salon, the mere sight of this mess probably stresses you out—but that's not the only downside. "Every time you spend time hunting for misplaced products or buy an item you already have, you're losing money," says Jennifer Mowery, owner of High Maintenance Salon in Dayton, Ohio. More serious problems may also lurk in the chaos, such as expired products, sanitation issues or even employee theft.

A good backbar spring-cleaning session can remedy most of these issues. Unfortunately, a tidy backbar won't maintain itself. For many, this proves to be the toughest obstacle. Diane Palumbo, educator and director of Aveda Fredric's Institutes in Indianapolis and Cincinnati, knows this well. "We have up to 150 hands in our backbar areas every day," she says. "You can have all of the checklists in the world, but if you don't have a commitment from the team to follow the process, you can't expect it to work."

Don't get overwhelmed; get busy! This spring, tackle your salon's messy backbar—and increase productivity and profits—with these useful tips to purge, scrub, organize and maintain the space.



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# 1

## DECLUTTER AND SORT

### GET RID OF PRODUCTS AND SUPPLIES THAT ARE TAKING UP VALUABLE SPACE.

**1. Go all in.** If you only work on one area at a time, you won't have a full appreciation of your total inventory; instead, completely unload the entire backbar. Clear every drawer, shelf, cabinet and hook of products and supplies. Seeing everything at once will make it easier to decide what to keep. If the salon is closed, pull out a clean tarp and use the floor as your staging area for items that make the cut.

**2. Make sorting easy.** Large, labeled cardboard boxes make sorting and transporting unwanted items much easier. Designate boxes as "special disposal," "sell" and "donate." Tossed items that don't require special disposal can be placed in heavy-duty trash bags.

**3. Don't keep it just because it's good.** New or perfectly good products aren't always keepers. If you haven't used a product in long time, or you know you won't use it again before it expires, get rid of it. "This is really difficult to do in practice because it feels like you're throwing money away, but the items will be tossed eventually," says Mowery. "Sooner is better than later."

**4. Consider tossing a product and the service.** Trends change. There's no need to stockpile products



for a service you performed only once in the last year. Ask yourself if it makes more sense to remove the rarely requested service from your menu altogether.

**5. Sort like you'll store.** Similar items should be stored together, so sort that way, too. First, sort by service (for example, put all acrylic products in one pile) and then group the piles by type (such as powders, liquids and primers).

**6. Wipe as you go.** Have cleaner and towels handy and wipe down the outside of all bottles, jars and containers as you work—and make sure that the lids are closed tightly!

**7. Dispose properly and don't wait.** For tossed items, follow proper disposal and recycling guidelines—and don't linger! Over time, you may not notice the stack of boxes by the salon door, but your clients will!

## Keeping TRACK

All techs should have a rough idea of how much product is required for each service. Periodically, look at the services performed and determine if the amount of product used makes sense. If your salon is going through more product than it should, that will negatively impact your bottom line. Diane Palumbo, educator and director of Aveda Fredric's Institutes, recommends leaning on your suppliers for help. "Developing a relationship with your vendors is key. They know your routine and order history and can tell you if items are missing from your order or if you've been ordering more than normal," she says. If you can't easily explain why you're using so much product, it may be necessary to have techs measure it more precisely as it's taken from the backbar. In the worst case, a tech may be taking products home to provide services outside of the salon, and that should be addressed immediately.

*If your salon is going through more product than it should, that will negatively impact your bottom line.*



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## 2 THE CLEAN SPACE

ONCE THE BACKBAR IS CLEAR, THEN IT'S TIME TO SCRUB EVERY NOOK AND CRANNY.



**8. Work top to bottom.** By starting at the top of the room and working your way down, dust and debris won't fall and contaminate the areas that you've already cleaned.

**9. Clean the room, not just what's in it.** Remove cobwebs from the ceiling and doorjams. Dust light fixtures and wipe down the walls and baseboards. Don't forget the pipes under the sink, tile grout, door hinges and light switches.

**10. Go beyond your normal routine.** As you dust and disinfect every surface in the room's interior, such as countertops, sinks, shelving and floors, pay special attention to areas neglected during your normal routine, like cabinet fronts and knobs, insides of drawers and floor mats.

**11. Use the dishwasher (and more).** Most small organizers and bins can be washed in the dishwasher (plastic items should go on the top shelf only). Take larger bins outside and spray them down to quickly remove debris from crevasses. Canned air is good for dusting textured items, like baskets.

**12. Paint does wonders.** A fresh coat of paint can cover scuffs and dings and will make the room feel fresh and new. "I use the same color paint so I don't have to be precise," says Mowery. "It's easy, quick and a great motivator to keep things clean all year long."

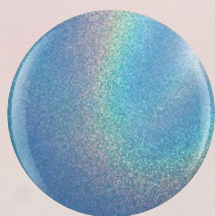
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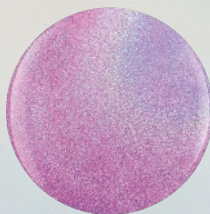
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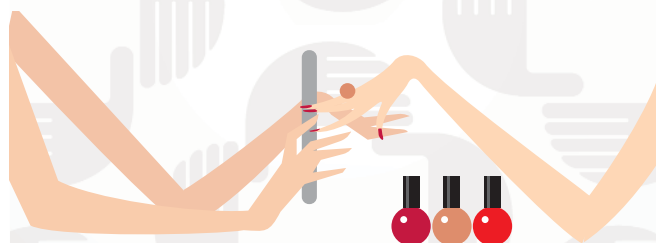
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## 3 ORGANIZE

**THE MORE TIME AND CARE YOU TAKE TO ORGANIZE, THE EASIER IT WILL BE TO MAINTAIN. DEVISE A STORAGE SYSTEM THAT SPECIFICALLY ADDRESSES AREAS THAT GET THE MESSIEST.**

**13. Start with a plan.** Assess your inventory and determine the best location (for example,

top shelf, by the sink, etc.) and method (such as basket or open shelving) to store different items. Create a map of the room to use as a guide and roughly lay out what will go where.

**14. Imagine your workflow.** Think logically as you organize the space. Put all items that techs will need for a service in the same area so it's not necessary to open several different cabinets when prepping for a service. Likewise, items that you reach for frequently should be stored at eye level.

**15. Contain the little stuff.** Small items are best stored in containers. Containers should be large enough to hold all of a single small item, otherwise any overflow stashed in a different spot will get misplaced. Never mix different small items in the same container.

**16. Don't stack or bury.** When items are stored horizontally, the entire stack must be moved to access the product on the bottom of the pile. Always store vertically when possible, and arrange items so product labels can be read easily.

**17. Label locations.** "Labels are really important to keep things organized," says Palumbo. Make sure everything can be located and identified quickly by labeling shelves and bins or using clear containers for storage. "This also ensures that new supplies are put away in the correct place," she says.

**18. Use the walls.** Even a small amount of empty wall space can provide valuable real estate. Mount a magnetized board to hold tins of nail



art gems or special glitters, or use removable hooks to hang pedicure aprons or measuring scoops for product.

**19. Make an inventory list.** List all of the products that will be stored in the space in a notebook or spreadsheet or use inventory software. Choose the method that you are most likely to maintain. Palumbo suggests placing printouts of your inventory list and associated material safety data sheets in a binder and keeping it in the backbar for easy reference.

# 4 MAINTAIN

## NOW THAT YOUR BACKBAR AREA IS SPOTLESS AND ORGANIZED, YOUR NEXT CHALLENGE IS KEEPING IT THAT WAY.

**20. Make someone responsible.** While all techs should be doing their part, make someone ultimately accountable for daily backbar upkeep. This can be one designated employee or can rotate weekly between

techs in the salon. Create a checklist of tasks that this person must perform each evening, such as clearing and wiping down the counters, straightening shelves and adding low-stock items to an order list.

**21. Put it away, right away.** Clutter attracts clutter. If one item is left on a countertop at night, you can bet others will mysteriously join it. Make a habit of always putting a product in its place as soon as you're finished using it. The extra time this takes is negligible compared to the time spent searching for a misplaced item later.

**22. Keep it together.** Always keep like items together. If you find that you need to have more of a certain item on hand than you originally made room for, make room! Don't make a second spot. Clear a shelf or get a bigger container so all like items (and only like

items) are stored in one place.

**23. Try or toss.** Product samples are meant for testing, not collecting. Since you're not likely to try an unproven product on a paying client, why have a junk drawer full of minis? If you have no intention of using a professional sample to seriously assess a product, don't accept it or offer it to another tech.

**24. First in, first out.** Employ the FIFO (first in, first out) method by storing new items in the back and rotating older items forward. This ensures the item that will expire soonest is always in the front and will be used first.

**25. Get everyone on board.** All of your hard work will be wasted if your salon staff isn't committed to keeping the backbar area clean and organized, says Palumbo. "Walk everyone through the setup and communicate the process and expectations," she says.

With a deep spring-cleaning and good maintenance habits throughout the year, staying organized will get easier over time. "If you clean and organize it right the first time and don't let it get away from you, next year's spring-cleaning will be a snap," says Mowery. She suggests a quick inventory and a slightly deeper-than-normal cleaning at the six-month point to keep your backbar on track. "A clean backbar makes my job easier," she says. "Plus, it just feels good to walk in and feel pride, not dread!" ↓

Leslie Henry is a business development executive, licensed nail technician and the blogger behind [workplaypolish.com](http://workplaypolish.com).



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They're some of the most important tools in your arsenal—but which brushes are best for the task at hand, and how can you prolong their performance? Check out these important tips and product picks.

Written by **Tracy Morin** • Photography by **Brooks Ayola**

# BRUSH WITH GREATNESS

Whether you're applying gel, acrylic, polish or nail art, there's a common denominator in virtually all of your services: brushes. "The brushes you use can make or break your outcome when doing nails," stresses Vu Nguyen, nail artist and dean of education for Gelish based in Kansas City, Missouri. But what types should you select, and how can you keep them operating at peak performance over the long haul? Start brushing up on your know-how with these expert insights.

## Bristle Basics

The bristles of nail brushes are made from natural animal hair (usually kolinsky or sable), synthetic fibers or a combination of both. Each tech has her own preferences when it comes to what works best and when. That's why Nguyen advocates trying as many brushes for each application as possible to find the ones that work best for you.

Natural animal-hair brushes can outlast synthetics—and, if gel is accidentally cured into the bristles, it can be removed, notes Amy Becker, CEO and artistic director of Masterworks by Amy Becker in Cedarburg, Wisconsin, who prefers kolinsky for its performance and longevity. Nguyen also gravitates toward natural kolinsky bristles for acrylics, explaining that they hold enough monomer to create the correct product ratio, and, therefore, the best beading. Meanwhile, Nguyen selects synthetic for gels because they maintain shape and a wider synthetic model for fast lacquer application.

Again, however, much of it comes down to personal preference. "While I typically prefer sable brushes, synthetic brushes aren't necessarily bad," says Chelsea King, Los Angeles-based celebrity manicurist and blogger for [chelseaqueen.com](http://chelseaqueen.com). "Sable frays less and lasts longer after dipping in gel, polish and acetone. For nail art, I use nicer brushes when doing line work for crisp results and save my cheaper brushes for filling in large spots."





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# Size Matters

It's best to stock a range of brush sizes to handle any task. King scouts craft stores to sample different sizes and shapes of brushes for nail art—often selecting a thin brush with bristles about the length of a fingernail for painting lines (the extra length adds control), and shorter bristles for painting details like flowers. For acrylic, she prefers a smaller brush, applying three beads of acrylic per nail. “I can control the product around the cuticle better and perfect my work to do less filing,” King explains. “But larger brush sizes definitely speed up application time.”

Nguyen also designates brushes for each job (full-coverage, blending, detailing or one-stroke) and for different product types, such as lacquer, gel and acrylic, but generally prefers smaller sizes. “I make sure the brush is not too big (larger than the nail itself), which helps with product control,” Nguyen notes. “Sometimes we think if we go big it'll shorten our application time, and sometimes it does, but then we need to correct application issues or waste a ton of product.”

For gels, Becker keeps it simple: a #5 flat oval kolinsky brush. Any smaller, and a tech can't pick up enough product to do a single nail application, which adds more service time and may introduce excess bubbles into the gel. “I prefer flat oval over square

or round brushes because it mimics the shape of the cuticle area and offers better control. Plus, you can keep the gel on one side of the brush,” Becker says. She recommends keeping three separate brushes—one each for pink-and-whites, gel polishes and glitters—to avoid accidentally melding colors.

# Cost Considerations

To save or splurge on your brush arsenal? That is the question. Though quality materials may justify a hefty price (think \$50 or more for a high-end kolinsky), Nguyen believes that budget brushes are great for beginners who are still settling on their preferred sizes and bristle shapes, and King typically spends less than \$5 on a nail art brush. “While having a good-quality brush is helpful, if you know how to use it, you can use any brush,” she says. “For years, I've used cheap brushes I found on Amazon (\$2 for three!) and feel like they work better than most more expensive ones. They don't even necessarily need to be nail-specific!”

That said, King splurges on gel brushes (\$15 to \$20) and acrylic brushes (\$30 or more) for optimal results. “If you take care of your brushes, they can last for years,” she adds. “I replace my cheap art brushes every few months, but I've had gel and acrylic brushes for much longer.”

## KEEP IT CLEAN

**Caring for your brushes is crucial. Here, experts offer their best cleaning tips and storage strategies.**

**“Clean, restore and condition! I always use reputable nail brush cleansing products, and when traveling, I store brushes—with their caps—in a case similar to those used by makeup artists.” —Vu Nguyen, nail artist and Gelish dean of education, Kansas City, MO**

**“Trying to wipe gel off your brush like you would with acrylic is futile—it won't remove the gel from between the bristles. Instead, simply pinch excess gel out of the brush with a lint-free wipe before storing it in a dark place, like a brush container in your desk or under a towel. I replace my gel brush about once every four months, as it loses the fine bristles at the tip, becoming thicker and more square with use.” —Amy Becker, CEO and artistic director of Masterworks, Cedarburg, WI**

**“I wipe my brush on a table towel to pull out all of the acrylic; paper towels don't clean your brushes! I don't clean my brush with acetone or brush cleaner, only with monomer, then roll it to a point to keep its shape. For gel, I use only a lint-free wipe to remove excess product, then I put a little clear gel in it to help hold its shape. I'll wipe it again with a clean, dry, lint-free wipe, roll it into a point and store it.” —Tracey Reiersen, director of education for Young Nails, Anaheim, CA**

**“While doing nail art with polish, I use acetone to remove the color. After finishing, I apply cuticle oil on the brush and restore its original shape to prevent it from drying out, then dip it in acetone to remove any oil before the next use. When it comes to gel polish brushes, I find that keeping a bit of gel on them helps keep their shape. I simply clean them with alcohol to keep colors from blending. But acrylic brushes should be completely clean; any product left to harden will ruin your brush!” —Chelsea King, celebrity manicurist and blogger for chelseaqueen.com, Los Angeles, CA**





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**LeChat**  
Dual Sided Brush  
3D Art & Flat Art  
lechatnails.com



**LCN**  
Extremely Fine  
Nail Art Brush  
lcnusa.com







**Light Elegance**  
#4 Flat Standard Brush  
[lightelegance.com](http://lightelegance.com)

**Tammy Taylor**  
TT 3D/One Stroke Brush  
[tammytaylornails.com](http://tammytaylornails.com)

**OPI**  
GelColor Artist Series  
Design Gel Precision Tools  
[opi.com](http://opi.com)

**Orly**  
Dry Brush  
[orlybeauty.com](http://orlybeauty.com)

**Ugly Duckling Nails**  
Premium Nail Art Brush Striper  
[uglyducklingnails.com](http://uglyducklingnails.com)

**NSI**  
Royal Precision  
Acrylic Brush  
[nsinails.com](http://nsinails.com)

**Young Nails**  
YNI Artistic Sculptor  
[youngnails.com](http://youngnails.com)

**Princess Nails**  
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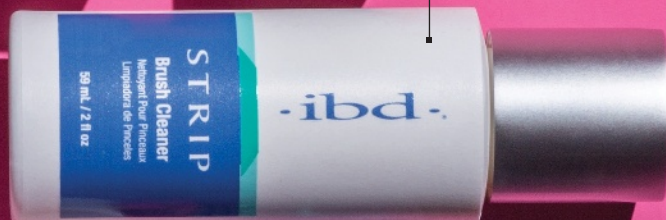
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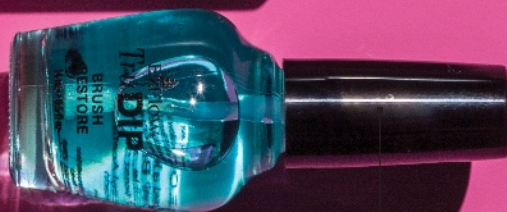
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# IT'S *Electric!*



E-files boast a bevy of benefits for nail techs—but only when accompanied by smart equipment selection and comprehensive education.

Written by **Tracy Morin**

**E**lectric files: Love 'em or avoid 'em like the plague? While many techs shy away from powering up, those who have made the switch from hand-filing swear that they'll never go back. True, e-files can shorten service times, ease physical stress and enable more precise results, but like with any specialized tool, proper procedures and equipment selection remain paramount. Here, e-file enthusiasts share why these tools are a must-have in every tech's arsenal—and how to choose, use and maintain them for optimal results.

PHOTOS: GETTY IMAGES/ALIXPIN/ISTOCK



## BECOME A MASTER MULTITASKER

Talk about versatility: Karen Hodges, cofounder of Nailcare Academy and Salon Gurus in Fort Myers, Florida, notes that e-files can be used at virtually every step of a nail service. “On nails, thinning, prepping, removal and finishing of enhancements is faster and more precise; on feet, you can achieve callus reduction with less chance of accidental abrasion on adjacent skin; and for nail techs, e-files reduce wear and tear on the shoulder and elbow,” she explains.

Hillary Fry, salon and session manicurist at Scenario Hair Design in Shorewood, Wisconsin, uses e-files with various bits for quick removal of gel polish; safe removal of Swarovski crystals and stones so clients can reuse them; shaping custom artwork in gel, acrylic or tips; buffing in lotions on feet; cutting in shapes for add-ons like spinners or crystals; and simplifying French fills. “There has been a lot of fearmongering and bad information about e-files,” Fry laments. “But after I had a surgery, my doctor banned me from all hand-filing. I went full-on with e-files at that point and have never looked back!”

## SPEND WISELY

Experienced e-filers have tested a variety of models, from bargain-basement to top-of-the-line—and most agree that the cheapest ones are not usually best. “When I first started out, I bought the really cheap ones, which last a few months until they blow out—usually in the middle of a service,” laughs Merrick Fisher, a mobile tech at Merricures in Beverly Hills, California. “After speaking to techs who have owned their e-files for 15-plus years without a single problem, I bought [an expensive one]—an investment for sure, but you get what you pay for.” To ensure longevity and peak performance, Fisher stores his e-file in a carrying case and replaces worn-out bits every few months.

Fry agrees that with so many different e-files available, from desktop to portable at various price points, it’s best to spend on the highest quality you can afford—and, of course, high-quality bits. “Higher RPMs (20,000 to 30,000) will give you virtually no vibration,” Fry notes. “That’s usually what bothers the client most, so it’s worth splurging for this feature.”

Most importantly, ensure that the tool you use is designed for nails—not woodworking! “Proper nailcare tools have a much more balanced handpiece, with smoother running micromotors than shop tools,” Hodges explains. “You have a woodworking tool if the collet (which holds the bit in place) does not accept the standard nail industry bits without adjustment.” Hodges says it’s wise to keep a few electric files on hand: one for daily use, a backup so

you can properly maintain your favorite and one (ideally portable) for pedicures.

## PROTECT YOUR INVESTMENT

Once you have the proper tools, maintenance is a must. Fit a metal piece (usually included with your tool) in your file when a bit is not in place and wipe off dust regularly to prevent it from entering the shaft. Also, keep your e-file away from liquids, like acetone, which can fry your control box. “Seek out regular maintenance; many manufacturers offer a very reasonable maintenance option to send in your handpiece for cleaning and tuning,” Hodges advises. “If you’re very busy, that’s about every six months, or at least annually—or if the sound changes in any way or you drop it!”

## GET SMART

E-file experts agree: In-depth education and practice are nonnegotiable when working with these powerful tools. Hodges notes that techs must understand the parts of the machine and their proper operation; the different types of bits and how to select the right one for each task; and the correct hand holds, bracing and stroking techniques. “Learning should be built upon a good foundation of information, backed up by hands-on training,” she says. “Start with the training offered by the machine’s manufacturer, then seek out advanced training from additional experts. Not only do you need to know about these tools, but you also must practice and gain expertise in using them. A good trainer will teach you what to do *and* how to practice efficiently.”

Used incorrectly, Fry warns, e-files can be ineffective or, worse, dangerous—for example, holding the handpiece incorrectly can create rings of fire, while improper pressure can cause a burn. Indeed, with the prevalence of negative past experiences, you should also be prepared to educate your clients. “Assure them that you’re a trained expert and promise no problems or discomfort,” Fisher suggests. “If the client is still intimidated, I demonstrate by using the bit on my skin, showing her how it doesn’t cut the skin and can be rather gentle.” He also advises seeking many modes of education—taking classes, watching YouTube videos, and practicing on friends, fellow techs or family members—to ensure that you’re well prepared before using an e-file on a client. “It can definitely be intimidating at first,” Fisher admits. “For the longest time, I was too scared to use an e-file, but once I was trained and got the hang of it, I couldn’t imagine doing nails without it!”

---

Tracy Morin is a freelance writer and editor based in Oxford, MS.





## Americanails

*PNI25 High Power Electric File*

**RPM:** 25,000

**Price:** \$\$

**Notable Feature:** Has everything you need to get started, including six diamond bits and six sanding bits.  
americanails.com

## Erica's Advanced Technical Abrasives

*MT-20 Electric Nail File*

**RPM:** 20,000

**Price:** \$\$\$

**Notable Feature:** Comes with a one-year warranty for the controller.  
ericasata.com



## FantaSea

*Electric Nail File*

**RPM:** 35,000

**Price:** \$\$

**Notable Feature:** Compatible with any standard 3/32" bits.  
burmax.com

## Atwood

*Digital File*

**RPM:** 30,000

**Price:** \$\$\$

**Notable Feature:** Sports a lightweight handpiece.  
atwoodindustries.net



## MONEY MATTERS

How much will an e-file set you back? Expect to invest \$400 to \$500 for a professional model and accessories, estimates Hillary Fry, salon and session manicurist at

Scenario Hair Design in Shorewood, Wisconsin. "You may also want to purchase a vacuum or other type of dust extraction kit, which creates a better experience for the tech and client," she adds. "And a plastic case helps keep everything tidy."

Choosing the right bits and learning basic maintenance can help with costs. "My sanding band with a medium or fine grit is used most, along with a cuticle eraser bit," says April Johnson, head nail technician and artist at Fabulous Nails in Emmitsburg, Maryland. "I use a thin, pointed bit under acrylic nails

for cleaning; these have a minimal cost. I've also learned how to work on my machine, since things may need to be tightened and oiled, or bits need to be cleaned or changed out."

Despite the upfront investment costs, e-files can save you time (and money) over the long term. "Purchasing your electric file is a career investment—both in servicing more clients and by preventing repetitive movement injuries caused by hand-filing," explains Karen Hodges, cofounder of Nailcare Academy and Salon Gurus in Fort Myers, Florida. She does the math: If you purchase an \$800 electric file and charge \$40 for gel or acrylic fills, you need to service only 20 more clients than usual to cover your costs. If you cut service time from 90 minutes to 75 minutes, five times per day, that's one more client each day, or \$200 more per week. In four weeks, you start counting pure profits!



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**Price:** \$\$\$\$  
**Notable Feature:**  
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**Price:** \$\$

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# Handle With **Care**

Safely service diabetic clients—and provide a little TLC—  
by taking some smart precautions.

**M**ore than 1 in 10 Americans over 20 are diabetic, which means that there are probably a number of diabetics among your clientele. These clients are prone to infection and heal more slowly, so cuts and nicks can be devastating to them. Unfortunately, the health risks involved with servicing diabetics can make nail salon owners and techs feel hesitant to work with them. But you can safely service diabetics by taking a few simple precautions. Here's what you need to know.

## Diabetes Defined

Put simply, diabetes is a metabolic disease in which the body's blood glucose, or sugar, is too high. The body uses insulin, which is a hormone produced by the pancreas, to get glucose from the food we eat into our cells in order to convert it to energy. The disease develops when the body isn't making enough insulin—or isn't producing any at all. Without proper insulin function, the body's glucose just sits in the blood. "Think of it like having sugar in the gas tank of your car; the gas won't flow as well," says Dana Canuso, DPM, a podiatric surgeon in New Jersey. "Diabetes impairs your blood flow because you literally have sugar in your blood slowing it down."

Diabetics commonly have additional health complications that include high blood pressure and heart disease, but there are a few other issues that are important for those working in the salon to understand.

White blood cells, crucial for wound healing, don't tend to work as well as they should in diabetics, says Athena Philis-Tsimikas, MD, a clinical endocrinologist and vice president of Scripps Whittier Diabetes Institute in La Jolla, California. This makes cuts and nicks in the salon even more dangerous for these particular clients. If someone with diabetes gets a cut, the impaired blood flow means that there isn't enough healthy blood—containing nutrients, oxygen and white blood cells—getting to the injury to help it heal.

Over time, high blood sugar can essentially poison your nerves, adds Christina Teimouri, DPM, a podiatrist at the Beaver Valley Foot Clinic in Pittsburgh. This can lead to neuropathy—nerve damage that causes a loss of sensation or numbness and commonly affects the extremities. A diabetic with neuropathy might cut the bottom of her foot but not feel it and keep walking on

it, increasing her exposure to bacteria and subsequent chances of infection, Teimouri says. An infection raises blood sugar levels even more and can get really bad before a diabetic knows it's happening.

## Ask About Health Issues

It's smart to ask all clients about their health history, whether they have diabetes or any other health issues, before doing their nails. Make sure to include a section in your client record cards where they can list what medications they're taking, including aspirin, which many people don't realize is a blood thinner that can make them bleed more if cut. Not only do questionnaires help nail techs create customized services for each and every client, but they can also be an important line of defense to protect techs from lawsuits if anything goes wrong during a service. If a client doesn't note on the questionnaire that



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she's diabetic, at least the nail tech asked and could potentially be covered from a legal standpoint, Teimouri says. If a client indicates that she is diabetic, however, and a nail tech sees cuts or signs of infection on the client's skin, she should refer her to a doctor and discontinue the nail service. "Nail techs are in a position of power and are experts in their field," Teimouri says. "If you're looking at clients' feet and say, 'you need to see a podiatrist,' maybe they will listen."

## Proceed With Caution

In general, you may need to rethink the services and products you use on your diabetic clients. For instance, your client might not realize that she has neuropathy, which is commonly underdiagnosed, Dr. Philis-Tsimikas says, and the root of potential problems servicing this client base. If she does have neuropathy, she won't realize when the water is too hot, so make sure to test the water for her and err

on the side of warm/cool water, not hot. These clients also shouldn't soak very long because it makes the skin more vulnerable to nicks, Canuso says.

Another side effect of diabetes is swollen feet, which makes these clients more susceptible to ingrown toenails. Use caution when dealing with ingrown toenails, as with any client. Cut the nail straight across so the nail is less likely to dig into the skin and cause infections. And, of course, if there's any sign of infection present, discontinue the service and refer your client to a physician.

Be extremely careful when it comes to filing the nails and cutting the dead skin around a diabetic client's nails because it's not worth the risk of infection if you accidentally nip them. "People without diabetes might heal from a nick the next day, whereas with a diabetic, it could take four to five days, making infection more likely," Canuso explains. Plus, infections love sugar, she adds, which makes them very difficult to control in diabetics.

It's best to avoid using pumice stones and foot files as well. Diabetics' skin is more sensitive, and roughing up the skin in any way can cause microabrasions that bacteria can get into. "Fungus likes trauma, and every rift you make in the skin creates more places for fungus to grab onto," Canuso says.

While there's nothing intrinsic in scrubs that might promote infection, Dr. Philis-Tsimikas notes, the problem with using this particular type of product on diabetic clients is that they can't tell you when you're scrubbing too hard because they can't feel it. Diabetics have poor circulation, which makes their skin less pliable and resilient, so be delicate and use a light touch when massaging them, Teimouri says. Also, avoid getting lotion between diabetic clients' toes; that area of the body is particularly vulnerable to bacteria and infection because it's difficult to keep it dry and clean.

Although it requires taking some additional precautions, there's no need to be afraid to see diabetic clients. Says Dr. Philis-Tsimikas, "As long as they have sensation and feel comfortable, they should be fine with some extra care." 📌



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Virginia Pelley is a freelance journalist and editor based in Tampa, FL.

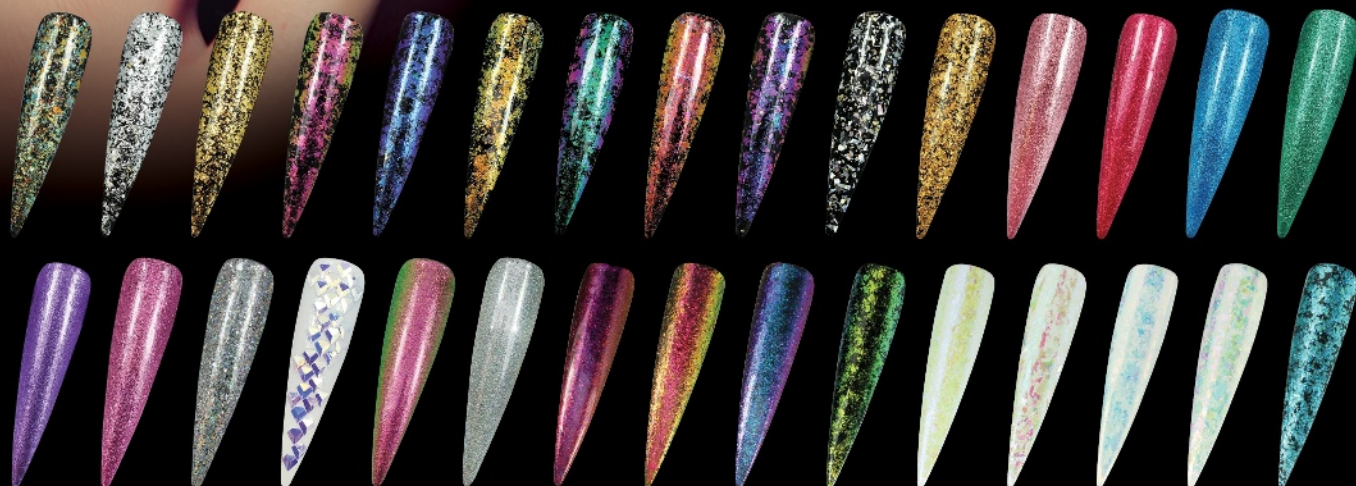


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**2** Immediately dip the nail at a 45-degree angle into a tray containing Color Powder and tap off any excess. Complete one nail at a time to prevent the base coat from drying too quickly. Once the entire hand is complete, wait for the powder to be dry to the touch. Once dry, repeat Steps 1 and 2 on each nail.



**3** Wipe away any remaining loose powder and apply one coat of Base Coat. Before it dries, dip the nail at a 45-degree angle into a tray containing Clear Color Set Powder. Tap off any excess powder and clean off any powder on the sidewalls and cuticle area.



**4** Once the nails are dry to the touch, apply one generous coat of Activator, making sure to cover the entire surface of the nail.



**5** Once the Activator is completely dry, shape the nail with a 180-grit file. Using a gentle hand, smooth the surface of the nail using a 220/280 buffer. Remove any excess dust and powder and apply a second coat of Activator, making sure to completely cover the surface of the nail.



**6** To finish, apply two coats of Powder Perfection Top Coat. Allow the Top Coat to dry completely between applications. (Note: Throw away any powder that is left over in the dip tray.)



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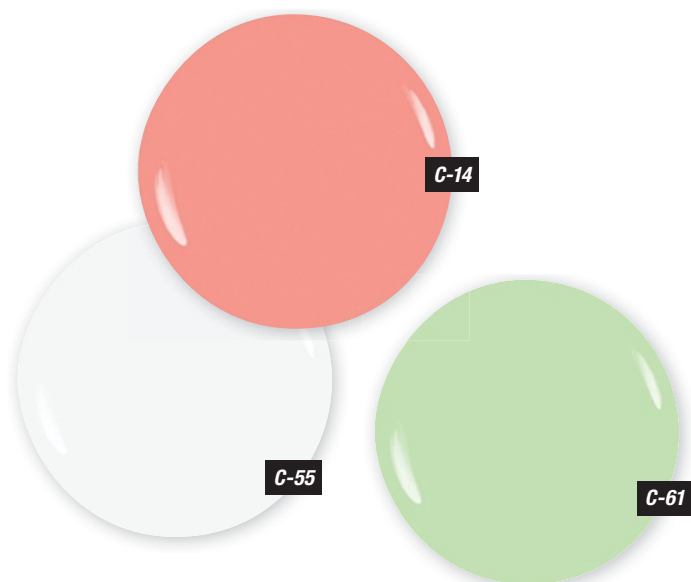




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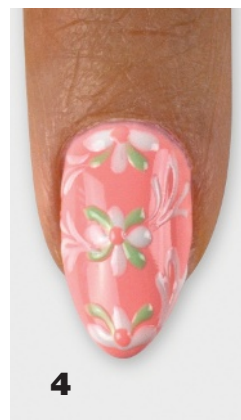
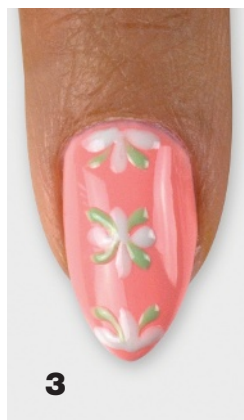
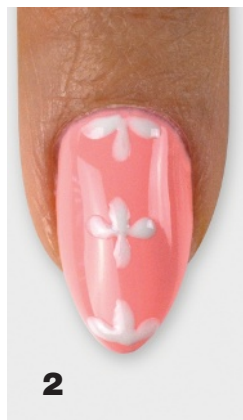
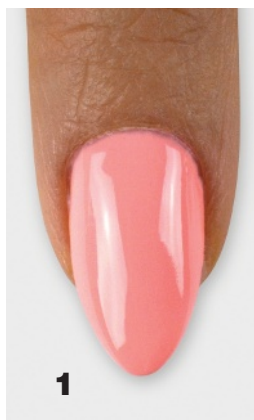
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### Step-by-Step

- STEP 1** On a prepped nail, apply two coats of coral Diamond Gloss One Step Gel C-14, curing after each application.
- STEP 2** Use a detail brush to paint small flowers down the length of the nail with white C-55, and cure.
- STEP 3** Using the same detail brush, paint leaves between each petal with pastel green C-61, and cure.
- STEP 4** To finish the design, use a dotting tool to add coral to the center of each flower. Then, use the detail brush to add white foliage around the flowers and cure. For added shine, apply PolyShine No Cleanse Top Gel and cure. ↓



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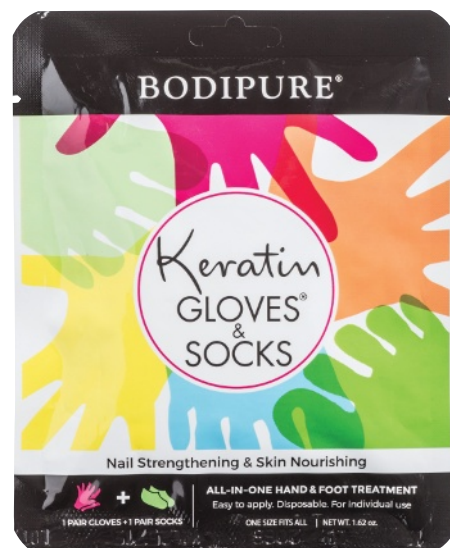


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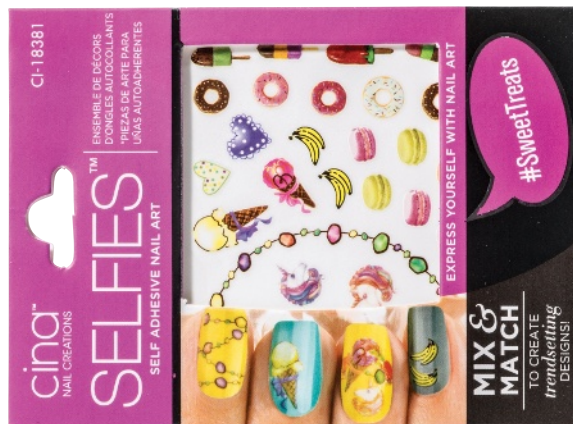
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#### America's Beauty Show

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McCormick Place North, Chicago, IL.  
Contact Cosmetologists Chicago,  
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### May

#### One Oregon Nail Expo

May 6  
Red Lion Jantzen Beach, Portland, OR.  
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#### Image Expo

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### Young Nails

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**9-13** Mastering Acrylic: Anaheim, CA.

**22** Synergy Gel for Success:  
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**7-10** Certified Master Pedicure CMP  
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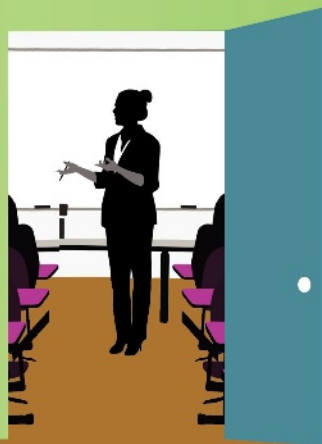
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## Handle With Care

**E**arn Certificates of Achievement as you test your skills with NAILPRO's Professional Participation Program. In each issue, you'll find a multiple-choice test that will allow you to demonstrate what you've learned from Nail Clinic. For answers to this month's test, see "Handle With Care" on page 78. Simply circle the correct answers and mail the page to the address below. You can also access the article and submit the test via our website at [nailpro.com/test-yourself](http://nailpro.com/test-yourself). If you earn a score of 80% or higher, you'll be awarded a framable Certificate of Achievement. A perfect score earns a Certificate of Achievement With Honors.

**1** Diabetics have impaired blood flow, which is why their cuts heal more slowly.

- A. True
- B. False

**2** It typically takes \_\_\_\_\_ for a diabetic to heal from a cut or nick.

- A. One day
- B. 10 days
- C. Four hours
- D. Four or five days

**3** Diabetes is a condition in which there's too much sugar in the \_\_\_\_\_.

- A. Blood
- B. Brain
- C. Feet
- D. None of the above

**4** Neuropathy is a type of nerve damage that causes \_\_\_\_\_.

- A. High blood pressure
- B. Diabetes
- C. Hot flashes
- D. None of the above

**5** Blood carries oxygen and nutrients to all of the cells of the body.

- A. True
- B. False

**6** One in 20 adults in the United States has diabetes.

- A. True
- B. False

**7** Diabetics' skin is very dry, so it's important to apply a thick moisturizer between their toes.

- A. True
- B. False

**8** Insulin is a hormone produced by the \_\_\_\_\_ that allows cells to use glucose.

- A. Liver
- B. Pancreas
- C. Pituitary gland
- D. Thyroid

**9** Using a harsh scrub or other abrasive (like a foot file or pumice stone) on diabetics' skin can lead to an increase of fungal infections.

- A. True
- B. False

**10** Many diabetics have additional health problems, such as \_\_\_\_\_.

- A. Heart disease
- B. High blood pressure
- C. Nerve damage
- D. All of the above

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Write in your answers on this form and send it to: NAILPRO, Professional Participation Program, 7628 Densmore Ave., Van Nuys, CA 91406-2042. Or, take the test online at our website, [nailpro.com/test-yourself](http://nailpro.com/test-yourself). Submissions must be postmarked or received online by April 30, 2018. Answers will appear in the June issue.

### Answers to February Test

1) B 2) A 3) B 4) D 5) C 6) A 7) A 8) D 9) B 10) D



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	10-pk. \$2.50 Case/500 \$99.95*	10-pk. \$2.50 Case/500 \$99.95*	10-pk. \$1.50 Case/500 \$69.95*	10-pk. \$2.00 Case/500 \$89.95*	10-pk. \$1.50 Case/1000 \$119.95*	30-pk. \$2.00 Case/1500 \$89.95*	Block \$0.50 EACH 50-ct. \$44.95	Standard \$1.00 EACH 50-ct. \$49.95	Jumbo \$1.25 / 25-ct. \$29.95	PURPLE MED/COARSE
DURABLE ACRYLIC POLISH DISPLAYS	gelish	gelish	china glaze	99% Alcohol, Non-Acetone, or Acetone	BUY 10 GET 2 FREE!	Seche VITE	Out The Door Top Coat	SALE!	SALE!	TABLE TOP DISPLAY
	Buy One Select Gelish, Get One Morgan Taylor Polish FREE! 2 x 5 oz. \$16.95	32 oz. \$24.95	50% OFF 32 oz. \$3.75 \$2.95	32 oz. \$4.95	BUY 10 GET 2 FREE!	Pro Kit .5 oz. \$3.95 4 oz. \$14.95	.5 oz. \$3.50 2.5 oz. \$8.95 4 oz. \$11.95 16 oz. \$19.95	SALE!	SALE!	Holds 30 Bottles \$19.95
TIPS & TOOLS	Dynamic Duo	Fantastic Four	Just GEL POLISH	Nail Tek II	VARISI	OMEGA LABS	INFA-LAB	DeMert	EMPTY DISPLAYS	Holds 60 Bottles \$29.95
	Buy One Foundation Base Gel, Get One Top It Off Gel For \$2 2 x 5 oz. \$26.95	Foundation Base Gel, pH Bond, Nourish Cuticle Oil, Top It Off Gel 4 x 5 oz. \$33.95	BUY 2 GET 1 FREE! 5 oz. \$13.95	5 oz. \$5.50	5 oz. \$4.95	5 oz. \$7.95 SAVE 50% \$3.96	5 oz. \$1.95	8.5 oz. \$2.50 Case (12) \$23.95	Holds All Popular Brands	Holds 90 Bottles \$29.95
NAIL BASIX™ PROFESSIONAL TIPS	500-ct. \$6.95 50-ct. \$1.95 SIZES 1-10	Extra Strength Bullet Glue	Split Second Brush-On Nail Glue	Rectangular Nail Forms	Dust Masks	Double Spring Cuticle Nipper	Stainless Cuticle Pushers	Spoon Pusher	Sterilizer Tray	
	Tapered Square Half-Well French White Half-Well	Dries in Seconds! Twist-Off Nozzle! \$0.25 EACH Box/250 \$54.95	BUY 1 GET 1 FREE! 10 gm. \$2.95	500-ct. \$2.49	50-ct. \$2.50 Case/2000 \$79.95*	\$2.50	\$2.95 EACH	\$2.95 EACH	\$4.95	
Latex Gloves	Little Dipr's 10-ct.	Mushroom Pump Bottle	Stainless Steel Pump Bottles	French Manicure Brush	Pure Kolinsky Acrylic Brushes	Brush Cleaner	Chastity™	KING RESEARCH®		
	SAVE \$7 2.95	6 oz. \$1.50	4 oz. or 8 oz. \$2.95	BUY 1 GET 1 FREE! \$4.95	#8 \$6.95 #10 \$7.95 #12 \$9.95 #16 \$14.95 #18 \$17.95 #20 \$19.95 Acetone Resistant Clear Handles	4 oz. \$2.95 Gallon \$29.95*	16 oz. \$3.95 Gal. \$14.95*	Barbicide® Disinfectant 16 oz. \$5.50 64 oz. \$17.50		
No Lift Nails	NAIL BASIX™ Primer	NAIL BASIX™ Violet Acrylic Liquid	NAIL BASIX™ Acrylic Powders	NAIL BASIX™ Single Process UV/LED Gels	gelish	-ibd- Builder Gels	-ibd- Clear Gel	-ibd- Intense Seal		
	No Lift Primer .75 oz. \$11.95	.25 oz. \$1.95	.75 oz. \$2.95 2 oz. \$4.95 4 oz. \$9.95 48 oz. \$99.95	1 oz. \$6.95 4 oz. \$19.95 16 oz. \$59.95	PolyGel 2 oz. \$59.95 Trial Kit \$62.95	2 oz. \$49.95 \$29.95	8 oz. \$97.50	BUY 1 GET 1 FREE! .5 oz. \$13.95 \$9.95		
Stikr Resin	Stikr Brush-On Resin	Kikr	Pressurized Spray Activator Kikr	Glazed Glass	Extreme Finish Glaze	Extreme Powders	Extreme Glaze Dryer	Extreme Glaze Sealer	SeptiFile	
	.5 oz. \$11.25 1 oz. \$19.25	8 gm. \$6.15	2 oz. \$19.25 8 oz. \$54.00	6 oz. \$16.75	2 yds. \$5.75 12 yds. \$28.45	.5 oz. \$11.75	1oz. \$12.55 4oz. \$33.55	6 oz. \$16.75	.5 oz. \$8.20 4oz. \$37.00	Handles 6-ct. \$7.75 Grips 50-ct. \$14.50

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ALL COMPETITORS'  
ADVERTISED PRICES!**

### Avry Jelly Pedi

Turns warm water into soothing, fragrant jelly!

AS LOW AS  
**\$1.20**  
PER PACK



AVAILABLE IN SIX VARIETIES  
Pearl Glow, Rose, Lavender,  
Green Tea, Milk & Honey or Charcoal Detox

### Avry Hand Creams

AS LOW AS  
**\$1.25**  
1.5 oz. tube

**\$7.95**  
25.3 oz. pump



Rose Water or  
Shea Butter

A silky and radiant  
moisturizer made  
with shea butter  
for younger  
looking skin.

Excellent for both  
professional use  
and retail.

### Avry Waterless Gloves & Socks

Eliminates need for  
soaking in water,  
cuticle softener or oil,  
and massage cream!

AS LOW AS  
**\$0.90**  
PER PAIR



Chamomile  
Lavender  
Shea Butter

### Pedi in a Box 3-in-1

AVAILABLE IN FOUR VARIETIES  
Vitamin Recharge, Lemon Quench,  
Lavender Relieve or Green Tea

AS LOW AS  
**\$2.25**

- Sea Salt Soak
- Moisture Scrub
- Massage Cream



### Mani in a Box

3-in-1

AS LOW AS  
**\$2.25**

- Sugar Scrub
- Mud Masque
- Massage Lotion



VOESH®

### Collagen Gloves or Socks

AS LOW AS  
**\$2.25**



GLOVES & SOCKS AVAILABLE IN TWO VARIETIES  
ARGAN OIL OR COOL MINT

### Pedi in a Box 4-in-1

• Sea Salt Soak • Moisture Scrub • Mud Masque • Massage Lotion

AS LOW AS **\$2.50**



### Ultimate Pedi in a Box

6-in-1

- Sea Salt Soak
- Sugar Scrub
- Mud Masque
- Callus Remover
- Massage Creme
- Moisturizer



AS LOW AS **\$4.50**

### O<sup>2</sup> Pedi in a Box Bubbly Spa

AS LOW AS  
**\$3.25**



- Bubbly Soak
- Sugar Scrub
- Bubbly Mask
- Massage Butter

### Gena™

**Pedicure  
Gallons**

PEDI SCRUB  
PEDI CARE  
PEDI ICE  
PEDI SOAK  
PEDI SOFT

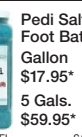
\$24.95\*



**Pedicure  
Gallon**  
\$19.95\*  
5 Gals.  
\$69.95\*



**Pedi Salt  
Foot Bath**  
Gallon  
\$17.95\*  
5 Gals.  
\$59.95\*



SALT FOOT BATH

### Pedicure Socks

BUY 1  
GET 1  
FREE!

\$3.95/pair



**Gena™**  
Mimosa  
Mousse or  
Bellini  
Bubbles  
Lotions  
5.2 oz.  
\$9.95



**Gena™**  
Pedi Spa  
Charcoal  
Detox Kit  
4 x 4 oz.  
\$19.95  
\$14.95



**Gena™**  
Pedi Spa  
Detox  
Charcoal  
Products  
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### ProLinc™

#### Cuticle Eliminator

Removes cuticles in SECONDS!  
Buy One Cuticle Eliminator 4 oz.,  
GET TWO 2 OZ. BOTTLES FREE!



### Callus Eliminator

Breaks down calluses  
in 3-5 minutes!

Buy One Callus Eliminator 18 oz.,  
GET TWO 4 OZ. BOTTLES FREE!



### Dry Heel Eliminator

Daily therapy for heels prone  
to drying and cracking.

Buy One Dry Heel Eliminator 16 oz.,  
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### Birchwood Sticks

100-ct. \$1.95



### Manicure Scrub Brush

\$0.15 EACH  
Box / 72-ct. \$9.95



### Oneseez Toe Seps

144-ct. \$2.95  
2880-ct. \$59.95\*



### Softseez Toe Seps

\$0.10 a pair  
1440 pair \$99.95\*



### Original Thong Pedicure Slippers

\$0.20 a pair  
360 pair \$59.95\*



### Pumice Sponges

\$0.55 ea.  
Box / 24-ct. \$11.95



### Callus Remover

BUY 3  
GET 1  
FREE!



8 oz. \$2.95  
Gallon \$17.50\*  
5 Gals. \$59.95\*

### Flowers Swedish Clover Original Foot File

\$8.95



### Mr. Pumice Metal Foot File

\$4.95



### Microplane Colossal

\$9.95



### Belava™

Trio Foot  
Spa \$149



### Disposable Pedicure Tub Liners

100-ct. \$66.00



### Chrome Stand with Disposable Manicure Bowls (20-ct.)

\$22.00



### Disposable Bowls 100-ct.

\$24.95



### Warming Manicure Bowl

Just Add  
Hot Water!  
\$2.95



### Flowers D-Files Disposable Pedicure File Kit

with five each  
60 and 100 grit  
abrasive pads  
\$9.95



### Heavy Duty 4-Way Red Pedicure File

\$0.49 each  
50-pk. \$19.95



### BIGFOOT Pedicure File

\$0.49 each  
200-ct. \$99.95



### SANI-GARD™

Kills 99.99%  
of bacteria  
and viruses



### Sani-Soft Tablets

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### Clean 'N Flush

MAKES 128  
GALLONS  
\$39.95\*



### Disinfectant Spray

16 oz. \$4.95  
GALLON \$24.95\*



### Komfort Wedge

\$12.95



### KiKi Disposable Pedicure Kit

Purple Pumice Bar  
(Coarse)  
Case (200)  
\$59.95  
Purple Buffer  
and Zebra File  
(Both 100/180)  
39¢ EACH  
Manicure Stick

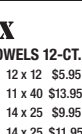


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### Spa BASIX™

TERRY CLOTH TOWELS 12-CT.  
Manicure Towels 12 x 12 \$5.95  
Pedicure Towels 11 x 40 \$13.95  
Salon Towels 14 x 25 \$9.95  
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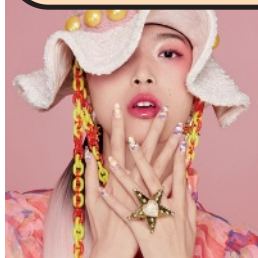
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CHIC SHOCK

LARGE POP DISPLAY  
BUY 12 SHELLAC,  
GET 12 FREE VINYLUX  
(3 EACH X 4 SHADES)  
\$191.40



CHIC SHOCK OPEN STOCK



Shellac™ .25 oz. \$15.95

Vinylux™ .5 oz. \$5.25

**Premier Nail Source**  
EXCLUSIVE OFFER!

JUST \$7.95 PER DUO:

Gel Polish Base Coat with  
FREE Nail Polish Base Coat  
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FREE Matching Nail Polish  
Gel Polish Top Coat with  
FREE Nail Polish Top Coat

Buy One Creative Play Gel Polish  
.5 oz. for \$7.95, Get One Matching  
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Almond SpaManicure & Marine SpaPedicure



SAVE 20%

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readers' choice  
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TOP FIVE

CND Shellac™

.25 oz. \$15.95

Shellac™ Base Coat

.25 oz. \$15.95 • .42 oz. \$24.95

Shellac™ Top Coats

.25 oz. \$15.95 • .5 oz. \$24.95



CND Vinylux™

Weekly Polish

is a two-step polish  
system, consisting of  
a weekly polish and  
a weekly top coat,  
that offers durability,  
high-gloss shine and  
week-long wear.



CND Nail Treatments

Begin and end every manicure  
with treatments from CND.



Solar Speed Spray™

Conditioning Polish Dryer



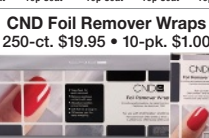
CND Scentsations™

Scentsations™ Lotions



Offly Fast™  
Moisturizing  
Remover

7.5 oz. \$4.95  
32 oz. \$16.95



CND Foil Remover Wraps  
250-ct. \$19.95 • 10-pk. \$1.00



Weekly  
Polish or  
Top Coat

.5 oz. \$5.25



Rescue Rx™  
Daily Keratin Treatment

.5 oz. \$9.95  
40-ct. Minis \$99.95



Stickey™ or  
Super Shiny™

.33 oz. \$4.25  
2.3 oz. \$10.25



Perfect Color™  
Sculpting Powders

.8 oz. \$8.76  
3.7 oz. \$26.20  
32 oz. \$117.40



Scentsations™  
Lotions

8.3 oz. \$4.95  
31 oz. \$17.50

CND Nail Prep

Essential products for ensuring successful  
adhesion and removal of enhancements.



NailFresh™

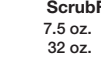
1 oz. \$8.25

Cuticle Away

6 oz. \$5.95

NailPrime

.5 oz. \$11.25



ScrubFresh®

7.5 oz. \$11.25  
32 oz. \$27.95

CND Liquid & Powder System

features unique, patented technology that ensures flexible,  
resilient nail enhancements that suit your clients' needs.



Retention+™ & Radical SolarNail™

Sculpting Liquids **SAVE 20%**

4 oz. \$18.20  
8 oz. \$30.60  
16 oz. \$47.96  
32 oz. \$67.96  
Gallon \$188.20



SAVE 20%

Retention+™ Powders

feature superior adhesion, color stability  
and provide super strength and durability.



Retention+™ & Perfect Color™ Sculpting Powders **SAVE 20%**

Retention+™ Sculpting Powders

.8 oz. \$8.76  
.5 oz. \$9.95  
3.7 oz. \$26.20  
32 oz. \$117.40

Perfect Color Powders

feature superior workability and  
extensive color and coverage options.



Perfect Color Sculpting Powders

.8 oz. \$8.76  
3.7 oz. \$26.20  
32 oz. \$117.40

SAVE 20%

CND BRISA™

Sculpting Gel

.5 oz. \$19.75 \$15.80  
1.5 oz. \$51.75 \$41.40



SAVE 20%

SAVE 20%

Brisa Bond

.25 oz. \$11.25 \$9.00

Gloss Gel Top Coat

.5 oz. \$19.75 \$15.80

CND 3C LED LAMP \$299.95



Specially  
designed  
for use with  
CND Shellac  
and Brisa!

SEE WEBSITE  
FOR EXCITING  
LAMP DEALS

ProSeries Gel Brushes #6 Oval or Square \$16.50

CND Velocity  
Nail Tips



TIPS  
50-ct. \$6.25  
100-ct. \$13.50  
360-ct. \$38.25

CND Performance Forms 300-ct.  
Clear \$22.75 • Silver \$15.50



L&P Brushes #8 \$29.95 #10 \$36.25

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**IN ORIGINAL**  
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**EACH .5 OZ.**



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COLLECTION

See Website for  
Complete Selection



Infinite Shine Treatments .5 oz. \$9.95



**NEW!**

**CHROME EFFECTS**  
**MIRROR SHINE**  
**NAIL POWDERS**

**HOT NEW TREND!**

The only professional chrome powder service for gel and nail lacquer.  
• Stay true high shine chrome finish  
• 2+ weeks of wear over GelColor  
• Up to 7 days of wear over Nail Lacquer



**Powders**  
.5 oz. \$14.95



**Chrome Effects**  
**No-Cleanse**  
**Gel Color**  
**Top Coat**  
.5 oz. \$17.95

**Chrome Effects**  
**Nail Lacquer**  
**Top Coat**  
.5 oz. \$6.75



**OPI Lacquers** .5 oz. \$5.25

Over 200 iconic shades, offering two-coat coverage in a long-wearing formula.



**Expert Touch**  
**Lacquer Remover**

Strong enough to remove even the darkest shades without staining the nail or skin.  
Also removes OPI GelColor.

4 oz. \$2.95  
16 oz. \$6.50  
32 oz. \$14.95  
GALLON \$52.50



**RapiDry Spray**

Gives nail lacquer a smooth, hard, smudge-proof finish in just minutes.

2 oz. \$5.95  
4 oz. \$9.95  
32 oz. \$49.95



**RapiDry**  
**Top Coat**

Dries to a tough, long-lasting, non-yellowing, high-gloss shine in just minutes.  
.5 oz. \$6.95



**DripDry**

Dries lacquer in five minutes while treating cuticles to soothing jojoba and Vitamin E.

.3 oz. \$6.75  
1 oz. \$13.25  
4 oz. \$30.95



**Infinite Shine**

- 1) ProStay Primer
  - 2) Long-Wear Lacquers
  - 3) ProStay Gloss
- YOUR CHOICE**  
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**Nail Treatments**

Natural Nail Strengtheners  
Natural Nail Base Coat  
Ridgefiller  
Gloss Top Coat  
Matte Top Coat  
.5 oz. \$5.25



**Nail Envy**

- Nail Strengtheners
  - Original Formula
  - Sensitive & Peeling Formula
  - Dry & Brittle Formula
  - Soft & Thin
- SAVE 20%**  
.5 oz. \$8.95 \$7.16



**Fungus Fix**

A clinically-tested professional salon formula designed to help with unsightly nail problems.  
1 oz. \$9.50

**OPI GelColor** .5 oz. \$17.95

- Cures in just 30 seconds under LED
- Custom brush for fast, polish-on application



**Buy 27 Select OPI GelColors .5 oz.**  
**GET ONE OPI DUAL CURE LAMP FREE!**



\*Actual shades shipped may differ

**\$485.73**

- Developed in partnership with LG
- Advanced engineering exclusive to OPI
- Works with all OPI light cured systems



**SAVE \$350**

**NEW! ProHealth™**  
**Base & Top Coat** .5 oz. \$17.95

- Built-in protective barrier
- No damage removal
- Removes 50% faster



**Powder Perfection**

- Faster, easier & odor-free
- Gel-like shine
- Weeks of wear
- Dries almost instantly
- No need to light cure
- Soak-off wrap removal

**Powders**  
1.5 oz. \$22.95  
**20% OFF \$18.40**  
4.25 oz. \$56.95



Available in 29 Iconic OPI Shades

**Base Coat,**  
**Activator OR**  
**Top Coat**  
.5 oz. \$9.95



**OPI Brushes**

Golden Edge  
or  
Golden Oval  
#6 \$24.95

Artist Series  
2-Piece Oval  
Acrylic Brush  
#8 \$44.95



**Avojuice Skin Quenchers**

with smooth, rich moisturizers plus avocado and aloe extract  
**24 HOUR HYDRATION**

8.5 oz. \$4.95 9 varieties  
32 oz. \$17.50 available



**SpaComplete**

hospital-grade cleaner  
and disinfectant Gal. \$54.50



**Expert Touch**  
**Removal Wraps**

250-ct.  
\$24.95



**OPI ProSpa Manicure/Pedicure Trial Kit**

- Soothing Soak 7.2 oz.
- Advanced Callus Softening Gel 4 oz.
- Exfoliating Sugar Scrub 8.8 oz.
- Micro-Exfoliating Hand Polish 4 oz.
- Moisture Bonding Ceramide Spray 3.8 oz.
- Moisture Whip Massage Cream 8 oz.
- Nail & Cuticle Oil .5 oz.

All 8 Products for \$65.95



**ProSpa Dual Sided Foot File**  
80/120 Grit \$14.95

20-ct.  
Refills \$14.95



**Powder Perfection**

- Faster, easier & odor-free
- Gel-like shine
- Weeks of wear
- Dries almost instantly
- No need to light cure
- Soak-off wrap removal

**Powders**  
1.5 oz. \$22.95  
**20% OFF \$18.40**  
4.25 oz. \$56.95



Available in 29 Iconic OPI Shades

**Base Coat,**  
**Activator OR**  
**Top Coat**  
.5 oz. \$9.95



**OPI Brushes**

Golden Edge  
or  
Golden Oval  
#6 \$24.95

Artist Series  
2-Piece Oval  
Acrylic Brush  
#8 \$44.95



**OPI Absolute Acrylic Intro Kit**

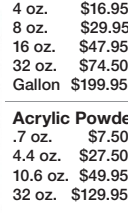
- smooth application
  - exceptional adhesion
  - bubble-free results
- \$49.95



**Acrylic Liquid**

4 oz. \$16.95  
8 oz. \$29.95  
16 oz. \$47.95  
32 oz. \$74.50  
Gallon \$199.95

**Acrylic Powder**  
.7 oz. \$7.50  
4.4 oz. \$27.50  
10.6 oz. \$49.95  
32 oz. \$129.95



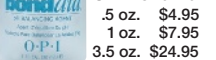
**OPI BondEx**

.25 oz. \$7.95  
.37 oz. \$12.50  
1 oz. \$22.50  
3.5 oz. \$67.50



**OPI BondAid**

.5 oz. \$4.95  
1 oz. \$7.95  
3.5 oz. \$24.95



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"Become a master of relationships. Hand out business cards everywhere you go, talk to everyone and tell them what you're doing. Don't wait for opportunities to come to you. Seek them out."

*Gina Rivera, founder and president of Phoenix Salon Suites, in Colorado Springs.*

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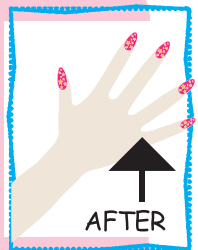
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**SERVICES**  
to other  
suite owners.



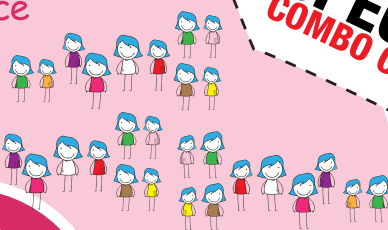
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a portfolio of  
your work on  
**Instagram.** →  
#



**POST** →  
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& After Photos  
of your clients  
& urge them  
to share.



**PROMOTE** →  
a combo service  
package  
with other  
suite owners.



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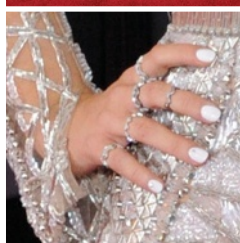
## ◀ RIHANNA

For an extra dose of glamour, A-list manicurist Maria Salandra (@redhotnails) topped Grammy performer and Best Rap/Sung Performance winner Rihanna's OPI It's a Piazza Cake manicure with Chrome Effects.



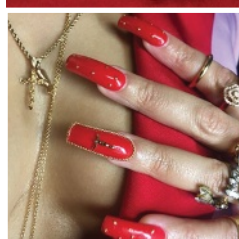
## MAREN MORRIS ▶

Picking up on the graphic cutouts of Morris' glittering gown, nail artist Jolene Brodeur (@jolene.b.nails) accented the "I Could Use a Love Song" singer's white nails with a silver triangle gem on each ring finger and pinkie.



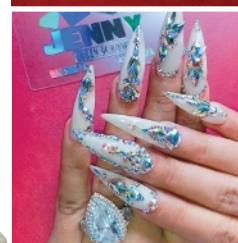
## ◀ ANDRA DAY

Manicurist Kait Mosh (@kaitmosh) joked on Instagram that she implored, "Jesus help me," a number of times to finish songstress Andra Day's daring red tips with gold embellishments echoing her jewelry design in time for her to walk the red carpet.



## CARDI B ▶

The "Bodak Yellow" rapper asked her go-to manicurist Jenny Bui (@nailson7th) for a "simple" nail look that wouldn't overshadow her frothy white tulle dress—or her 11-carat diamond ring!—but there was still plenty of Swarovski bling to be seen on her milky stiletto tips.

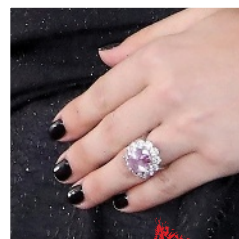


# PITCH PERFECT

Music's top talent dazzled on the red carpet at the 60th Annual Grammy Awards, which took place at Madison Square Garden in New York City, the first time that the ceremony has been held outside of Los Angeles since 2003. Pairing perfectly with the A-list attire, fingertip fashion hit all the right notes, ranging from basic black to all-out glam.

## LADY GAGA ▶

Superstar performer Lady Gaga managed to pull off three different nail looks on Grammy night, thanks to nail artist Naomi Yasuda (@naominailsnyc). Following Gaga's red carpet appearance, Yasuda removed the Red Carpet Manicure Black Stretch Limo lacquer (seen at right) using nonacetone remover to reveal the pale pink Silk Slip gel manicure underneath for her performance. Afterward, Yasuda quickly applied Black Stretch Limo-coated press-on tips to match Gaga's body suit. Presto chango!



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