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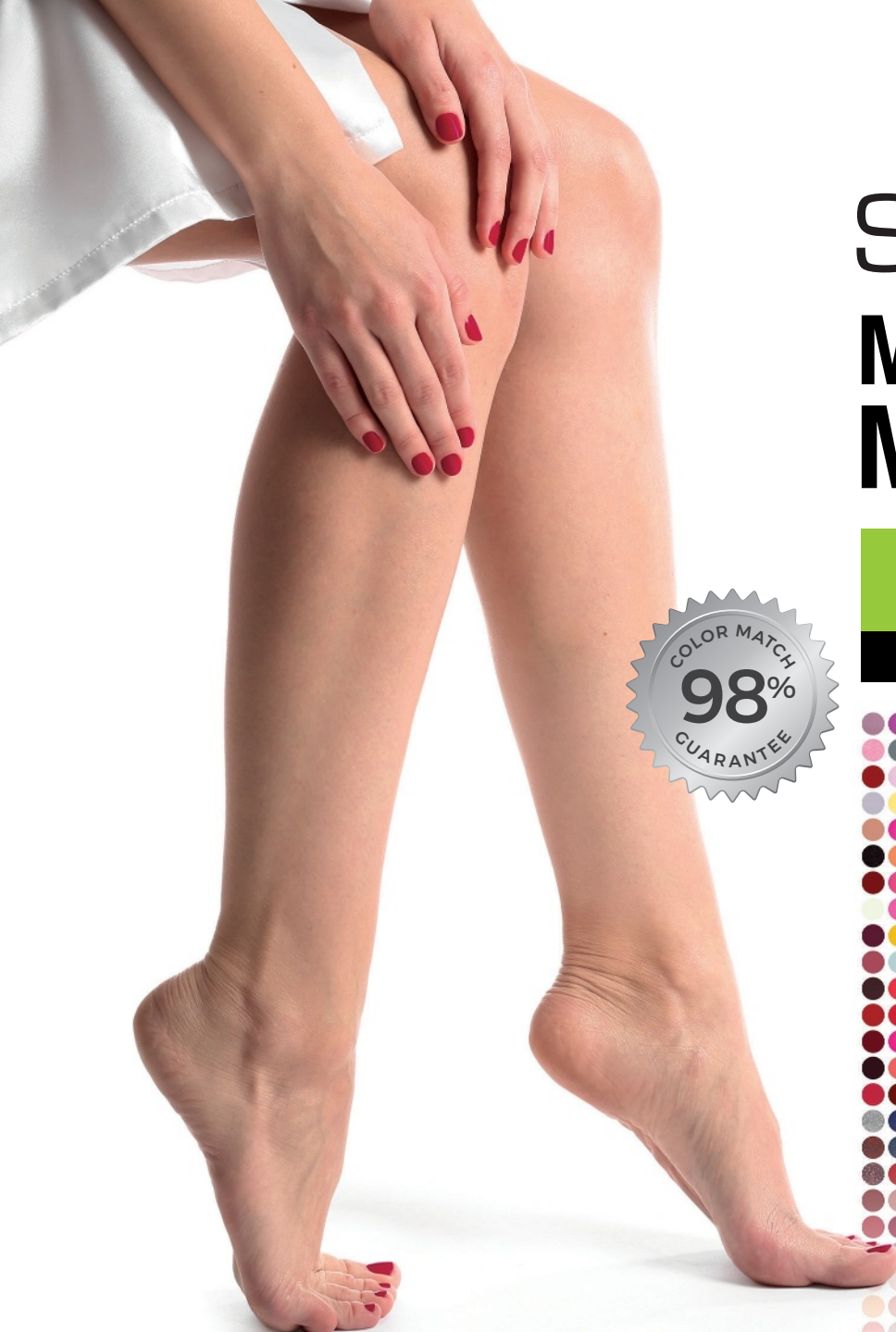


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MAY 2019

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COVER CREDITS

Nails: Robert Nguyen, Entity Beauty;
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Makeup: John Stapleton, AIM Artists;
Hair: Sienree Du, Celestine Agency; Model:
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Check out the behind-the-scenes video of our cover shoot at nailpro.com/videos/behind-the-cover.



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NAILING DIGITAL

CHECK OUT THIS MONTH ON NAILPRO.COM

SAFETY FIRST

nailpro.com/advanced-training-in-medical-pedicures-keep-clients-safe Advanced medical pedicure training yields safer services and bolsters credibility.

TROPICAL TWIST

nailpro.com/voesh-launches-pedi-in-a-box-coco-colada-oasis Voesh launches its Pedi in a Box Coco Colada Oasis scent just in time for warmer days.

CRYSTAL MAGIC

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🎯 I WANT CANDY

nailpro.com/create-a-candy-ball-with-nsi-tech-gel-glitter-base Learn how to create a candy ball embellishment using the NSI Tech-Gel Glitter Base.



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ON MY RADAR

PEDICURE SEASON IS UPON US AND NP EXECUTIVE EDITOR STEPHANIE YAGGY LAVERY REVEALS SOME HER FOOTCARE FAVORITES.

1

CONDITION

I have naturally dry skin, and unfortunately my feet bear the brunt of that affliction. Enter Footlogix to the rescue! From the "double defense" DD Cream Mousse to the fast-acting Very Dry Skin Formula—both formulated with Dermal Infusion Technology—my feet remain hydrated and the skin stays smooth. «"Dry Idea," p. 36»



Confession: I haven't had a pedicure in three months—gasp! I'd love to say it's because I'm rocking the naked nail trend, but the truth is that I've been so busy, I haven't had a chance to schedule an appointment. Instead, I've been reveling in being able to hide my poor feet under the cover of close-toe shoes. However, the warm SoCal temps are finally back, and I have no excuse but to get these tootsies cleaned up. This three-month hiatus got me thinking about just how important pedicure services are. You have to get your clients' feet in tip-top shape so they can withstand the regular wear and tear until returning to your pedicure bowl. But more than that, it reminded me just how vital retail is when it comes to foot care. Not only will pedi products keep your handiwork fairly fresh while the client is away, but it will also make your job a bit easier when she does return.

So, as pedicure season gets underway, my best tip: Don't forget retail! Your clients (like me!) will thank you for it.

slavery@creativeage.com
Stephanie Yaggy Lavery
@steph_lavery

2

FOLLOW

Erika Allison, owner/CEO of Nu Feet Medi-Spa (@nufeetmedispa) is doing it right. As a certified medical nail tech, she performs toenail restoration, and diabetic and medical pedicures, and does it all in a waterless salon. She's developed her own product line and shows some truly amazing before-and-after shots on her IG feed—definitely one to watch!



3

SOAK

Whether I'm saving my tired soles from days spent walking a trade show floor or simply giving them a boost after hours upon hours in heels, I love to give my feet a good soak—and this Milk and Honey bath boasts exfoliating and moisturizing benefits for the feet as well as the whole body! «Cuccio Naturalé Milk Bath,uccio.com»



4

BACKSTAGE

While we've featured Robert Nguyen many times throughout the years, it's been a decade since this talented pro created the nails for our cover—and I was so happy to have him back! His creativity, skill and cool demeanor make him such a pleasure to work with. «Creating the Cover, p. 12»



5

SOOTHE

I have learned (especially as I get older) that if I want my skin to remain in halfway decent condition, I need to give it some serious TLC on the regular. So while I give myself weekly face masks, I've also added foot treatments to my repertoire. As the name suggests, this masque provides a soothing sensation to my feet while also keeping them hydrating and conditioned, thanks to sea extracts and mineral clay. «CND SpaPedicure Marine Cooling Masque, cnd.com»



6

MY PEDICURE

There's nothing better than a good ol' pool pedicure photo to get you ready for summer. Here, I'm wearing beautiful azure OPI Tile Art to Warm Your Heart (from the Lisbon Collection) to match the water in Hawaii perfectly—even at the pool!



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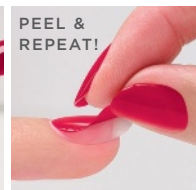
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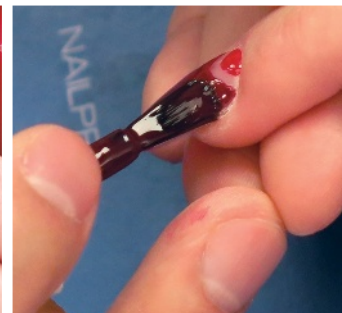
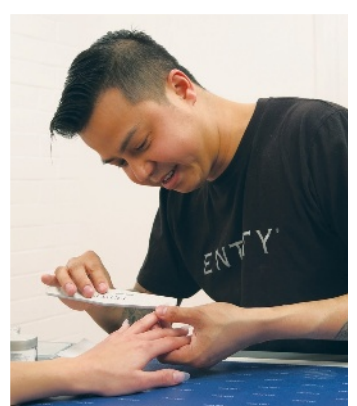
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Vintage VIBES

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nails and the artist
behind them at
[nailpro.com/videos/
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This month we take a look back at the modern history of the manicure in "Tip-Tastic" (see page 50), and were so inspired by the early appearance of nail art that we decided to channel it into our cover shoot. Entity creative director Robert Nguyen (@nailguytv) joined us on set to create these beautifully modern yet retro tips. He elongated the model's nails with Entity Sculpting Powder in Clear and filed them into a soft almond shape. Then, he used the Entity One Color Couture line to create a deep red moon manicure. To add a fresh element to the classic look, Nguyen painted a tiny bright red moon at the base of the nail. This nail art design not only calls to mind its emergence in the 1930s, but it also stands the test of time—case in point: actress Lucy Boynton's stare-worthy Oscar mani (see page 72). The simple-to-achieve art (especially so when working with gel polish) is on-trend and wearable at the same time, making it the perfect addition to your color repertoire.



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ERROR PROOF Creating minimalist designs is made exponentially easy with gel polish, as you can perfect your work before curing. Simply apply your base color (here, Nguyen used nude Entity One Color Cover Shoot) and cure, then paint away!



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TIPOFF

BUSINESS | TRENDS | NEWS | PRODUCTS
BY LOTUS ABRAMS

INTERVIEW

ALL HAIL THE QUEEN

Marian Newman discusses her new book, favorite nail looks and advice for novice techs.

There are few working nail artists whose careers are as storied as Marian Newman's. Over the last couple of decades, the "Queen of Nails" has racked up credits for more than 50 British *Vogue* covers and 10 years' worth of Dior advertising campaigns; created nail looks for countless Vivienne Westwood, Louis Vuitton and Givenchy runway shows; and served as the visionary behind Lady Gaga's nails in several music videos. In addition, Newman has designed a range of nail products for MAC and is a creative brand ambassador for CND. She shares her wealth of knowledge in her role as the lead curator of *Nails: Mastered*, a global educational program, as well as the textbook *The Complete Nail Technician*. Now, Newman reveals the tales and techniques—from dry-brushing to decoupage—behind some of her most iconic nail designs in her new book, *Nailed It: Nail Fashion Technique* (Laurence King, 2019). Featuring stunning photography and technical how-tos, it's a must-have for all nail artists and fashion lovers. Here, Newman shares her story. >>>>



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NAILPRO: What inspired you to write *Nailed It*?

Marian Newman: "I've had a 30-plus year career, and I've seen so much and experienced things that many can only dream of. I wanted to show that anything is possible if you want it enough. I lived through some of the glory days in fashion that will never be seen again. We loved it, we lived it, and I'm so thankful I had the opportunity. I wanted to share just how fabulous 'just doing nails' can be."

NP: How did you get your start in the nail industry?

MN: "It wasn't by design; it was more by accident. I have a science background and was planning to go back to that when my children were older. In the meantime, I took a course in makeup, and that led to a project researching the professional nail industry. Then, I saw an opening in the beauty/service industry that prompted me to open a nails-only salon with a business partner. Many thought we were mad, as it was in the 1980s, but it worked! The salon actually still exists, but it has nothing to do with me anymore."

NP: What challenges have you faced throughout your career?

MN: "So many! Understanding the theory of nails and nail products. Fighting for decent education that was recognized by the beauty industry (who mostly hated nails). Then into the media and fashion industries—for so many years I was asked the same question: 'You just do nails?' Letting the fact that nails are the poor relation in fashion wash over my head and not take it personally. So many things, but I obviously have a pretty thick skin!"

NP: Do you have a favorite nail art look that you've created?

MN: "I loved creating the weirdness for Lady Gaga. I'm not into pretty nail art; I'm much happier on the 'dark side' and working out ways of creating stuff quickly. I think that all comes down to understanding the science bit."

NP: What are your most memorable experiences?

MN: "Oh my! Where to start? Spending 10 years working with John Galliano on every Dior campaign. In those days, videos were taken of the shows. We were always with John directly after the shows, and a highlight was always the 'show reel' of Dior and Galliano arriving at the studio. We would sit around and watch the backstage stories coming thick and fast from John and his stylist Stephen Robinson. Another memorable experience was watching Alexander McQueen sitting in a corner, sewing."

Then, seeing him jump for joy when shooting the campaign and show backdrop film for his very last collection, Plato's Atlantis, with all the snakes. And of course, surviving 104-degree heat in a cornfield with Lady Gaga in Omaha, Nebraska, and discovering the value of Gatorade!"

NP: What's the value of continuing education?

MN: "That's without value; it's everything! Technology, social media, ideas and trends are changing almost daily; keep up with everything, especially your craft. No one knows everything. Learn something new every day. Seek out the light bulb moments. Be a specialist and an expert in your chosen field. Nothing will fall into your lap. Go out and find it."

NP: Do you have any advice for novice nail pros who hope to launch a career as an editorial nail artist?

MN: "The world has changed now. The internet and the advent of influencers has made the job that I've done so much harder. But, the cream will rise to the top. Make sure you're *the best* you can be. Be humble, be nice, work hard, realize that it's not all about you and be a team player. Find your own brand and approach, and stick to it. Be an influencer, not an imitator."



Marian Newman at the launch of Transformations for MAC in Lake Como, Italy, in 2014.



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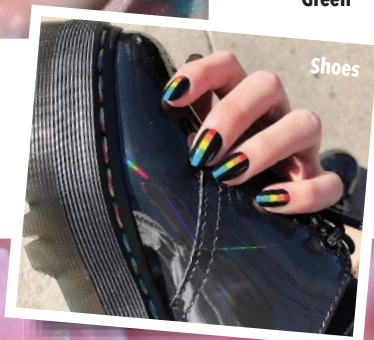
DAILY INSPO

Stephanie Stone
@stephstonenails

In a matter of a few short years, manicurist Stephanie Stone already has quite a few accomplishments under her belt. She counts a number of celebrities as regular clients, including Miley Cyrus, Paris Jackson and Shay Mitchell; has earned editorial credits in high-profile publications like *Vogue*, *Teen Vogue* and *Elle*; has worked on major campaigns for Saint Laurent, Dior and Michael Kors; and has amassed an impressive number of social media followers who appreciate her flawless nail artistry. Here, Stone shares what inspires her every day.



Emerald Green



1. Nature "So many of my favorite nail looks are inspired by what already exists on Earth. Soft florals, an ombré skyline, multidimensional galaxy prints—anything can inspire a nail look."

2. Texture "I love getting to play with different textures in beauty. Texture may not always be wearable for an everyday look, which is why I feel so lucky to be able to experiment and play during editorial shoots. The Essie Concrete Glitter collection dries into a sparkly matte gritty texture that's both beautiful and adventurous—a very wearable way to experiment with texture in your look."

3. Emerald Green "I'm forever drawn to this color without even realizing it. I was so excited to see Chanel release the color in a nail polish called Fiction. It's turned into one of my personal favorites, and I recently got to use it for a cover shoot."

4. Partnering With Other Artists "I love being part of a team whose main objective is the beauty look as a whole, not just the nails. It makes you think outside of the box, and with other people's input, you create ideas you wouldn't have thought of on your own."

5. Shoes "Some people like to match their nails to their lip color; I like to match my shoes! Elements of an accessory can inspire a nail look, and it's a fun way to tie in different aspects of your outfit."

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TIP OFF



GIVING BACK

A GOOD DEED

Nail technicians, medical personnel and community leaders recently traveled from near and far to volunteer for the annual Good Food. Good Feet. Good Friday! (GF3) foot-washing service for the homeless held on April 19 at the Christ Central Ministries in Columbia, South Carolina. The area's homeless guests, many of whom walked from nearby towns, received a hot breakfast, foot washing with advanced foot care, Bombas socks, a bag lunch and toiletries packed in a CityPak backpack. "This day of compassion for our traveling neighbors has become an event the volunteers and recipients look forward to," says Donna Muszynski, GF3 founder and certified master pedicurist. "Foot care is essential as a vehicle to food, work and back to safety for these people."



EDUCATION

Going Global

Celebrity manicurist Julie Kandalec announced she was stepping down as the creative director of New York's Paintbox salon to launch her new global education program, Masterclass Nail Academy. The program offers nail techs at spas and hotels around the world the opportunity to elevate their skills and grow their business through hands-on workshops. "I'm thrilled to extend my passion for this industry to both existing nail professionals and nail students all over the world," says Kandalec. "Helping them to grow their careers through furthering their knowledge and skills is incredibly rewarding." For more information, visit nailmasterclass.com.

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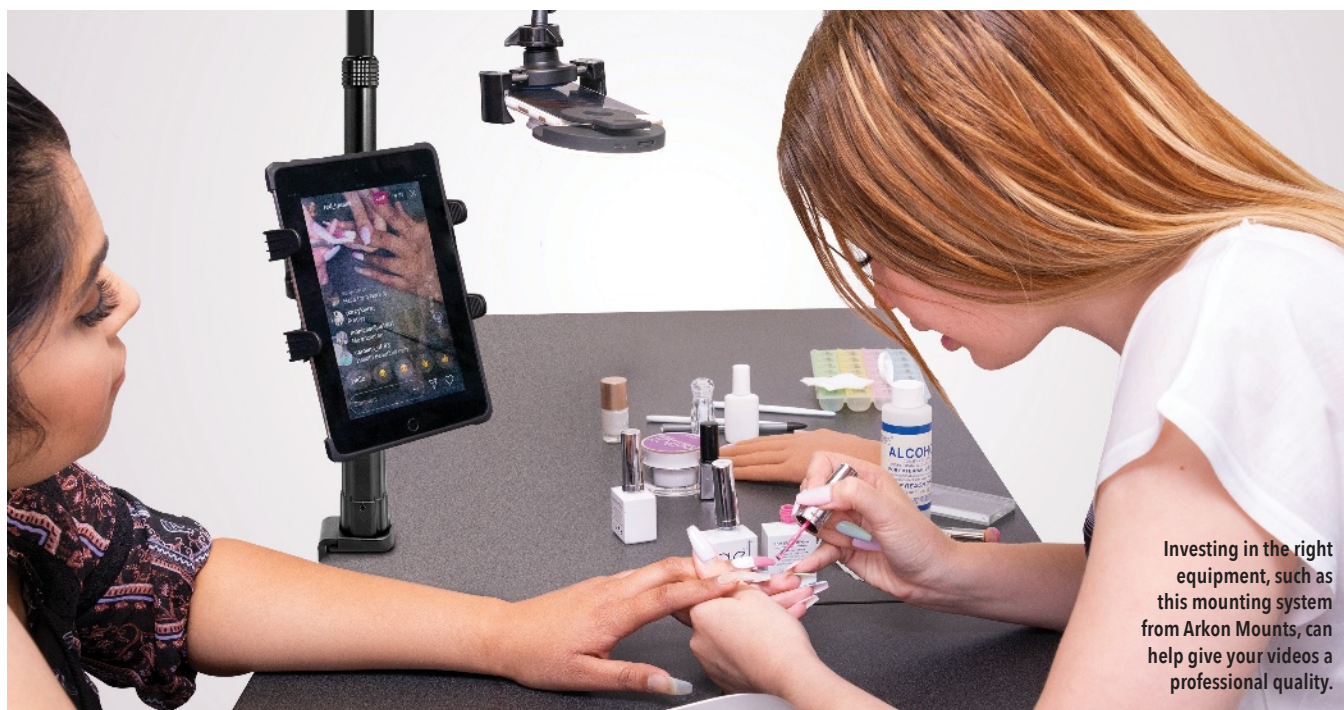


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TIP OFF



Investing in the right equipment, such as this mounting system from Arkon Mounts, can help give your videos a professional quality.

BUSINESS

Film School

When it comes to social media, there's no denying that Instagram is an indispensable marketing tool for nail techs. If you're looking to make a name for yourself in education, however, YouTube is a vital platform to invest your energy. In our NAILPRO 2018 *Gold Book* industry report, the pros named YouTube as their favorite online education platform, and nearly three-quarters of respondents reported taking a YouTube education course over the past year.

Another benefit: There isn't as much competition for nail techs to get noticed on YouTube as there is on Instagram, says Celina Rydén, Light Elegance international educator and ambassador, who has nearly 80,000 YouTube subscribers. "Being on YouTube forces you to invest in equipment and the time it takes to record and edit the videos," she says. "That's why your chances to be seen are vastly greater." Ready to make your mark on YouTube? Here's what you need to know to get started.

Invest in Equipment "A lot of people think that if they just have the best, most expensive gear, then they'll automatically get fantastic professional videos, but it doesn't work like that," cautions Rydén. "Learn the basics first and then upgrade your equipment." Nail Career Education's Suzie Moskal, better known simply as Suzie, who has nearly 2 million YouTube subscribers, agrees. "Phones have such excellent-quality cameras, you most certainly can shoot with a phone at first," she says. Investing upfront in good-quality lighting, however, like a soft box, is a must. "Diffused light is your friend," says Suzie. "It's good for skin tone, too."

You should also consider purchasing a mount to securely hold your phone while recording. "It can greatly improve the overall quality of your videos, as well as enhance the viewer experience, which can in turn increase the number of views you receive," says Aaron Roth, vice president of sales and marketing at Arkon Mounts, which offers the Live Streaming Essentials Bundle that includes a tripod phone mount, clip-on ring light and remote control. "Having your device mounted also means that your hands are free to create nail art rather than have to worry about the device during a live video demonstration." Down the line, consider purchasing a small digital SLR camera and, eventually, a more expensive camera and a macro zoom lens, recommends Rydén.

Choose Your Topic When deciding what technique to film, Rydén advises searching for nail education videos with the most views. "Then, create your own version of it, but make sure that it's not copied; make it *you*," she says. After you build an audience, determine what topics resonate with them most. "Listen to your audience," says Suzie. "After all, they're who you're doing it for. Even if you have one video with one comment, that's a good start."

Start Shooting When you're ready to shoot, make sure your workspace is tidy, the products you need are at hand and the background is uncluttered. "Always make sure to have clean equipment and containers, and if your own nails aren't perfect, wear gloves," recommends Rydén. Another tip: Don't bother filming every step of your technique. "Cut out boring stuff like waiting for gel polish to cure," says Suzie.

Edit Your Footage Rydén recommends Apple iMovie for basic editing; you can always upgrade later to Final Cut Pro if you need more features. Rydén keeps most of her videos 5 to 10 minutes long to hold viewers' attention, but occasionally posts longer videos. Create shorter versions as well (60 seconds) to post on Instagram to encourage interaction and increase the reach, she advises.

Adding extras like music and voiceovers can give your videos a more sophisticated feel. Rydén sources music through a subscription to music library Epidemic Sound, and she uses a separate microphone for voiceovers. "You can definitely start with your iPhone headphones and the voice recorder app though," she says. Finally, Rydén advises watermarking every video. "If you have a video on Instagram, your intention is to draw people over to your YouTube video, so the address needs to be clear and visible during the entire video," she says.

Promote Your Video There's no point spending the time and money creating an education video if no one sees it. "Promote it everywhere—on your Instagram feed and stories, your Facebook business and personal pages, Facebook nail groups and a newsletter if you have one," says Rydén. Another strategy: Utilize both popular hashtags (used more than 100,000 times) and niche hashtags (used less than 10,000 times). Above all, don't be discouraged if your first video doesn't immediately generate thousands of YouTube subscribers. "Everything I know when it comes to video work is self-taught," reassures Rydén. "I'm still learning and developing my skills with every video I create."

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RETAIL Flipping Out

If clients forget to bring their flip flops to a pedicure service, you can certainly send them home in a pair of disposable foam slippers—but you could be missing out on an additional source of revenue. Retailing a curated collection of chic footwear can help boost profits and show off your pedicure work to potential clients. That was precisely the reason Olive & June CEO and founder Sarah Gibson Tuttle decided to launch the salon's lace-up leather Saturday Sandal line in 2017. "We designed them with one of our favorite local shoe designers, Charlotte Stone," says Tuttle. "Clients love them and we've refreshed our supply many times." Not only that, the sandal line has given Olive & June another way to convey its brand message. "In salon, we're almost solely focused on service, so our main goal with products is to connect with our in-person community." Not ready to design your own footwear collection? Check out these stylish selections available for retail that provide the perfect complement to pedicure services.

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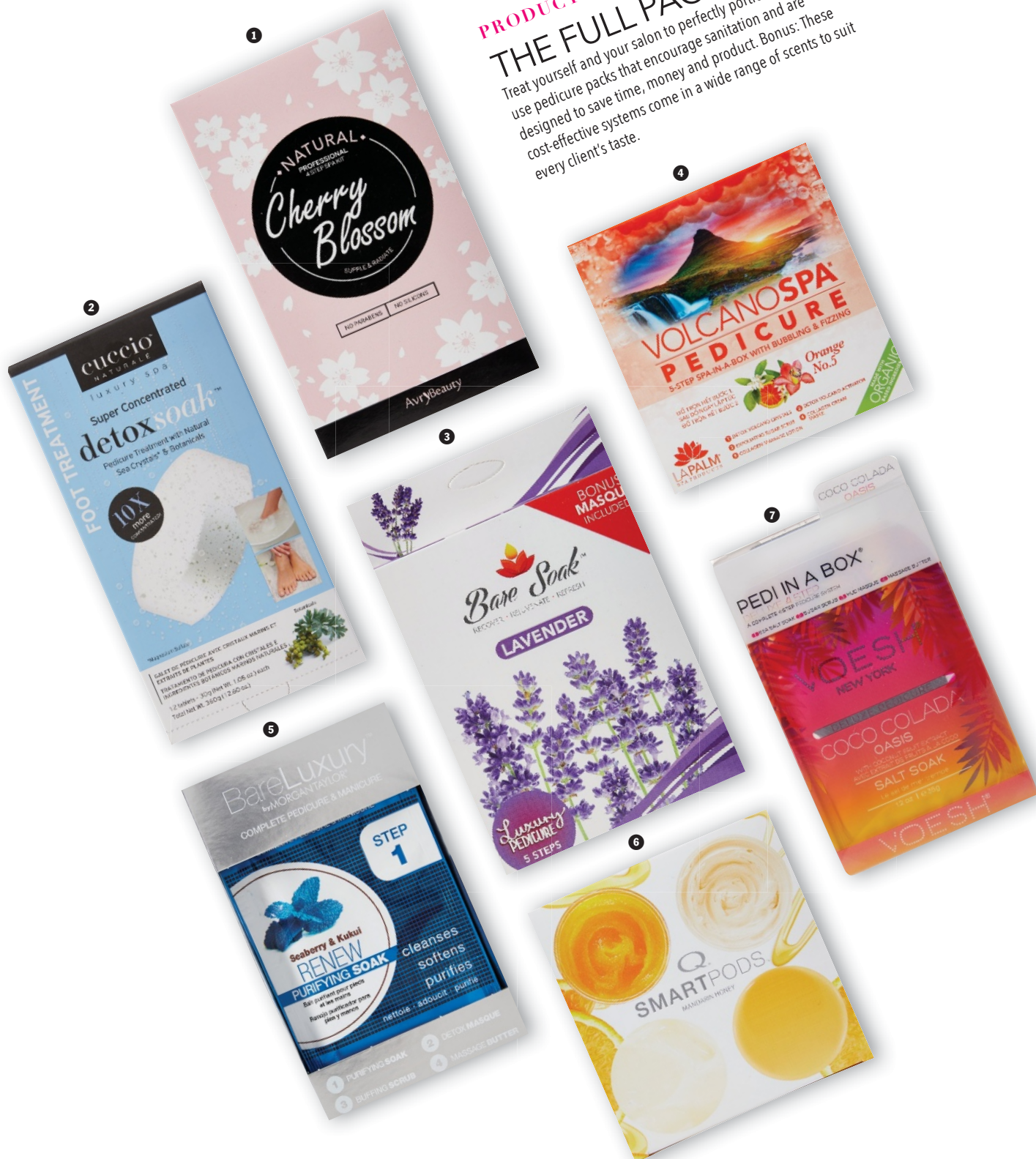
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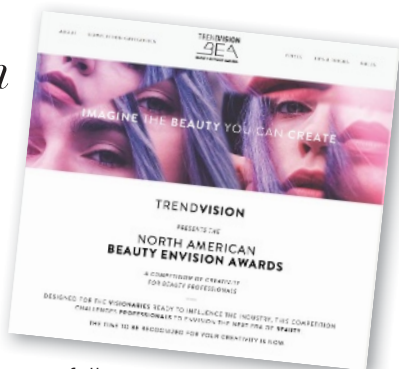
1. AvryBeauty 4 Step Spa Kit Cherry Blossom, avrybeauty.com **2. Cuccio Naturale** Super Concentrated Detoxsoak, cuccio.com **3. NuRevolution** Bare Soak Luxury Pedicure Lavender, nurevolutioninc.com **4. La Palm Spa Products** Volcano Spa Orange No. 5, lapalmproducts.com **5. Morgan Taylor** BareLuxury Renew Seaberry & Kukui, morgantaylorlacquer.com **6. Otica Smart Spa** Smart Pods Mandarin Honey, qticasmartspa.com **7. Voesh** Pedi in a Box Coco Colada Oasis, voesh.com

TIP OFF

NEWS

Play to Win

Coty Professional Beauty announced the launch of the Beauty Envision Awards, a competition for salon professionals that expands upon the prestigious TrendVision Awards to encompass the company's full portfolio of professional beauty brands. On July 21, Beauty Envision Awards finalists will compete to showcase their talents in nine categories, including OPI-sponsored Nail Art, Wella Professionals-sponsored TrendVision Color Artist of the Year and Kadus Professional-sponsored Total Transformation. "With this evolution, we continue to reinforce our purpose to celebrate the craft and hero the professionals while expanding to many more categories inclusive of our broader portfolio," says Carole Protat, senior creative director Coty North America. "This allows more professionals to share their creation and be a part of our journey to elevate the industry." For more information, visit beautyenvisionawards.com.



COMPETITIONS

NAILPRO Competitions Head to Asia!

For the first time, NAILPRO Competitions is expanding to Asia. In a partnership with Korean professional nail magazine *Nailholic*, published by WATC, the global competition will allow nail pros and students all over Asia to compete. "Currently there are many potential competitors in Asia who want to compete in global competitions, but because of their location, it's very hard to participate in any events outside of Asia," says *Nailholic* editor in chief Andrea Seeun Park. "We want to offer them a global competition where anyone who lives in Asia can participate in the event easily." The Asian expansion will give even more credibility to the respected NAILPRO Competitions, which already has a successful partnership in Eastern Europe. "With this expansion,



NAILPRO Competitions is looking forward to welcoming a whole new group of talented competitors," says NAILPRO Competitions director Jewell Cunningham. The first NAILPRO Asia Korea will be held during InterCharm Beauty Expo Korea, September 18-20. For more information, visit nailproevents.com/competitions. **NP**



HANDS-ON WORKSHOPS

Saturday, May 4th

ProFiles
BACKSTAGE

Bringing SEXY (Sculpting) Back!
Traci Dungan & Ami McClure

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Builder in a Bottle-Soak-off
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nailproevents.com/pasadena

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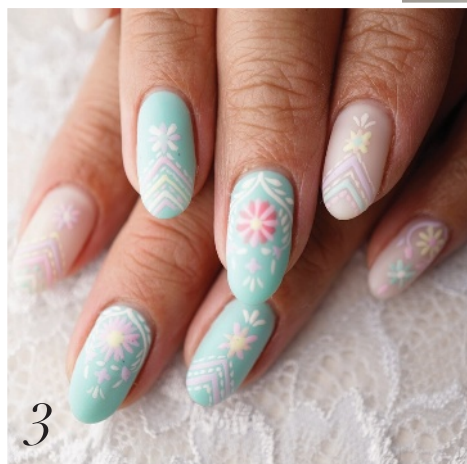
Nail artists explore the softer side of the craft, submitting subdued, serene pastel artwork perfect for spring.



1



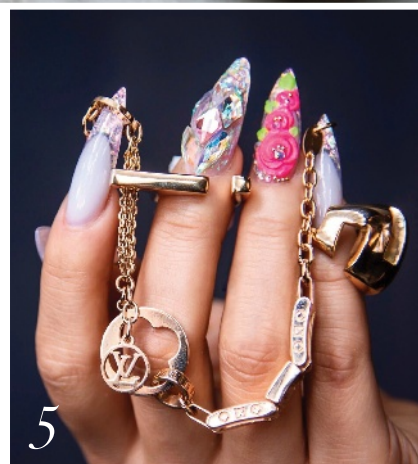
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3



4



5



6



7



8



9

- 1 Brittany Jackson @b_dazzledbeauty 2 Meri Kohmoto @meri3k 3 Shiori Hayato @nailzeroplus 4 Hannah Lippke @freshlyfiled
5 Sana Hazbavi @phinails_official 6 Hope Jung @glittersandpolishes 7 Marta Góreczna @gorki_pazurki 8 Nina Blanchard @naild_by_nina
9 Leslie Ayala @theenailwitch

If you'd like to submit your own nail art for NAILPRO's Portfolio, look for the next theme by following @nailpromagazine on Instagram. Then, send an email to nailpro@creativeage.com that includes your name and Instagram handle 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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Guest Artist:
Shirley Cheng
is a New York-based
nail artist
and educator.

Caught in Your Net

Designers cast a wide net this season, layering airy netting of all shapes and sizes over, under and between a wide array of fabrics. At Salvatore Ferragamo, a webbed boho tank unraveled into bead-dotted fringe, adding breezy beauty to a plain-Jane white tank and khaki skirt combo. The fishnet at Altuzarra took on a literal quality: Hooked with dangling seashells, the netted sheath appeared to have been cast off the side of a fishing rig. The large-scale links of a woven dress at Sonia Rykiel could also live seaside, but more as a chic post-dip cover-up. Definitely not doing time near a body of water: Calcaterra's sheer tulle and mesh dress, where artfully arranged tears of fringe cover just enough to not be considered risqué. Netting isn't anything new for nail art, but changing its scale, incorporating it into unique patterns and pairing it with other mediums, like Mylar glitter—as guest artist Shirley Cheng does here—will hook, line and sink your mani-loving clients.





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Construction Zone

LEARN HOW TO PROPERLY SERVICE CLIENTS IN NEED OF TOENAIL RECONSTRUCTION.



Strappy sandal season has arrived, but clients who are missing a nail may not feel confident exposing their toes. Offering toenail reconstruction services can give these underserved clients a much-needed self-esteem boost, as well as raise your salon's credibility. Not to mention, learning how to properly perform toenail correction, build a prosthetic nail or protective covering, or construct a corrective "brace" for ingrown toenails can provide an income boost.

Clients missing a toenail may be embarrassed about their foot's appearance and often don't know where to turn. While it's not always the most beautiful imagery to promote,

advertising this service can serve as a boon for your business. To ensure clients feel comfortable before beginning a toenail reconstruction service, Lu.nu.la Nail Lab owner and certified master pedicurist Angela Taylor always asks questions and conducts a thorough consultation. "By touching their feet almost immediately, I establish that I'm confident, educated and able," says Taylor. "Once I've determined if I can, in fact, build a new toenail, I usually make a joke about having seen much worse—even if it's not completely true." Taylor, who practiced ballet for many years, which is notoriously rough on the feet, understands how common it is for toenails to fall off—whether due to injury

IMPLEMENT THESE NAIL ENHANCEMENT ESSENTIALS INTO YOUR RECONSTRUCTION SERVICES!



1. FUZION NanoFlex, nailfuzion.com
2. MIA SECRET Kolinsky Nail Brush No. 4, miascretnails.com
3. KUPA MANIPro Passport, kupainc.com
4. LIGHT ELEGANCE Lexy Builder Gel, lightelegance.com
5. LCN Barefoot Kit, lcnprofessional.com
6. ARTISTIC NAIL DESIGN Gel Brush No. 7 Square, artisticnaildesign.com

or illness. "If you remind clients how much abuse feet take and the many issues you see daily, they relax knowing they're not alone," she says.

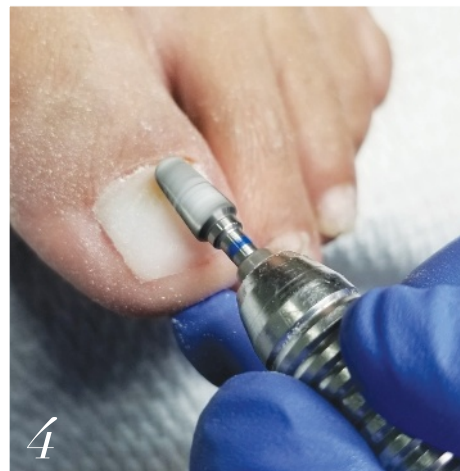
"Nail reconstruction is the only nail service that can make you over \$100 in 15 minutes—a significant increase in income," says Athena Elliott, industry educator and owner of Houston-based

Spathena. Once you're proficient in the technique, set your menu prices. Taylor charges different prices for reconstructing a big toenail from scratch, reconstructing a toenail with more nail and smaller toenails.

Here, learn how to get clients back into their summer sandals with this gel toenail reconstruction guide and product list.



❶ Just like with any enhancement service, you want to reconstruct the toenail first before immersing the foot in water. Prep and cleanse the toenail. Then, apply a small amount of air-drying bonding agent onto the natural nail plate and anywhere soft keratin is present. Allow the bonding agent to dry completely for at least two minutes.



❷ Use a cats-tongue brush to apply a thin base of gel specifically designed for reconstructing toenails to create the desired shape and length. Cure for 60 seconds under an LED lamp or two minutes under a UV lamp.

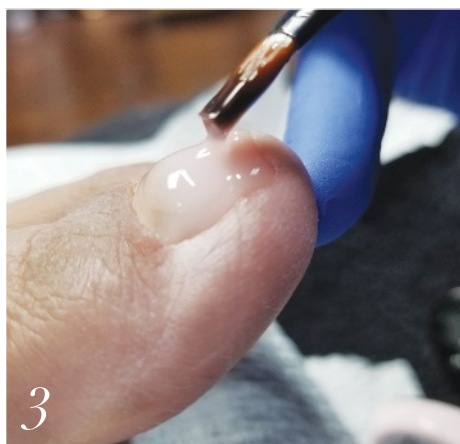


❸ Apply a second layer of gel to the center of the nail, and allow it to self-level. Then, gently float the product across the nail for the desired shape and thickness. Cure.

❹ Carefully trim the sidewalls with cuticle nippers. Use an e-file or traditional file to finish shaping the nail.



❺ Remove any dust. Then, apply light-cured sealant to smooth and shine the new nail.



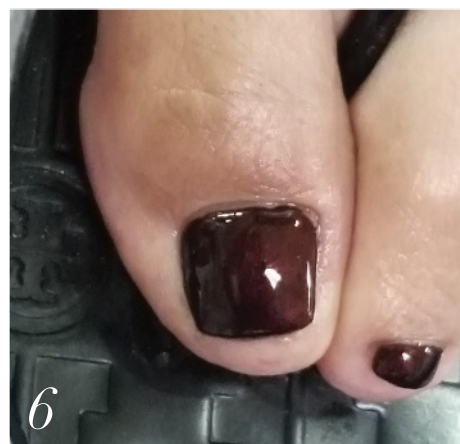
TIP!

If finishing with gel polish or hard gel, skip Step 5, and just smooth the nail's surface with a soft buffer.

❻ Remove the inhibition layer, and proceed with polish and top coat. **NP**

TIP!

Send clients home with an antiseptic and antifungal spray or dropper to protect and care for their new prosthetic nail.





Moroccan Nights

The exotic North African nation boasts intricate architectural details, twinkling lanterns and ornate textiles to inspire swoon-worthy tips. "We wanted to create an eclectic set that married the earth tones of Moroccan architecture with the bold colors of the decor."

—Vivian Xue and Maja Stark, Pamper Nail Gallery, Fremont, CA

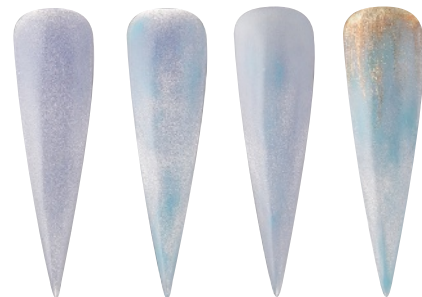


Step 1 Apply two coats of pale peach gel polish.

Step 2 Use dark green gel polish to paint linear and floral shapes found in mosaic tiles.

Step 3 Fill in the space around the dark green designs with teal gel polish. Leave a small imperfect margin around the dark green gel to give a tiled effect.

Step 4 Use a striping brush to paint white "grout lines" around the dark green shapes. Add details with white and black gel polish to give the illusion of cracked tiles and specs within the grout. Finish with top coat.



Step 1 Create an overlay with blue jelly glow-in-the-dark acrylic.

Step 2 Add teal and clear acrylic over the base layer and gently swirl to create a marble effect.

Step 3 Mix turquoise glow-in-the-dark pigment powder with clear acrylic powder. Then, use small beads of wet acrylic to create an ombré effect starting at the cuticle area and working toward the free edge.

Step 4 Use a damp acrylic brush apply small amounts of gold chrome using downward strokes from the cuticle area. File and apply top coat.

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LEARN WHY YOU SHOULD CONSIDER
OFFERING WATERLESS NAIL SERVICES,
PLUS EVERYTHING YOU NEED
TO GET STARTED.

By Angelina Lewis

Waterless pedicures boast a bevy of benefits, including longer-lasting polish, softer skin, increased product performance and a more sanitary—and eco-friendly—service. Audrey Maxwell, studio manager for Austin, Texas-based Lacquer and 16-year industry veteran, focuses on providing her clients with safe, hygienic and superior services, which are some of the primary reasons she offers only waterless pedicures. “When clients ask why we went waterless, we explain the soakless service benefits,” says Maxwell. “Clients love being informed on what we do and why we do it.”



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Letisha Royster, owner of Waterless Medi Pedi Spa in Atlanta. "It reduces the risk of cross-contamination that comes from not properly cleaning basins and jets between clients, and it helps sanitation-conscious clients feel safe during a pedicure, even if they're suffering from a high-risk disease like diabetes."

In addition, going soakless is cost-effective because it saves techs time and reduces equipment and labor costs as well as water consumption, making it an ideal practice for eco-friendly salons. When Carmel, California-based Precision Nails owner Jaime Schrabek decided to make the move to offering only waterless services, the equipment changes mandated reconfiguring the salon's layout, but Schrabek says the renovation actually yielded more space and flexibility in the design. All of Precision's equipment and furniture is now movable and private. "A waterless setup provides adaptability and eliminates unreliable equipment, permits, plumbing and labor," she says. After switching, Schrabek's water consumption dropped by 90 percent—saving thousands of gallons of water otherwise used to perform pedicure soaks—and her time spent with clients increased immeasurably. She now uses the time she spent cleaning to provide extras like extended massage. "Transitioning between clients in less than 60 seconds maximizes the time I get to spend with each client," she says.

Interested in converting to a waterless-only salon? While you may be concerned that clients will object, explaining the benefits will make the transition easier. It's Schrabek's hope that eventually clients will ask, "Why are you using water?"

One of those benefits is that polish stays on natural nails longer. Soaking nails in water for at least 60 seconds causes the nail plate to bloat and expand. Upon drying, the nail plate contracts, causing lacquer to chip and lift. "Performing pedicures sans water leaves skin feeling softer and more hydrated," says Maxwell. "And since skin cells aren't already holding onto moisture from soaking in water, products are able to fully absorb." Think of your skin as a sponge; no amount of product can penetrate waterlogged cells.

Waterless pedicures also provide clients—and nail techs—with sanitary safety, by limiting the opportunity for spreading water-born pathogens. "Soakless services remain the most hygienic pedicure approach while still pampering clients," says

The Waterless Pedi Process

1. Cleanse clients' feet using a natural antiseptic and warm towel. Examine the feet for any cuts, bruises or abnormalities. If safe, proceed.

2. Apply cuticle and callus softener. Wrap the client's feet in a warm towel for up to five minutes, allowing the product to absorb.

3. Perform callus care, then exfoliate the legs and feet with a salt or sugar scrub. Wipe the client's feet with a clean, hot towel, and ensure that all product is removed.

4. Prep and shape the nails. Continue your pedicure service usual.

UPCHARGE TIP! Finish the service with a soothing massage.



Soakless Service Essentials

Perform expert waterless pedicures with these products.



1. Cuccio Naturalé

Pedicure File
cuccio.com

2. Chéci Pro

Autoclave Foot File
checi.com

3. Dazzle Dry

BeSilky Callus Spray
dazzledry.com

4. ProLinc

Callus Eliminator
prolinc.com

5. Bio Sculpture

Heel Balm
biosculpturegel.com

6. CND

Spa Cucumber Heel Therapy
cnd.com

7. Mia Secret

100/180 Grit
Foot File
miasecretnails.com





8. Mehaz Professional
107 Pro Curette
Nail Cleaner
universalcompanies.com



9. Footlogix
Cuticle Softener
footlogix.com



10. Orly
Argan Oil
Cuticle Drops
orlybeauty.com



11. OPI
Bond Aid pH Balancing
Agent
opi.com



12. DL Professional
Pedicure Foot
and Leg Rest
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16. Tweezerman
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17. PodoSafe
Dry Skin Emollient
podosafe.com

18. Light Elegance
Q & Lu Spa Essentials
Bamboo Lotion
lightelegance.com

19. Kupa
Diamond Pedicure
Bit Medium
kupainc.com

20. Famous Names
Luxury Dadi' Lotion
famousnamesproducts.com

21. Tool Worx
Straight Edge
Toenail Clipper
universalcompanies.com **NP**



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BREAK OUT THE BUBBLY! LEARN HOW TO HOST
A GRAND OPENING CELEBRATION THAT WILL GENERATE BUZZ
AROUND A NEW SALON. By Taylor Foley



From baby showers to work anniversaries to graduations, every occasion deserves a celebration; why should the opening of your new salon be any different? "A grand opening party introduces your salon to the public and sets the tone for your business," explains Gabriella Figueiredo Santos, director of operations for Varnish Lane salon in Washington, DC. What's more, a party will allow you and your staff to create relationships with potential clients.

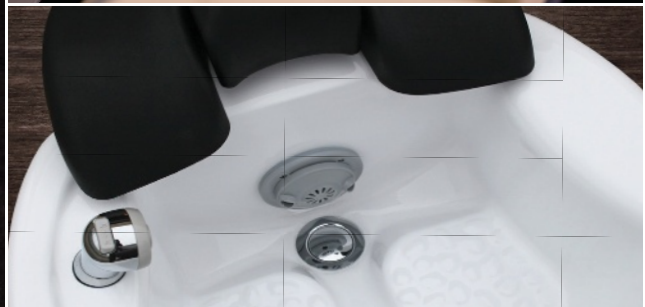
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The good news is that planning a party doesn't have to be a huge undertaking. One no-fail option is to hire a party planner to ensure that your event runs smoothly. If a party planner isn't in your budget, not to worry: Planning a party has never been easier thanks to DIY-friendly sites such as Pinterest and Instagram. All it takes is a little organization. Your best bet? "Keep it simple, but be creative," advises Figueiredo Santos. "Get your staff involved so they feel engaged to enhance the overall party experience."

Ready to start planning? To help, we tapped three salon owners and a marketing strategist to reveal their secrets to planning a buzz-worthy shindig. Here, their top tips and tricks, along with budget-friendly ideas to ensure that your grand opening party is a success.

Set a Timeline

Before opening your doors to the public, Tran Wills, founder of Base Coat salon in Denver and Los Angeles, recommends hosting a soft opening for friends and family to work out any kinks. Your next order of business is to set a date and time for your grand opening

party that will work best for your ideal clientele. For example, if most of your clients are working women or young millennials in the corporate world, then host your party on a Saturday afternoon. Or, if you cater to a majority of stay-at-home moms, then a weekday brunch or an early evening may work best.

Maintain a Budget

The No. 1 factor to keep in mind during the planning process: Your party should in no way eat up any of the salon's start-up costs. Determine a realistic amount that you can devote to the event, then create a spreadsheet and allocate specific amounts for each expense (i.e., decorations, invitations, catering, etc.). Update the spreadsheet every time you pay your vendors to avoid overspending.

The best way to keep spending to a minimum? "Collaborate with local businesses, such as bakeries, coffee shops and florists," suggests Melissa LeMay, business educator and salon strategist. "Even if certain businesses can't swap services at the time, they may be interested in future collaborations and can help you spread the word about your event."



Build the Guest List

Your budget will also provide you with a realistic number of guests that you can host without breaking the bank. "Invite current clients, like-minded businesses, local social groups, press and influencers in your area," suggests Wills. For example, since Base Coat prides itself on being environmentally conscious, Wills invited other businesses that focus on health and wellness (think: yoga studios, juice bars and plant-based restaurants).

When it comes to drafting the invitations, Wills recommends enlisting a graphic designer to ensure that they look clean, fresh and professional. She also advises personally sending out the invitations, rather than relying on a PR company or generic email blast. "People want to see the face behind the brand," emphasizes Wills. "When they know you, they're more likely to support you."



Transform the Space

While over-the-top party themes are fun, remaining authentic to your brand should be your biggest priority. “Knowing what you want to

accomplish and how you want your guests to feel about your salon is key,” stresses Dave Crisalli, founder and CEO of Prose salon, with locations in Arizona and Murfreesboro, Tennessee. Opt for decorations that play up your salon decor, from the colors to the artwork to the furniture. There are plenty of budget-friendly options that will instantly dress up a room,

such as flower arrangements, large plants, balloons, chalkboard signs, string lights and letter boards. Also consider incorporating your salon’s theme into the smaller details, such as candles, napkins, tablecloths and music.



Create the Menu

When it comes to catering, opt for light, easy-to-eat appetizers and snacks that play up your salon’s vibe. “Charcuterie boards, pasta salads, bruschetta and bubbly rosé or champagne are ideal for high-end salons,” suggests Crisalli. Want something more low-key? Opt for a dessert bar, chips and dip, veggie trays and handcrafted cocktails. If possible, offer a couple of signature items that draw attention to your salon. For example, rent an ice cream truck and concoct a sundae that features your salon’s colors, or create cocktails that reflect your services, such as a lemon drop martini to match your citrus-themed pedicure.

Provide Entertainment

Your main goal when planning any party should be to keep your guests entertained from the moment they walk through the door. “Create different stations that keep your guests moving and engaged,” suggests LeMay. Try a polish-testing station, a photo booth, retail displays or a mini-manicure station to help guests get to know your staff. LeMay also recommends hosting a giveaway or contest to ensure that your guests stick around to the very end. “People love winning prizes, so a drawing is a great incentive to attract people to your event,” she explains.

One easy way to make a lasting impression is to provide party favors.





Color Camp hosted a grand opening party for its new Studio City, CA, location, treating guests to food, cocktails and nail art demos.

"Give your guests small gift bags containing items such as candy in your salon's colors, branded coffee mugs, product samples or \$5 gift cards to your salon to incentivize them to come back," advises Crisalli.

However you decide to personalize your grand opening party experience, the key is to provide your guests with a positive experience that they'll want to

share with their friends. "Remember, the success of the event isn't in whether or not you serve expensive champagne or spend tons of money," stresses Crisalli. "It's in the warmth and hospitality of the people behind the business." **NP**

Taylor Foley is a freelance writer and editor in Los Angeles.

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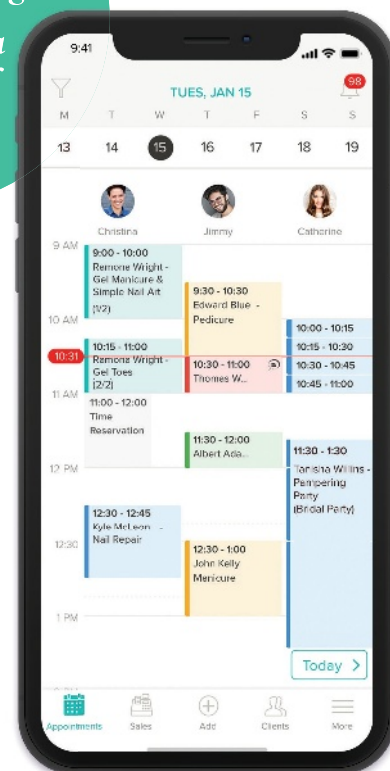
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TIP-TAS

From the Birth of Nail Polish to

CENTURIES AGO, ELABORATE NAILS DENOTED WEALTH OR STATUS, BUT TODAY, MANICURES ARE SURPRISINGLY AFFORDABLE AND NAIL ART HAS BECOME THE ULTIMATE ACT OF SELF-EXPRESSION. HERE, WE TAKE A TRIP DOWN MEMORY LANE.

By Marianne Dougherty

Manicures are a beauty staple for celebrities and everyday women alike these days, but their emergence actually dates back thousands of years. Nail polish, aka enamel, lacquer or varnish, has been around in one form or another for more than 3,000 years. During the Ming dynasty in China, nail polish was made from a mixture of beeswax, egg whites, gelatin, vegetable dyes and gum arabic, and royals preferred metallic shades like gold and silver. Extremely long fingernails, which were often protected with decorative nail guards, signaled that you were also extremely wealthy because, after all, you couldn't possibly have nails that long if you were working in the fields. Egyptians in the upper classes used henna to paint their nails.

Fast forward to 1922: Tourists who visited Atlantic City, New Jersey, couldn't miss the billboard for Cutex nail and cuticle treatments that dominated one corner of the boardwalk. Early pioneers in nail care Cutex and Glazo offered a rose shade of lacquer in 1924. Then in 1932, Revlon introduced its long-lasting nail enamel in delicate pinks and lush red shades to a mass market.

When Hollywood came calling, nails took center stage. In 1934, Joan Crawford starred opposite Clark Gable in *Chained* sporting a red moon manicure. After that, it was just a hop, skip and jump to the nail art that Cardi B sported in an ad for Pepsi at the Super Bowl earlier this year. Cardi B's longtime nail artist Jenny Bui suggested three colors to match



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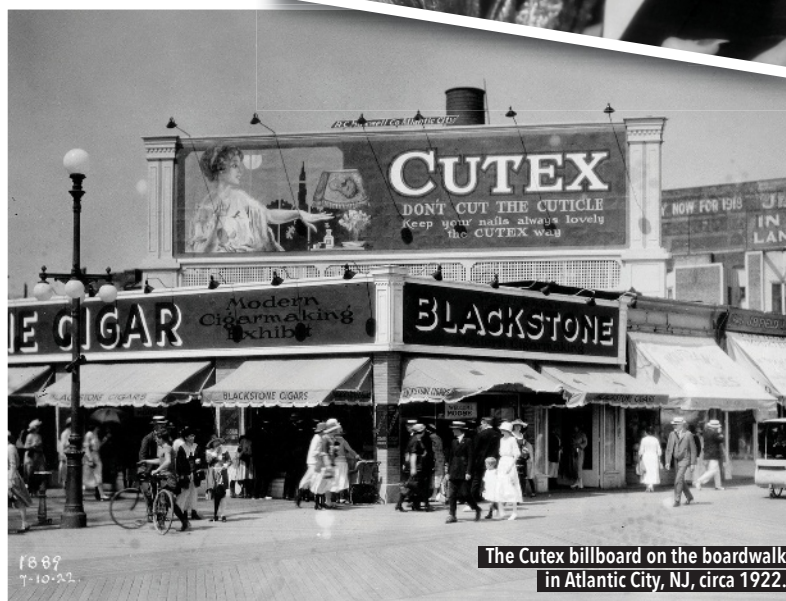
Manicures Today

the Pepsi can and affixed 25 to 45 Swarovski crystals on each nail. In her piece for *The Guardian*, Sarah Hampson called nail art the “new unapologetic emblem of femininity.” We think Cardi and her blinged-out nails would agree.

The ubiquitous manicure is the subject of a book by Suzanne E. Shapiro: *Nails: The Story of the Modern Manicure* (Prestel USA, 2014). The fashion historian takes readers on a journey that starts in antiquity and continues today. Shapiro calls great nails the easiest way to appropriate celebrity style, and she’s right: They’re a “fix without the perils of plastic surgery and flair without the permanence of a tattoo,” she says. Therein lies their appeal.



Joan Crawford, wearing a moon manicure, starred opposite Clark Gable in the 1932 film *Chained*.



The Cutex billboard on the boardwalk in Atlantic City, NJ, circa 1922.

1930s to 1940s

There's an old adage about beauty being recession-proof. The idea, of course, is that during hard times, small luxuries like manicures are more affordable than other indulgences, and that was certainly true during The Great Depression. "Nail polish was a cheap pick-me-up during the 1930s," says Shapiro. "It was an easy way for a woman to feel as if she was retaining her femininity, especially since she had to cut back on fashion and other nonessential items."

Shapiro also notes that by 1931, 85 percent of American college women wore nail polish. "That's a huge adoption rate for something that was a new beauty category," she says, "but maybe not surprising since they were a younger demographic and more likely to take on this risqué look, which had that aspect of Hollywood glamour."

In the 1930s, a shade called Wicked White was all the rage, coating the "nerviest nails in the summer of 1939," according to Shapiro's research. George Cukor also directed a film called *The Women* in 1939 about a group of wealthy wives who meet and gossip at Sydney's Beauty Salon on Park Avenue in Manhattan, where a fictional shade of nail color called Jungle Red becomes what Shapiro calls a "battle cry of female strength."

Shapiro's research also reveals that a number of today's most popular trends actually got their start decades ago. Take monogrammed nails, for example—currently a nail art mainstay everywhere from hipster salon WAH Nails in London to fashion week in New York. Shapiro actually found a feature in *Life* dating back to 1938 that mentions the "initial craze," proving the point that everything old is new again.



In the 1939 film *The Women*, Rosalind Russell's character, Sylvia, had her nails painted Jungle Red, a shade that became a symbol of female strength.



Chen Yu's 1945 ad for Frozen Fire claimed that the shade made a not-so-deep summer tan look deeper.

Josephine Baker demonstrated a love for pearlescent nail lacquer.



Revlon's Fire and Ice ad generated a lot of buzz in the 1950s.

1950s to 1960s

By the 1950s, having a manicure was less of a radical gesture than it had been. In fact, it was pretty standard across the board, a symbol of the flawless beauty women were seeing in ad campaigns for everything from cigarettes to automobiles with push-button driving, and "red nails were the consistent glamorous ideal," Shapiro says.

One of the most brilliant marketing campaigns of the 1950s had to be for Revlon's Fire and Ice, a shade of red that was pretty ordinary, though what is fascinating is how Revlon found an extraordinary way to spin it so that Fire and Ice became a buzz-worthy topic long before we'd ever heard of Instagram.

Famed fashion photographer Charles Avedon shot the campaign, which posed questions like "Have you ever danced with your shoes off?" and "Do you sometimes feel that other women resent you?" to determine if you were a Fire and Ice woman. Says Shapiro, "Basically, Revlon challenged women to ask themselves if they were exciting enough to wear that shade."

By the 1960s those deep red shades had become passé, with nudes, pastels and tawny colors offering a fresher look for a new generation. It was also in the 1960s that the unveiling of seasonal shades became important, a trend that continues to this day. Other shades making waves in the '60s were PVS White and Chrome from Mary Quant, which Shapiro says "went with the pared-down mod designs of the day."

1970s to 1980s

The 1970s arrived as the first throwback era. “The manicure had been around for a while by then, and retro styles were self-consciously evoked,” says Shapiro, who cites the nostalgic appeal of films like *Cabaret* (1972) and *The Great Gatsby* (1974), which helped influence fashion and cosmetics in the 1970s. “Red lips and nails came back,” says Shapiro, who notes that even Mary Quant “deepened her color palette and revived vintage styles like the moon manicure and green-lacquered nails.”

Celebrities were also exerting greater influence than ever before, with Lou Reed and Freddy Mercury wearing pitch-black nail polish on stage and Dolly Parton sporting extra-long nails. It was during this time that Jeff Pink, the founder of Orly, had an idea for a new kind of manicure that featured an opaque white tip and a translucent pink nail plate to give the illusion of perfect nails. When he showed the look at the Paris fashion shows in 1978, the look became known as the French manicure. The rest, as they say, is history.

The era is also significant because it saw the birth of professional nail products. In 1979, practicing dentist and chemist Stuart Nordstrom created a material in his garage that could be used to sculpt nails and started a company called Creative Nail Design (we know it as CND today). In 1981, Essie Weingarten left a career in the fashion industry behind to introduce an eponymous line of nail polish. That same year George Schaeffer got out



The distinctive artwork of Patrick Nagel, featured on the cover of Duran Duran's "Rio" album, was copied and displayed in the windows of nail salons in the 1980s.



Florence Griffith Joyner shows off her Olympic medals—and her nails—in 1989.

of the dental supply business (he owned a small company in Los Angeles called Odontorium Products Inc.) to use the same technology—and the same acronym, OPI—to create an acrylic system he originally sold door-to-door. After that, it was only a matter of time before the word “manicurist” began to be replaced by the term “nail technician,” since working with these new acrylic systems required a lot more training and product knowledge than applying a coat of polish.

The emergence of nail art in the 1980s was fueled, in part, by hip-hop artists like Salt-N-Pepa, who flaunted nail extensions airbrushed to perfection. By the end of the decade, Florence Griffith Joyner was sporting speed and eye-catching nails painted red, white and blue at the 1988 Summer Olympics. “It was one of the first examples of long urban nails going mainstream,” says Shapiro, “and people in both sports and fashion took notice.”

THE NAME GAME

What’s in a name? At OPI, it’s everything, and it’s in their DNA.

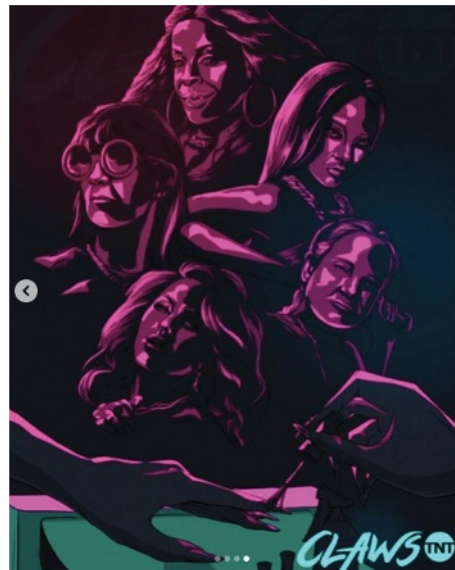
At OPI, nail color isn’t just peach or red or beige. It’s Cosmo-Not Tonight Honey! or I’m Not Really a Waitress or You Don’t Know Jacques. Naming its iconic collections after cities or countries was founder George Schaeffer’s idea. He traveled all over the world, and he wanted to create a personal experience for the women who wore his nail polish. Since 1989, OPI cofounder and creative visionary behind the brand Suzi Weiss-Fischmann has been brainstorming names for each of the nail color

shades in the iconic collections. Naming the colors in each new collection takes between six to eight hours, but Weiss-Fischmann says it’s so much fun that the time flies by.



Lost My Bikini in Molokini

I'm Not Really A Waitress



Nails play a starring role in TNT's "Claws."

1990s to Present

As with any trend, nails went from one extreme to the other in the early 1990s when short, tidy nails once again became the trend. Bold shades become *en vogue* for short natural nails, and in 1994, Chanel brought reddish-black Vamp mainstream. It wasn't long before companies like CND, OPI and Essie, among others, launched their own versions of the shade.

One year later, a little company called Hard Candy introduced a shade of baby blue polish called Sky. When cofounder Dineh Mohajer wore the color on the *Late Show with David Letterman*, the brand exploded, and opaque candy-colored pastel shades—a different kind of bold—became the new Vamp.

In 1996, CND cofounder Jan Arnold placed a call to emerging designer Cynthia Rowley to see if she'd like a team of nail artists to come to fashion week in New York to do the nails for her spring/summer show. Rowley's initial response was, "Why?" After Arnold explained that nails are a way to tell your story, Rowley agreed. Arnold's next call was to Oscar de la Renta, and once he was on board, CND was off to the races. Now, after nearly 300 runway shows featuring custom-designed CND nails, it's fair to say that Arnold literally paved the way for mainstream acceptance of nail art into fashion.

In the past two decades, the manicure has been reinvented, thanks to innovations like CND's groundbreaking Shellac gel polish, which brought clients back to the salon and boosted profits, and most recently, the modern rendition of dip nails. So where are we now? Instagram has made stars out of nail artists like Miss Pop, Julie Kandalec, Chelsea King and Britney Tokyo. Meanwhile, TNT has renewed its hit scripted show "Claws," which follows five nail techs who struggle to make ends meet while managing personal lives awash in drama, all, of course, while wearing designer duds and the most blinged-out nails you've ever seen on television. And when it comes to personal expression, today's women assert their individuality through manicures that reflect their varied tastes and lifestyles. Whether short or long, nude or neon, monochromatic or meticulously hand-painted, an anything-goes attitude toward nails has prevailed. Says Shapiro, "It's the accessories and details that carry individualized flair for people today." **NP**



The 19th century American variety actress known as Titenia made waves by wearing nails pierced with diamond-studded rings.



Twenty-first century Japanese nail artist Miho Kawajiri (@nailsbyme) created this set of avant-garde nails featuring a crystal dangling from a chain attached to one fingernail.



When it launched in 2010, CND Shellac changed the game for nail salons, adding a new source of revenue.

Marianne Dougherty is a freelance journalist and former beauty editor. She lives in Santa Barbara, CA.

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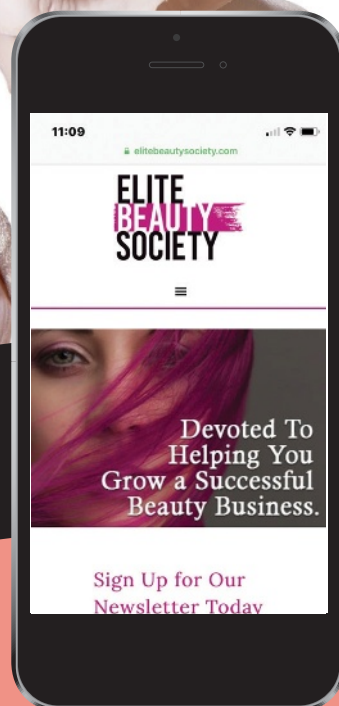
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ON EDGE

RESTLESS LEGS SYNDROME CAN DISRUPT YOUR SLEEP AND MAKE SITTING STILL AT A MANICURE TABLE NEARLY IMPOSSIBLE. WHAT'S A TECH TO DO?

"It's a creepy-crawly feeling." "There's a burning and urge to thrash around." "It feels like an electric current going through my legs." Sufferers of restless legs syndrome (RLS), also called Willis-Ekbom Disease, may describe their symptoms in different ways, but they share the same condition. Classified as a sleep disorder and movement disorder, RLS is a painful condition of the nervous system characterized by persistent sensations in the legs that can only be eased by movement. It tends to flare up toward the end of the day and peak after bedtime, resulting in poor sleep.

Although RLS may sound like a benign problem, sufferers and medical experts are quick to dispel that notion. "Restless legs syndrome has a name that makes people think it's a silly condition," explains J. Steven Poceta, MD, a neurologist and RLS specialist at Scripps Clinic Viterbi Family Sleep Medicine Center in La Jolla, California. "But when it's severe, it really lowers a person's quality of life. Imagine not being able to tolerate sitting still for more than a couple of minutes. People with restless legs syndrome really need help."

According to the National Institutes of Health/ National Institute of Neurological Disorders and Stroke, untreated RLS can cause "exhaustion and daytime sleepiness, which can strongly affect mood, concentration, job and school performance and personal relationships." Daily tasks become major hurdles as the ability to focus and remember is compromised by RLS-related lack of sleep. Work productivity decreases, and depression and anxiety can take over. For people whose jobs require sitting in one place for long stretches of time—such as nail



techs—RLS can be a career destroyer. "Most of the time it's triggered at night, but several times I've had it happen in the daytime," says Teresa Lopez, a nail tech at Salon 132 in Grover Beach, California, whose first symptoms of RLS showed up in 2015. Fellow sufferer Kris Kiss, a nail tech at Couture Nail Studio in Port Jefferson Station, New York, notes that, "Holiday time is especially rough because there are such long days of sitting."

The good news is that although there's no cure for RLS, lifestyle changes, practical techniques and medical treatments can alleviate the symptoms of this mysterious ailment. Here's what all RLS sufferers need to know.

UNDERSTANDING RESTLESS LEGS SYNDROME

To the unknowing eye, the behavior of someone with RLS can look like ordinary restlessness, and it can be hard to understand why the sufferer can't just "stay still." But scientists have uncovered genetic, metabolic and neurological connections to the condition that show why RLS isn't a question of a "mind over matter." Recent research published in the *Journal of Physiology* in 2018 has zeroed in on specific motor nerve cells that appear to "target" muscles, sending signals that result in the twitching, burning and cramping sensations that sufferers experience.

What prompts nerve cells to behave this way? Researchers have identified a list of potential culprits, including gene variants; low iron levels; low levels of the neurotransmitter dopamine; existing conditions, such as nerve damage, renal disease and Parkinson's

RLS FACTS*

Approximately 5% to 10% of U.S. adults, and 2% to 4% of U.S. children, suffer from restless legs syndrome (RLS).

Untreated moderate to severe RLS can lead to a 20% decrease in work productivity.

Anywhere from 40% to 90% of individuals affected by RLS report having at least one affected parent or sibling.

More than 80% of people with RLS also experience a condition called periodic limb movement of sleep (PLMS), marked by involuntary twitching or jerking of the legs during sleep.

Sources: National Institutes of Health/National Institute of Neurological Disorders, ninds.nih.gov; Restless Legs Syndrome Foundation, rls.org; National Sleep Foundation, sleepfoundation.org; The Yale Center for Restless Legs Syndrome, medicine.yale.edu

Disease; prescription medications; pregnancy; sleep disorders; and the use of alcohol, nicotine and caffeine. By addressing each of these factors in turn, doctors make individualized treatment recommendations to their patients.

Statistics show that women are more likely to suffer from RLS than men, and that many of those most severely affected are middle-aged or older. Symptoms may come and go at first, but often worsen and become more frequent with age, and may even start to affect the arms.

TREATMENT AND SELF-CARE

If you think you may have RLS, your first course of action should be to consult a physician with expertise in the condition. Medications to address RLS generally fall into five categories: iron supplements, anti-seizure drugs, dopaminergic agents, opioids and benzodiazepines, each of which comes with its own set of potential side effects, but can be appropriate depending on the severity of the RLS and length of use.

Fortunately, medications aren't always needed, and lifestyle changes might be enough to preserve an RLS patient's quality of life. "In the beginning when I didn't really have the resources or knowledge of what to do, I would resort to pounding my leg with my fists, against a bed, a wall or even the other leg, in order to divert the pain," confides Lopez. "My doctor's go-to was pain medication, but I refuse to mask the pain, so I found my own ways of dealing with it." Lopez helps keep her symptom in check with heating pads, weekly massages, chamomile tea before bedtime and "my No. 1 recommendation: a warm to hot bath with Epsom salts to relax the muscles," she says. Other conservative approaches include increased consumption of iron-rich foods, such as dark green leafy vegetables, beans and fortified cereals; reduced alcohol, nicotine and caffeine consumption; regular and moderate exercise that includes aerobics and leg-stretching; and a consistent sleep pattern. Also, the Federal Drug Administration recently approved medical devices that apply vibration and/or pressure to help ease RLS symptoms.

Kiss has been doing better since her diagnosis. "My doctor recommended reducing my caffeine intake, and the exercise has helped—I walk and ride my

Pelaton bike," she says. "At work, I find that getting up and moving around helps the unpleasant feeling go away temporarily." That self-awareness, agrees Lopez, is critical to managing the condition. "As a manicurist, it's easy to get stuck in the goings-on of the business and forget about yourself—but self-care is vital,"

points out Lopez, who takes 15-minute breaks throughout her work day to walk around. "Now that I know what RLS is, I'm able to prepare myself before it actually happens." **NP**

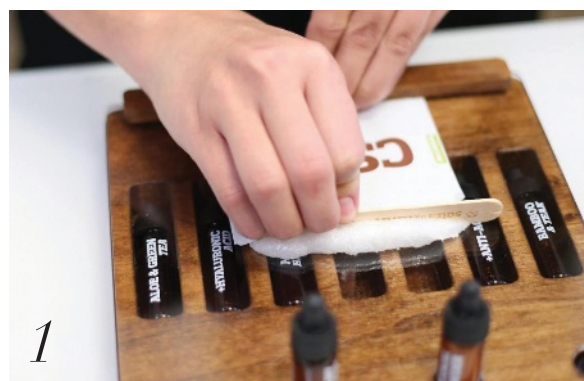
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Salt of the Earth

BLEND BOX / SALTEARTHSPA.COM

When it comes to spa manicures and pedicures, portion control and sanitation are a must—which is what makes preportioned kits such a boon for nail techs. Salt of the Earth takes this concept a step further with its Blend Box, a spa service that incorporates the client's sense of smell, touch and sight for a personalized experience. Each kit includes 50 individual packets of Mineral Salt Soak, Creamy Shea Butter Scrub, Mineral Mud and Mineral Cream that can be customized to clients' taste on the spot with four fragrances, such as earthy Bamboo & Teak, tropical Cabana Boy, floral White Ginger and citrus Stress Less, and three boosters: Anti-Aging Serum, Thermal Powder (a blend of magnesium, zinc, iron and sulfur) and hyaluronic acid. The Blend Box is available in Manicure, Pedicure or Full Body Treatment options as well as a retail version for at-home use.

1 Help your client choose an oil blend fragrance. Then, place the aroma and Thermal Powder booster in the holes on top of the blend box and cover it with the acrylic top. Prep and open all four spa treatment packets. Pour a full packet of Mineral Salt into a pedicure basin filled with warm water. Add a few drops of aroma and allow the client to soak for 5 to 10 minutes. Then, use one of the provided wooden spatulas to dispense Creamy Shea Butter Scrub onto the mixing board.

2 Add approximately five drops of aroma to the product and mix it with the spatula. Apply the exfoliating scrub to the client's dry legs and feet. Use a warm towel to remove the scrub.

TIP! Use three drops of aroma for a spa manicure service or up to eight drops for a full body treatment.

3 Use one of the provided wooden spatulas to dispense Mineral Mud out of the packet. Add five drops of aroma, and blend. Use the provided Salt of the Earth mask brush to apply a thin, even layer of the product onto the client's legs and feet. Dust Thermal Powder boost directly onto the mask. Wrap the legs and feet in hot towels or plastic wrap and allow the mask to set for 5 to 15 minutes. Remove the mask with warm towels.

4 Repeat the process with the final step of the spa treatment—Mineral Cream—and massage it into the client's skin.

TIP! Apply Fire and Ice from the Body Treatment kit to sore muscles as a service upcharge.



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May 5
Pasadena Convention Center, Pasadena, CA.
Contact NAILPRO, 7628 Densmore Ave.,
Van Nuys, CA 91406; 800.442.5667;
nailproevents.com/pasadena.

Image Expo

May 5-6
George R Brown Convention Center, Houston, TX.
Contact Image Expo, 13740 Research Blvd,
Building I, Austin, TX 78750; 877.219.3976;
theimageexpo.com.

The Makeup Show

May 5-6
Metropolitan Pavilion, New York, NY.
Contact The Makeup Show, 123 W
18th St, 8th Fl, New York, NY 10011;
212.242.1213; themakeupshow.com.

One Oregon Nail Expo

May 19
Airport Sheraton, Portland, OR.
Contact One Nail Expo; onenailexpo@gmail.com;
onenailexpo.com.

June

Premiere Orlando

June 1-3
Orlando/Orange County Convention Center, Orlando, FL.
Contact Premiere Show Group, 1049 Willa Springs Dr.,
Ste. 1001, Winter Springs, FL 32708; 800.335.7469;
premiereorlandoshow.biz.

IBS Las Vegas

June 15-17
Las Vegas Convention Center, Las Vegas, NV.
Contact IBS Las Vegas Show Management Team,
757 Third Ave., 5th Fl, New York, NY 10017;
212.895.8200; ibslasvegas.com.

CLASSES

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LeChat

510.741.9998, lechatnails.com
19 Class and Demo: Bronx, NY.
26-27 Class and Demo: Chicago, IL.

North American School of Podology

855.622.6277, northamericanschoolofpodology.com
12-15 Certified Master Pedicure: Toronto, ON, Canada.
20-21 Art of Touch: Vancouver, WA, Canada.
29-22 Certified Master Pedicure (Spanish): Kissimmee, FL.

OPI

877.674.4636, education.wella.com
6 Demo Day: St. Petersburg, FL.
7 Demo Day: Colorado Springs, CO.
12 Demo Day: Dorchester, MA.
13 Nail Art Trends: Manchester, NH.
14 Demo Day: Flushing, NY.
15 Demo Day: Omaha, NE.
20 Powder Perfection Experience: Miami, FL.
26-27 Demo Day: Garden Grove, CA.

Phinails

381.63.681.606, phi-academy.com/events
3-4 Master Workshop: Toronto, ON, Canada.

Young Nails

714.992.1400, youngnails.com
6 Synergy Gel for Success: Anaheim, CA.
13-17 Mastering Acrylic: Anaheim, CA.

June

LeChat

510.741.9998, lechatnails.com
9 Class and Demo: Flushing, NY.

North American School of Podology

855.622.6277, northamericanschoolofpodology.com
16-19 Comprehensive Foot and Leg Evaluation:
Edmonton, AB, Canada.

OPI

877.674.4636, education.wella.com
2 Demo Day: Orlando, FL.
3 Pro Spa Experience: Lima, OH.
3 Nail Art Trends: Hamilton Square, NJ.
3 GelColor Experience: Rapid City, SD.
10 Powder Perfection Experience: Sandusky, OH.
10 GelColor Experience: Overland Park, KS.
10 Nail Art Trends: Grand Island, NE.
16 Demo Day: Worcester, MA.
17 Powder Perfection Experience: Twinsburg, OH.
23 Demo Day: Philadelphia, PA.
24 Custom Event: Miami, FL.
24 Pro Spa Experience: Boardman, OH.
24 Nail Art Trends: El Cajon, CA.
24 Axxium Advanced Artist: Miami, FL. **NP**

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Earn 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 our Nail Clinic column. For answers to this month's test, see "On Edge" on page 56. 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. 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. Restless legs syndrome (RLS) is considered both a sleep disorder and a muscle disorder.

- A. True
- B. False

2. RLS symptoms tend to flare up most often _____.

- A. In the morning
- B. During meals
- C. At the end of the day/bedtime
- D. During exercise

3. Which of the following is not a common category of medicine used to address RLS?

- A. Opioids
- B. Stimulants
- C. Anti-seizure drugs
- D. Benzodiazepines

4. Medication is always required to treat RLS.

- A. True
- B. False

5. One well-known approach to addressing RLS is to increase the consumption of _____-rich foods.

- A. Calcium
- B. Potassium
- C. Iodine
- D. Iron

6. Which of the following RLS relief methods is cited as useful?

- A. Epsom salt baths
- B. Taking breaks to walk around
- C. Massage
- D. All of the above

7. Another name for RLS is _____.

- A. Wilkes-Barr Syndrome
- B. Epstein-Barr Syndrome
- C. Willis-Ekbom Disease
- D. Frozen Muscle Disease

8. Men are more likely to suffer from RLS than women.

- A. True
- B. False

9. What percentage range of U.S. adults currently suffers from RLS?

- A. 2% to 4%
- B. 5% to 10%
- C. 1% to 5%
- D. 10% to 15%

10. Eighty percent of people with RLS also experience a condition called _____ limb movement of sleep.

- A. Episodic
- B. Periodic
- C. Spasmodic
- D. Kinesodic

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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. Submissions must be postmarked or received online by May 31, 2019. Answers will appear in the July issue.

Answers to March test : 1) A 2) D 3) B 4) D 5) B 6) D 7) C 8) A 9) C 10) B

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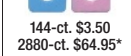
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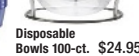
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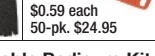
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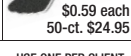
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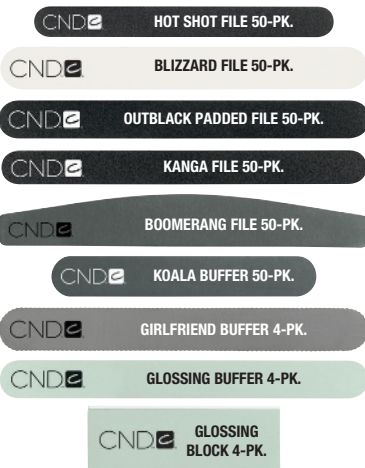
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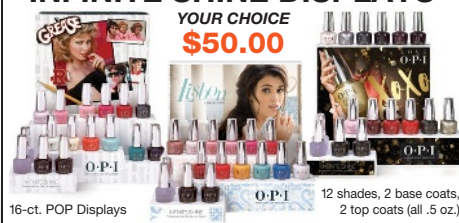
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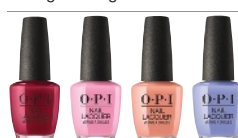
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OPI Lacquers .5 oz. \$5.25
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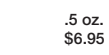
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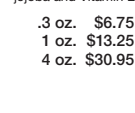
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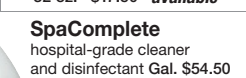


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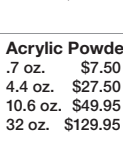
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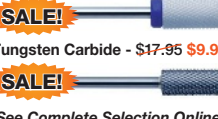
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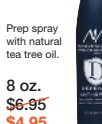
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SHINING STARS

When it comes to nails, Academy Awards attendees typically play it safe, opting for subtle nudes or classic red. This year, however, we saw a handful of celebs kick their nail looks up a notch, from adding a touch of loose glitter to embracing the vintage glamour of a classic moon manicure. Here, a few of our favorite nail looks from Hollywood's biggest night.



LUCY BOYNTON

Bohemian Rhapsody's Lucy Boynton, whose beau and costar Rami Malek took home the Oscar for Best Actor in a Motion Picture Drama, wore a chic moon manicure created by Julie Kandalec (@julieknaillsnyc). To get the look, Kandalec applied deep burgundy Chanel Le Vernis Rouge Noir only to the center of the nail over a pale pink Ballerina base, leaving the free edge and lunula exposed.



JENNIFER LOPEZ

Tom Bachik (@tombachik) added a dose of sparkle to presenter Jennifer Lopez's neutral Bio Seaweed Gel Creme manicure by topping her nails with loose iridescent glitter—the perfect complement to her dazzling mirrored Tom Ford gown.



HAILEE STEINFELD

Bachik also worked his nail magic on Vanity Fair Oscar Party attendee Hailee Steinfeld by complementing her coral feather-and-sequin bedazzled Elie Saab mini dress with a gold chrome manicure featuring gold foil accents.



REGINA KING

Raelene Getter (@raegetter62) from Frenchie's Modern Nail Care ensured Best Supporting Actress winner Regina King was red carpet ready with a reverse French nail created with CND Vinylux Winter Glow and rose gold glitter. "This design was a way to keep a classic look to match the dress with a little pop of color and shimmer," says Getter.



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