

TAOND

Certified Master

Nail Professional Program



Certified Master Nail Professional COMPONENT 6

Copyright (c) - 2018 Jennifer Ponzi - All Rights Reserved

TAOND CMNP Course Outline

TAOND CMNP Component 6

TAOND CMNP Component 6 - "What Are You Using??"

In this component we'll be discussing professional products in today's nail industry.

Learning how to break down and understanding their chemical composition.

SAFETY MATTERS!

We'll talk about the 'ole 'if it sounds too good to be true....." and why your clients and a lot of nail professionals still believe these common myths.

Then we'll get you researching for current products and discuss if you should be updating the products you are using .

And why you should be finding homecare retail that really works, and how best to determine what products will be suit your individual CMNP clients.

Let's Get Into It!

In this component we'll be discussing and dissecting:

- Today's Nail Products - what Chemical Components you need to understand and how they should be used properly - if at all

- What is over exposure?

- What does "3 Free" or 'Hema Free' even mean?

- Common Product Myths

- Do Your Research & Recommending The Right Homecare

Today's Nail Products - what Chemical Components you need to understand and how they should be used properly - if at all

The chemicals used in the nail industry have come under fire from both local and Federal Health Departments and the public.

Some of the concerns voiced are completely valid while, unfortunately, some have been based on incorrect information being conveyed to clients and working beauty professionals.

How much do you know about the products you are using as a Nail Professional? Do you understand the chemical composition of each of these products? Are you aware of the potential exposure and health risks involved with the products you use and how the use of these products may affect you or your clients? And most importantly how to reduce or eliminate potential risk during use?

While most of you learned the basic chemical composition of the products you use and how to handle them safely in your basic training, we felt given today's salon and spa climate along with public concern, that we'd delve into the subject matter deeper in order to assist in further educating you, in hopes that as a CMNP you are able to then also properly educate your clients on the products that you have chosen to use during your professional services and recommend homecare.

Having your clients understand the 'why' behind the products you use will go a long way in getting them to also understand your CMNP service price point.

Thinking back - how much research did you do before purchasing the products you currently use?

In order to provide the most professional service possible and therefore, be able to make the proper service and homecare recommendations for your CMNP clients, you need to take into account your knowledgebase of the chemicals contained in your products in order to avoid confusion and potential health or allergy risks.

You also need to educate yourself not only on the chemical composition of these products, but also, what constitutes 'safe' usage or exposure.

SAFETY MATTERS!

To understand the chemicals you use in your professional products you must first understand what is a 'chemical'?

A chemical is 'any substance consisting of matter, either naturally occurring or manmade and includes; gases, liquids and solids'.

What then is not a chemical? If all matter is either a chemical or made up of chemicals, then this leaves, energy, electricity and light that are not considered to be chemicals.

Do all chemicals rank the same when it comes to potential risks? No, however any chemical even if deemed 'safe' for use in beauty services can become potentially harmful if specific usage guidelines are not followed and most importantly **OVER EXPOSURE is not avoided.**

What is Over-exposure?

As we mentioned earlier, everything we come into contact with, other than energy, light and electricity is a chemical, and one of the most dangerous aspects to chemical contact is overexposure.

What constitutes over exposure?

Overexposure occurs when a person is 'exposed to a chemical substance repeatedly and for a prolonged period of time'.

To understand the difference between a typically safe chemical and how it can change with misuse or over exposure, let's use water as an example.

While we all think of water as a safe chemical, however water can become dangerous - even deadly when overexposure occurs.



What is the common name for overexposure to water?

Drowning.

Signs of chemical exposure typically are:

*Some Signs of Chemical
Overexposure:*

- *Lightheadedness*
- *shortness of breath*
- *skin irritation*
- *runny nose*
- *sore throat*
- *fatigue*
- *irritability*
- *tingling in the extremities*
- *watery eyes*

Most symptoms of overexposure can be reversed once treated and when the exposure to that specific chemical is removed.

Protecting yourself and your clients' health is one of the most important aspects of being a nail professional. And as a CMNP, goes beyond basic understanding and safety - you need to be able to communicate with your clients about the products you use and why.

Further down in this material we will discuss proper safety and protective measures that you should be taking when using and handling professional products and maintaining a safe work environment.

Now that we understand more fully what a chemical is and why overexposure to even the most commonly approved and used chemicals in the nail industry can lead to potential risk, let's talk about some of the more common chemicals used in our professional products.

So what chemicals are in the products you are using?

While a full and detailed list of each and every chemical component in today's nail products would be too exhaustive to include in this program, we have provided a detailed table of the most commonly found and used chemicals along with listing their corresponding potential health effects based on length of exposure, as compiled in July 2016 by The Centre For Environmental Health by the State of New York Health Department .

Appendix 1

Table A1. Common chemicals in nail salon products. The table presents chemicals that are commonly found in different categories of nail salon products. Information is presented that summarizes what is known about potential health effects that could occur if a person is exposed to the chemical at high levels for either a short period of time (short-term effects, usually hours or a few days), or repeatedly over a long period of time (long-term effects, usually daily or continuously for years). The potential health effects summaries consider exposure by inhaling or ingesting the chemical, or by having direct contact with the chemical.

Chemical Name ²¹	Potential health effects or affected body systems under different exposure conditions	
	Short-term Effects (single exposure or a few days)	Long-term Effects (repeated exposure, usually for years)
Solvents, thinners, glues, nail polish removers		
acetone ^{1,39}	headaches, lightheadedness, dizziness, unsteadiness, nausea, and irritation of the eyes, skin and respiratory system	effects on the kidneys, blood, liver and nervous system
acetonitrile ^{39,40,41}	irritation of the skin and respiratory system, nausea, vomiting, weakness and exhaustion	effects on the central nervous system
butyl acetate ³⁹	headaches, dizziness, confusion, drowsiness, and irritation of the eyes, skin, nose, mouth and throat	irritation of the eyes and dryness, redness and scaling of the skin
ethyl acetate ^{16,39}	irritation of the eyes, stomach, skin, nose, mouth and throat, confusion	dermatitis ^a
ethyl cyanoacrylate ⁴²	irritation of the eyes, mucous membranes and skin	skin sensitization ^b
isopropyl acetate ^{22,39}	respiratory irritation, sleepiness, irritation or burning of skin and eyes	dermatitis
methanol ^{7,31,35}	irritation of the eyes, skin and respiratory tract, nausea, confusion, headache, dizziness, blurred vision and the inability to coordinate muscle movement	developmental ^c and ocular effects, dermatitis, and effects on the central nervous system
methyl ethyl ketone ^{42,43}	irritation of the eyes, skin, respiratory tract, headache, dizziness, drowsiness, vomiting	developmental effects, dermatitis
toluene ^{3,7,18,39,42}	headaches, confusion, dizziness, numbness, muscle fatigue, irritated eyes, nose, throat and lungs	effects on the nervous system, liver, and kidneys, developmental effects and dermatitis

Nail polishes		
benzene ^{5,7}	drowsiness, dizziness, rapid heart rate, headaches, tremors, confusion	increased risk of certain cancers, effects on the hematological, immune and nervous systems
dibutyl phthalate ^{4,7,39}	nausea, irritation of the eyes, skin, nose, mouth and throat	reproductive ^d and developmental effects and effects on the liver and kidneys
di(2-ethylhexyl) phthalate ^{7,26}	irritation of the eyes and the respiratory tract	reproductive and developmental effects, cancer
butyl acetate ³⁹	headaches, dizziness, confusion, drowsiness, and irritation of the eyes, skin, nose, mouth and throat	irritation of the eyes and dryness, redness and scaling of the skin
ethyl acetate ^{16,39}	irritation of the eyes, stomach, skin, nose, mouth and throat, confusion	dermatitis
formaldehyde ^{7,39}	difficulty breathing including coughing, asthma-like attacks, and wheezing, allergic reactions, irritation of the eyes, skin and throat	cancer, effects on the respiratory system, and contact dermatitis
isopropyl acetate ^{22,39}	respiratory irritation, sleepiness and contact can irritate or burn skin and eyes.	dermatitis
toluene ^{3,7,18,39,42}	headaches, confusion, dizziness, numbness, muscle fatigue, irritated eyes, nose, throat and lungs	effects on the nervous system, liver, and kidneys, developmental effects and dermatitis

Nail hardeners, artificial nails		
tosylamide formaldehyde resin ^{10,42}	irritation of the skin and eyes	skin sensitization
benzoyl peroxide ^{20,41}	irritation of the eyes, skin, nose, mouth, throat and lungs	skin sensitization
butyl methacrylate ^{41,23}	irritation of the eyes, skin, nose, mouth, throat, and lungs; loss of appetite; inability to sleep and concentrate; depression	skin sensitization
dimethyl p-toluidine ^{7,15,27}	methemoglobinemia and associated symptoms that result from reduced ability of the blood to carry oxygen to tissues	effects on the liver, kidney, respiratory system, digestive system, spleen, and cancer
ethylene dimethacrylate ²⁸	irritation of the eyes and the respiratory tract	skin sensitization
ethyl methacrylate ^{12,39,42}	irritation of the eyes, skin, nose and mouth; difficulty breathing; dizziness.	skin sensitization
2-hydroxyethyl acrylate ^{13,29}	irritation of the eyes, skin and respiratory tract	skin sensitization

2-hydroxyethyl methacrylate ^{14,30,37}	dizziness, irritation of the eyes, skin and respiratory tract	skin sensitization
2-hydroxypropyl acrylate ^{21,25}	irritation eyes, skin, respiratory system, eye and skin burns, cough, dyspnea	skin sensitization
hydroquinone ^{24,42}	irritation and inflammation of the eyes, irritation of the skin, nausea, dizziness, rapid breathing, muscle contraction, central nervous system excitement and green or brownish-green urine.	skin sensitization, dermatitis
isobutyl methacrylate ^{17,42}	irritation of the eyes, skin, nose, mouth, throat and lungs	skin sensitization
methacrylic acid ^{11,39}	skin burns and irritation of the eyes, skin, nose, mouth and throat, difficulty breathing.	effects on the respiratory system
methylene chloride ^{2,7,32}	irritation of the eyes, skin and respiratory tract, lowering of consciousness, methemoglobinemia	effects on the central nervous system, liver and kidneys; dermatitis and cancer
methyl methacrylate ^e ^{39,44,45}	asthma, irritation of the eyes, skin, nose and mouth. Difficulty concentrating and loss of smell	skin sensitization, respiratory effects
phthalic anhydride ^{8,34,38}	irritation of the eyes, skin and respiratory tract	skin and respiratory sensitization, eye and respiratory irritation, asthma and bronchitis
Disinfectants		
ortho-phenyl phenol ^{7,9,33}	irritation of the eyes, skin and respiratory tract. Abdominal cramps and pain	cancer and effects on the kidneys
quaternary ammonium compounds ^{19,39}	irritation of the nose and skin, skin burns nausea, vomiting, and abdominal pain. May cause asthma.	irritant contact dermatitis; skin sensitization

We have provided a link to this full report in your Additional Component Materials and you can click on this link to access the report

[The Centre For Environmental Health by the State of New York Health Department](#)

You may now be thinking to yourself - "How do I know what exact chemicals are in the products I use?"

Every product manufacturer is required by law to provide to their purchasers with MSDS (Material Safety Data Sheets).

What is a MSDS?

MSDS are required by the government for product manufacturers to provide for anyone using the manufacturer's products, and must contain the following information:

- 1) Product Identification
- 2) Compositions and Ingredient Information
- 3) Hazard Identification
- 4) First Aid Measures
- 5) Firefighting measures
- 6) Accidental Release measures
- 7) Handling and storage
- 8) Exposure controls and Personal protection
- 9) Physical and Chemical properties
- 10) Stability and Reactivity
- 11) Toxicological Information
- 12) Ecological Information
- 13) Disposal Considerations
- 14) Transportation Information
- 15) Regulatory Information

MSDS can and should be obtained on all products in the salon, directly from the manufacturer and should be easily accessible to all salon employees. Most manufacturers these days will have their MSDS sheets available directly from their website, making downloading them a breeze for you.

In order to have quick and easy access to the chemical composition, safety and handling information on all the products you carry or use in your salon we recommend to print out and put your MSDSs into a binder.

This will come in handy if there is ever an emergency situation within the salon or spa.

Here is an example of a MSDS for SpaRitual Polish

MATERIAL SAFETY DATA SHEET					
					Page 1
SECTION I		Chemical Product and Company Identification			
Trade Name Appearing on Label:		Chemical Family: Nitrocellulose Lacquer			
Manufacturer/Distributor/Importers:					
Emergency Phone:		Prepared By:			
Business Phone:		Date prepared: 03/09/05			
Poison Control Center - CHEMTREC: (800) 424-9300					
SECTION II		Physical/Chemical Characteristics			
		Exposure Limits in Air			
Chemical Identity	%	CAS Number	OSHA (PEL)	ACGIH (TLV)	Other
Butyl Acetate	25-35	123-86-4	150 ppm	150 ppm	n/a
Ethyl Acetate	15-25	141-78-6	400 ppm	400 ppm	n/a
Toluene	12-18	108-88-3	200 ppm	100 ppm	n/a
Nitrocellulose	8-14	9004-70-0	NE	NE	n/a
Isopropyl Alcohol	5-7	67-63-0	400 ppm	400 ppm	n/a
Camphor	0.6-1.2	76-22-2	3 ppm	2 ppm	n/a
SECTION III		Hazard Identification			
HMIS Rating Scale:		0 = Minimal	1 = Slight	2 = Moderate	4 = Severe
This Products Rating:	Health: 1	Flammability: 3	Reactivity: 0		
Material Appearance:	slightly viscous liquid, various colors.				
Primary Route of Entry:	Inhalation X	Skin X	Ingestion X		
Ingredient(s) Listed as Cancer Causing Agents?:					
NTP - no		LARC Monographs - no		OSHA - no	
Target Organs Affected: n/a when used as directed					
Short Term Effect: Inhalation of a large quantity over a prolonged period of time may be narcotic. Ingestion of liquid will cause gastrointestinal distress, irritation and nausea.					

Spill and Leak Procedures:

Stop leak if it can be done without risk.
 Confine Spillage. Use absorbent material. Place into disposal drums.
 Dispose according to local, state and federal regulations.

SpaRitual Nail Lacquer

Page 3 of 5

SECTION VII**Handling and Storage**

Handling: Avoid eye contact. Avoid repeated or prolonged skin contact.
 Avoid breathing mist or vapors. Use only in well ventilated area.
 Unvented containers may develop pressure. Open container with caution.

Storage: Keep containers cool and away from sources of ignition.
 Keep containers tightly closed when not in use..
 Do not store at temperatures above 35 C.
 Do not store near heat, flame, sparks or any other sources of ignition.

SECTION VIII**Exposure Controls and Personal Protection**

When using this product in small quantities in beauty salons, the use of a fan is recommended.

When working with large quantities:

Personal Protective

Equipment (PPE)

Eyes and Face: Face shield with safety glasses or safety goggles

Skin: Rubber or neoprene gloves. Wear additional clothing to protect the skin.

Engineering Controls: Closed system Filling Equipment. Use ventilation or exhaust during operations.

SECTION IX**Physical and Chemical Properties**

Water Solubility: Nil	0.88	Specific Gravity: (H ₂ O = 1): 0.85 -	85 - 0.97
Appearance: Opaque, various colors		Vapor Pressure (mm Hg): 29 mm @ 20 C	
Physical Form: semi-viscous Liquid		Vapor Density (air = 1): 3.04 (Ethyl Acetate)	
%/Wt. Volatiles: 70 - 80 %		Evaporation Rate (IPA = 1)<1	
Boiling Point: 77°C (Ethyl Acetate)		Flashpoint: 7.2°C (Ethyl Acetate)	
Boiling Range: 77 - 130°C		Flammable Limits:	
Melting Point: n/a		Ethyl Acetate:	11
pH: n/a		Butyl Acetate	7.6
		Isopropanol	12
		Toluene	7

SECTION X**Stability and Reactivity**

Chemical Stability: This product is stable under the recommended storage conditions.

Conditions to avoid: Storage in temperatures above 30 C. Keep away from any ignition sources.

Contact with Materials to avoid: Acids, Alkali, Metals, amines, Oxidizers

Keep containers tightly closed.

Hazardous Decomposition

Products: Oxides of nitrogen, oxides of carbon, carbon aldehydes, methane.

Hazardous Polymerization: will not occur.

SpaRitual Nail Lacquer

page 4 of 5

SECTION XI Toxicological Information

	LD50(Oral Rat)	LC50 (Inhal. Rat)
Ethyl Acetate	11300 mg/kg	1600 ppm
Butyl Acetate	11400 mg/kg	2000 ppm
Isopropyl Alcohol	5840 mg/kg	16000 ppm
Toluene	2500 mg/kg	NE
Ingestion:	Can cause nausea, and narcosis with weakness, drowsiness and irritation	
Eyes	This product may be a temporary eye irritant.	Prolonged contact can injure the cornea.
Dermal	Prolonged contact can cause dry skin.	
Inhalation	May cause slight dizziness and headache.	
Overexposure:	May cause irritation of respiratory tract, nervous system, depression, headache	

Chronic Effects	none known
Carcinogenicity	Not listed as a carcinogen by IARC, NTP, OSHA, or ACGIH
Target Organs	Nervous System

SECTION XII Ecological Information

Ecotoxicity No information available

SECTION XIII Disposal Considerations

Waste Disposal: Dispose of absorbed material in accordance with local, state and federal regulations.

SECTION XIV Transport Information

Road Transport:		Maritime Transport:	
Class:	3	UN Number:	1263
Packaging Group:	III	Class:	3
Label:	3	Packaging Group:	III
UN Number:	1263	Label:	3
		Flash Point:	10° C, Method TCC

Air Transport:

UN Number: ID8000
 Class: 9
 Packaging Group: II
 Packaging instr.: 910 (Passenger)

SpaRitual Nail Lacquer

page 5 of 5

SECTION XV**Regulatory Information**

Labelling according to EEC-Directives.

Symbol: F
Indication of Danger: Highly flammable
Risk Phrases: 11
Safety Phrases: 7-16-23-29-33-37 and 39

SECTION XVI**Other Information**

IMPORTANT NOTICE: The information presented herein is based on experimental data submitted by the manufacturers of the raw materials and is considered scientifically correct, however, no warrant or representation, express or implied, is made as to the accuracy or suitability of this information for application to the purchaser's intended purpose or for consequences of its use. Use these materials only as directed. If you have any questions regarding the proper interoperation of this sheet or the meaning of any terms used, we strongly urge you to speak with your physician. For further information concerning product safety and proper use, call the number listed on the front of the MSDS.

*These Products Are Designed and Formulated for Professional Salon Use.
 They Must be Used with Adequate Ventilation and in Accordance with Manufacturers Instructions.*

Abbreviations Used:

NE = Not Established
 NKn = Not Known
 n/a = Not Applicable
 C = Ceiling Limit
 TS = Trade Secret
 EST = Estimated
 N/DA = No Data
 Available

IPA = Isopropyl Alcohol (Rubbing Alcohol)
 mm Hg = Millimeters of Mercury
 PEL = Permissible Exposure Limit
 TLV = Threshold Limit Value
 STEL = Short Term Exposure Limit
 NEGL = Negligible

NF = None Found

NTP = National Toxicology Program
 IRAC = International Agency for Research on Cancer
 CHEMTREC = Chemical Transportation Emergency Center
 OSHA = Occupational Safety and Health Administration

CAS = Chemical Abstract Service Number
 NR = Not Required

Due extensive government regulation there are common chemicals that are no longer used in the nail industry.

There have been over time and in depth research, certain chemicals that we simply do not include in nail products and you should be aware of this list in case you ever come across a product where one of these chemicals has been listed in the ingredients.

Let's use Nail Polish as an example. Nail Polish does have a list of common chemicals such as:

- **Benzophenone** – Used as a stabilizer to resist color changes when exposed to light.
- **Butyl Acetate** – An organic solvent used to make everything mix together (flammable).
- **Dyes and pigments**
- **Ethyl Acetate** – An organic solvent used to make everything mix together.
- **Isopropyl Alcohol** – Also known as “rubbing alcohol”.
- **Nitrocellulose** – Type of lacquer used because it is inexpensive, dries quickly, and it is not damaging to the skin (flammable).
- **Opalescent pigments**
- **Aluminum Powder**
- **Mica** – Ground up natural minerals.
- **Pearls**
- **Stearalkonium Hectorite** – A natural mineral in powder form used as a thickening agent, for suspension, and to keep ingredients together.

However, by now you've probably heard of '3 FREE' polish

What is "3 Free" Nail Polish mean?

A professional nail polish that claims to be '3 Free' means that it does not contain the following 3 known toxic chemicals:

Dibutyl Phthalate (DBP) – Common plasticizer, which increases the flexibility and fluidity of a product.

Uses – Makes nail polish last longer by making it more flexible and is used in cosmetics and the manufacture of soft plastics.

Safety – Linked to cancer. Health concerns include problems in the endocrine system, increased risk of diabetes in women, nausea, it's an irritant, causes reproductive issues and has been linked to birth defects.

Toluene – Derived from petroleum and commonly used as a solvent to dissolve or combine other chemicals.

Uses – Fuel, makes nail polish smooth and even and controls it's evaporation, and used as a solvent (such as in paint thinner).

Safety – Health concerns include dizziness, dry skin, it's an irritant, causes headaches, liver and kidney damage, nausea, numbness, and has been linked to birth defects.

Methylene Glycol/Formalin – 'An organic compound of a solution in water of formaldehyde'.

Uses – Embalmer, disinfectant, nail hardener, production of plastic and resins, and wart treatment.

Safety – Known carcinogen. Highly flammable. Health concerns include allergic reactions, breathing issues (coughing, asthma-like symptoms, wheezing, etc.), it's an irritant, and can cause vomiting. At higher levels it can cause bronchitis and fluid in the lungs, but not at the levels found in nail polish.

FORMALDEHYDE - The history of a mistake

A lot of nail polish manufacturers will state that as a part of their 3 free formulations their nail polishes do not contain Formaldehyde - however as an interesting side note, formaldehyde was never actually included in the formulation of nail polish. It was in fact Methylene Glycol/Formalin, which is an 'organic compound of a solution in water of formaldehyde'.

Formaldehyde is a gas and cannot actually exist in liquid form (nail polish).

Nails Magazine has written an informative article on this issue.

Click to check it out [NAILS Magazine](#)

The main issue to note here though is if the manufacturer you are researching states that their nail polishes are '3 Free' but list one of those removed ingredients as formaldehyde then you need to ask them

'What about Methylene Glycol/Formalin'? It is easy to state that their products do not contain formaldehyde if they never did (or could).

What then are Big-4, Big 6, and even Big 9 Free Nail Polish?

In keeping up with or trying to keep ahead of industry standards, many nail polish manufacturers have now introduced more 'FREE' polish options.

"4-Free" polish does not contain dibutyl phthalate, toluene, Methylene Glycol/Formalin, **or camphor.**

"6-Free" polish does not contain dibutyl phthalate, toluene, Methylene Glycol/Formalin, **camphor, parabens or xylene.**

"9-Free polish" does not contain Methylene Glycol/Formalin, toluene, DBP, **camphor, xylene and don't contain parabens, fragrances, phthalates, and animal ingredients.**

The list of banned chemicals in beauty products varies tremendously from country to country. For example Canada and the European Union have banned close to 1,300 chemical substances, while the U.S has only banned 11.

Again providing you with a list of the 1,300 banned substances would be extensive for us to list in this component material, so we've named the top 10 that we feel you should be on the lookout for.

Here are some other chemicals that should never find their way into our products:

- Dibutyl Phthalate (DBP)
- Toluene
- Methylene Glycol/Formalin
- Triphenyl Phosphate (TPHP)
- Petroleum
- Propyl Paraben
- Fragrance
- Hydroquinone
- Phthalates
- P-Phenylenediamine
- Avobenzone
- Oxybenzone

Because we have only listed the bare minimum here, if you feel that the products you choose to use contain a chemical substance that you are unfamiliar with, then we highly recommend using your research tools that we have provided in your Additional Component Materials to research these substances to confirm if they are safe to use and how they should be properly used.

In your TAOND CMNP Component 6 Additional Materials we have provided some excellent research tools and article links to assist you in finding out exactly what chemicals may be in the products you are using and then guide you in determining the safe levels and handling guidelines for these chemicals are.

Use these research tools often and before investing in a line of professional products so you feel knowledgeable and satisfied with the chemicals you are using.

Protecting yourself and your clients

Of course PPE and protecting yourself and your clients is always the number one rule. There are simple and basic ways to create and maintain a safe and healthy work environment.

Incorporate:

- **Proper ventilation systems** - investing in proper ventilation systems both for directly over your work space and a local exhaust system that collects dust and vapors within the entire salon or spa and deposits them outside are essential basics.

If you are interested in learning more about proper ventilation, and to make sure you are well protected, then Aerovex Systems has a quick webinar you can watch.

CLICK HERE to watch - <https://aerovexsystems.com/>

- **Keep your work area clean** - clutter and waste laying around your work area can only lead to the spreading of chemical exposure. Be sure to clean all surfaces, tools and equipment properly before, during and between clients.

- **Dispose of chemicals properly** - if you are unsure of how to properly dispose of the chemicals you use in your services, refer back to your MSDS where 'proper disposal' is a listed category.

- PPE (Personal Protection Equipment) - dust masks , safety glasses, gloves

The 3 Most Simple and Effective Ways of Protecting Yourself and Your Client

1) Gloves

Gloves are inexpensive and come in a variety of styles and materials. We recommend if you prefer using latex gloves that you also keep on hand a non-latex material glove as well because many people have latex intolerances and could have a reaction to a latex glove. Gloves provide a safety barrier between you and your client and you and the chemicals that you are handling



2) Safety glasses

Protective eye wear is a must when handling chemicals and clipping nails or enhancements. It is advisable to have your client wear a pair also to protect them against flying debris.



3) Dust Masks

Often mistaken for masks to protect against the inhalation of chemical vapours keep in mind these inexpensive masks are designed only to reduce the amount of dust present in your breathing zone from entering your lungs.



Common Product Myths - "Busting the Myths"

Nail professionals and clients alike can be easily convinced of some fairly strange myths when it comes to the products used in the nail industry.

We're going to discuss the top three so that you are able to combat the misinformation your clients may have in order that they better understand the lengths you have gone to, to make sure you have chosen the best products possible for the services you provide.

Here are the top three myths that we have found permeate the nail industry

It's 'Natural'

What about the term 'natural' products and where does that fit into your choices for products?

Most people hear or see the word 'natural' or 'organic' and automatically believe whatever the item or product is, is 'safe', and therefore if a product is labelled 'natural' or 'organic' then it should be safe no matter how it used - correct? - No!

It's extremely interesting how these how labels can affect the mindset of both professionals and clients. However, unfortunately in today's under regulated beauty and cosmetic industry the terms natural and organic can mean very different things to many different people and different manufacturers.

Don't be fooled by just the label - find out what about their products makes them 'natural' and whether or not this is even beneficial to you or your clients.

It's 'Chemical Free'

As we've just learned it's literally impossible for a nail product to be 'chemical free'.

Everything on the planet earth except energy, light and electricity is made up of chemicals, the air we breathe, the water we drink, even your hair and nails, so if a manufacturer is trying to sell you a product that is 'chemical free' - be very wary

It's allows your nails to 'Breathe'

As we've all learned in our basic training - nail plates don't need to breathe, so unfortunately another commonly misused term that manufacturers tend to use to sway purchase decision making is that their products allow the 'nails to breathe'.

Not only is this misleading it is not even a necessity. Be wary of companies who try to sell you products that are 'breathable'.

There are many more of these similar myths out there, so always rely on your scientific background and knowledge and if it's sounds odd or too good to be true - ask questions.

Do Your Research & Recommending The Right Homecare

Now that you have the information you need and access to some powerful research tools, how do you determine which are the right products for you to use in your CMNP services and recommended homecare? That's a great question.

Research can feel never ending. The product evolution in today's nail industry is fast and furious and it can feel like a part time job just keeping up with all the new and ever changing information.

This decision can include many factors including:

- **Modern Chemical composition** - the most important question of course is - do these products contain any banned/frowned upon chemicals?

- **Pricing** - does the cost of the products you are looking to invest in fit into your business pricing theme? It may be a great idea to only use 'top of the line' products, but if the cost of the products you are using aren't covered by your service pricing then you are heading for financial issues.

- **Availability** - are the products you are interested in readily available to you? Sometimes a great line can lose its appeal if re-stocking it becomes nightmare or shipping is expensive just to get these products in your salon or spa.

- **Ease of use** - another distinguishing issue that can turn a 'good' product 'bad' is if it is just too hard to work with.

- **Homecare components** - does the line you decide on have companion homecare retail? We already know that it is extremely important as a CMNP that you be able to recommend the proper and effective homecare that your clients will need to maintain their salon results at home so therefore you must also invest in a product line that has accompanying homecare in order to further both your client's satisfaction and your bottom line.

- **Education** - does the manufacturer offer classes or continuing education on the proper use of their products? Again great products can not feel so great if you are unsure in how to use them properly. A reputable manufacturer will provide training or education on how to properly use their products.

- **Customer Support** - nothing can be more frustrating than when a product goes 'wrong' and then not being able to find out 'why'. Does the manufacturer of these products have an easily accessible customer support service ?

We also recommend that you maintain open lines of communication with the manufacturers of the products you make a final decision on. Sign up for their newsletters so you can always stay on top of what they have 'coming soon' or product level improvements that may be on the horizon.

- **Samples** - A great company who truly believes in their products understands that as a beauty professional it may be imperative to 'try out' samples of their products in order that you can make an informed decision before making a large investment.

Companies that shy away from letting you 'try before you buy' seem to exhibit a lack of confidence in their products. They should feel confident that if 'you try it, you'll love it'.

Some companies may not offer 'free' samples necessarily, but may offer you samples if you take an educational class or seminar with them.

And finally

- **The 'right fit'** - do these products actually fit into your business model? (we discuss creating your business model in your final TAOND CMNP Component) This can mean different things to different CMNPs.

In order to assess the 'right fit', along with all the other research questions we've listed here, can also involve the reputation, image and look of particular lines and whether or not these issues are of importance to you in your business.

After you complete your initial research and narrow down your choices to the top 3-5 lines of effective and safe products, it's then time to allow some of your clients try them out in order for you to gather information and reactions.

Initial client 'try outs' are important, as some products you think will be wonderful could leave others unimpressed and therefore making client feedback essential.

Everyone is different (just think how many fragrance choices there are), and options matter. Allow for some time to evaluate trial and error here.

All in all researching and finding the right products for your business can be a fun, challenging but exciting adventure!

It's now time to complete your TAOND CMNP Component 6 Assignments which you will find below in your Component Materials. We have some great ones for you so take your time.

Good luck and we hope you have enjoyed this component and we look forward to seeing you next month in

TAOND CMNP Component7

"It's All About You"



In this **Exciting Component** we're going to be tying together all the threads of your previous Program Components to teach you how to set yourself apart as a **CMNP**.

Creating your **professional portfolio, social media, networking, marketing, creating your signature look**. Then it's on to - **You & Your CMNP Brand**, creating your **professional watermark** and finally discussing **Today's Nail Trends - are you in?**