

EVOLV.

SIDEKICK™ QUICK-START TRAINING GUIDE

VERSION 1.0

KEEP YOUR CLIENTS.
TAKE THEIRS.
NEVER CONFORM.
ALWAYS



CONGRATULATIONS

YOU JUST EVOLVED!

You're about to Experience an Evolution in Mobile Sunless with EVOLV.™ Sidekick™. The first- ever, heat-infused Airbrush Tanning System, developed by the professionals who brought you the World's most recognized and trusted Sunless Brands, Mystic Tan® and VersaSpa®.

Now take advantage of all that your purchase has to offer by registering your EVOLV. Sidekick!

[Please refer to page 2 of the EVOLV. Sidekick Equipment Manual to register.](#)

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SOLUTION BASICS

An overview of EVOLV. Solutions and Additives.

EVOLV. Formulations consist of the following:

HEAT-ACTIVATED AIRBRUSH TANNING SOLUTIONS

Head-Turning Level 1 Color

Jaw-Dropping Level 2 Color

PRE & POST SUNLESS AIRBRUSH TREATMENT SOLUTIONS

Color-Balancer Conditioning

Color-Lock Moisturizing

ADDITIVES

Cosmetic Color Additives:

- Sun-Kissed Bronze
- Deep-Brown Bronze

Enhancer Additive:

- Accelerator

Fragrance Additive:

- Coconut Lime
- Tea Tree
- Desert Bloom



A Typical Custom EVOLV. Tanning Treatment consists of the below in the following order:

FIRST CARTRIDGE - PRE-SOLUTION

Pour 25 mL of Color-Balancer Conditioning Solution into the cartridge; insert the cartridge into the spray gun and spray onto your client.

SECOND CARTRIDGE - CUSTOM FORMULATION

Pour 50 mL of Level 1 or Level 2 Solution into the cartridge, add 1 dropper each of selected additives, shake cartridge, insert the cartridge into the spray gun and spray onto your client.

THIRD CARTRIDGE - POST-SOLUTION

Pour 25 mL of Color-Lock Moisturizing Solution into the cartridge; insert the cartridge into the spray gun and spray onto your client.

Head-Turning: Level 1 Tanning Solution

How to use:

Use 50 mL of solution for one full body application or 100 mL of solution for two full body applications.

NOTE: The solution has a small amount of cosmetic bronzer that acts as a color guide, also allowing for color customization.

What is it:

This revolutionary, heat-activated solution intended for use in the EVOLV. Sidekick is specially formulated for the client wanting to achieve a realistic, healthy glow. Touched with a minimal amount of cosmetic bronzer, this is perfect for the fair skinned customer. For the most discerning customer, this solution acts as a base to bronzers, fragrances and accelerators so that a customized formulation can be created.

Key Ingredients:

- DHA (dihydroxyacetone)
- Erythrulose
- Ordenone™ (Fragrance)
- Tea Tree Oil
- Jojoba (simmondsia chinensis jojoba seed oil)
- Argan Oil (Argania Spinosa Kernel Oil)
- Grapeseed Oil
- Aloe Vera
- Green Tea

Who it's for:

- The first time tanner
- Brides
- Those looking for a delicate touch of color
- Fair skinned clients



→ Expert Tip:

Securely close product after use. Store all solution in a cool, dry, dark place. Do not leave solutions in a vehicle or exposed to direct sunlight.

Jaw-Dropping: Level 2 Tanning Solution

How to use:

Use 50 mL of solution for one full body application or 100 mL of solution for two full body applications.

NOTE: The solution has a small amount of cosmetic bronzer that acts as a color guide, also allowing for color customization.

What is it:

The ultimate heat activated solution for those seeking a rich, luxe tan. Designed for use in the EVOLV. Sidekick, this formula is infused with potent anti-oxidants and botanicals for a supple, dark appearance. For the most discerning customer, this solution acts as a base to bronzers, fragrances and accelerators so that a customized formulation can be created.

Key Ingredients:

- DHA (dihydroxyacetone)
- Erythrulose
- Ordenone™ (Fragrance)
- Tea Tree Oil
- Jojoba (simmondsia chinensis jojoba seed oil)
- Argan Oil (Argania Spinosa Kernel Oil)
- Grapeseed Oil
- Aloe Vera
- Green Tea

Who it's for:

- The client seeking a rich, dark tan
- Medium to dark skinned clients



→ Expert Tip:

Securely close product after use. Store all solution in a cool, dry, dark place. Do not leave solutions in a vehicle or exposed to direct sunlight.

Pre-Sunless: Color-Balancer Conditioning

How to use:

Use 25 mL of pre-sunless solution for one full body application.

NOTE: Use immediately prior to the tanning session.

What is it:

This is the first step in creating a natural, flawless glow. Spray all over the body to pH balance the skin and create the perfect pallet for a spray tan.

Key Ingredients:

- Tea Tree (melaleuca alternifolia leaf oil)
- Ginger (zingiber officinale root extract)
- Green Tea (Camellia sinensis leaf extract)
- Lemongrass (cymbopogon schoenanthus extract)
- Willow (salix alba willow bark extract)
- Aloe Vera (Aloe barbadensis leaf juice)

Who it's for:

For clients who want a longer-lasting, flawless tan. Pre is helpful to those that have uneven, or patchy skin due to dullness and dryness.



→ Expert Tip:

When spraying with Pre-Sunless Solution, pay close attention to spraying the elbows and knees as these areas tend to be most dry and flaky.

Post-Sunless: Color-Lock Moisturizing

How to use:

Use 25 mL of post-sunless solution for one full body application.

NOTE: Use immediately after the tanning session.

What is it:

This ensures long lasting more radiant results by applying this formulation to the skin after their tanning session. Your client's skin should feel supple and well moisturized. This solution is also DHA-infused and will help your client achieve longer-lasting tanning results.

Key Ingredients:

- DHA (dihydroxyacetone)
- Erythrulose
- Tea Tree (melaleuca alternifolia leaf oil)
- Soy (Hydrolyzed Soy Protein)
- Aloe Vera (Aloe barbadensis leaf juice)
- Ginger (zingiber officinale root extract)
- Green Tea (Camellia sinensis leaf extract)
- Lemongrass (cymbopogon schoenanthus extract)
- Willow (salix alba willow bark extract)

Who it's for:

For clients who like to keep their spray tan looking radiant, days after their session. Also perfect for clients who have dry skin or use UV tanning. Post will help to keep skin soft and moisturized.



→ Expert Tip:

When spraying with Post-Sunless Solution, pay close attention to spraying the elbows and knees as these areas tend to be most dry and flaky.

Complementing Additives

How to use:

Add a single 1 mL dropper for every 50 mL of solution.

Shake cartridge gently 4 to 6 times before use.

NOTE: For optimal results, Additives should not be added more than 15 minutes prior to the sunless session.



Cosmetic Color Additives

For an instant boost of cosmetic color

Sun-Kissed Bronze

With a subtle hint of red, get a just off the beach look with this cosmetic color.

Who it's for: Yellow based skin types

→ **Expert Tip:** Use in conjunction with 1 dropper of Deep-Brown Bronzer for an immediate gratification color that suits most skin types.

Deep-Brown Bronze

Add this Bronzer for deeper, darker more intense cosmetic color.

Who it's for: Red based skin types

→ **Expert Tip:** Use in conjunction with Level 2 solution for deep-brown tanning results.

Enhancer Additive

For tan developing enhancement

Accelerator

By adding EVOLV. Accelerator, you can turn up the color and cut your development time in half! Perfect for the client who loves the instant gratification of a dark color right away.

Who it's for: Client who is seeking a dark tan right away

→ **Expert Tip:** Make sure to let your clients know about the benefits of the accelerator drops, as they give you an enormous benefit over your competition. Your clients will love the fact that they no longer have to sleep in their tan.

Complementing Additives

How to use:

Add a single 1 mL dropper for every 50 mL of solution.

Shake cartridge gently 4 to 6 times before use.

NOTE: For optimal results, Additives should not be added more than 15 minutes prior to the sunless session.



Fragrance Additives

For an added aromatic experience

Coconut Lime

The refreshing, zesty scent of lime, paired with creamy, soothing coconut, makes this an irresistible, classic scent.

Who it's for: Client who is seeking a subtle refreshing fragrance during and after their tanning experience.

Tea Tree

Invigorating and therapeutic minty notes make for a purely refreshing fragrance.

Who it's for: Client who is seeking a subtle refreshing fragrance during and after their tanning experience.

Desert Bloom

This fragrant scent radiates with blooming flowers and is finished with the calm sensual aromatic experience.

Who it's for: Client who is seeking a subtle refreshing fragrance during and after their tanning experience.

➔ **Expert Tip:** Offer all three fragrances to your client allowing them to smell and experience them. This helps to facilitate further discussion as to what he/she prefers.

GET **SI CERTIFIED!** go to www.sunlessinc.com/certification

THE APPLICATION

Creating the Perfect Airbrush Tanning Session.

IMPORTANT!

To be listed on EvolvSunless.com and eligible for becoming LiveSunless.com Approved you must complete the Sunless, Inc. Online Certification Course. To learn more go to:
<http://www.sunlessinc.com/certification>

Pre-Session Checklist

Position of Spray Gun

Keep the spray gun perpendicular to the body holding the spray gun 4"- 6" from the surface of the skin. They will feel a mist and warm air as you layer the formulation.

Spray vertically in a downward motion. Never spray the formulation on the upstroke-use that motion to dry your client with the heat.

Start spraying the body, working from the top to the bottom and bend at the knees, not at the hips to reach the lower body.

Use your full arm to artfully apply solution. Keep wrist steady and even. Bend at the knees to apply to the lower half of the body, maintaining a perpendicular position.

Hand Speed

A slower hand speed will deposit more color while a faster hand speed deposits less color on the skin.

Pre-Session Checklist

Spray Gun Settings

Your technique can vary depending on the air speed and air flow being used.

Select your degree of heat intensity and airspeed on the Sidekick control panel. You will be utilizing the wide spread diffusion setting on the spray gun to begin; meaning the knobs on the air cap will be in a vertical or up and down position.

We recommend performing a spray tan with your Air Speed on Level 2 and your Air Flow Adjustment Knob positioned with the green line at six o'clock.

Air Speed Level 1 is designed to be used when your Air Cap is in the Precision Point Setting for body contouring. Air Speed Level 3 is designed for a fast, cooler spray tan.

Pre-Tan Preparations - FDA & Client Prep

Allow your client adequate time to change or disrobe and always knock before entering the session area. After entering, offer your client a place to hang their wrap/robe. Set expectations; tell the client you will start their session by spraying their back and shoulders. Explain the positions they should take as you spray.

CLIENT ATTIRE:

For complete coverage, you will need your client to remove all jewelry. To help minimize tan lines and protect client's undergarments; disposable underwear and bras can be worn. The cosmetic bronzers are water-soluble and should wash out, but the DHA in the tanning formula may permanently stain what is worn during the session. The attire for men is boxers, briefs, swim trunks or shorts. As a tanning specialist, you are expected to use the utmost discretion.

Note: The FDA advisory recommends that a client does not tan in the nude. The FDA also recommends using eyewear, lip balm and nose filters during your spray tanning session.

SESSION PREPARATION:

A Protective hair cap will keep your client's hair clean during the application process. Be sure that the hair cap is covering any loose hair, ears are uncovered, and the cap is pushed back to expose the hairline.

Pre-Tan Preparations - FDA & Client Prep

Protective Footwear will prevent unwanted color on the bottoms of their feet. Just peel off the paper backing and stand on it to secure to the bottom of their feet.

Protective Blending Cream will prevent unwanted color on client's cuticles and nails. Just apply a thin layer of blending cream over the cuticles and nails. If they have long fingernails, consider applying cream under the nails. Next, apply a light coat of blending cream to the toenails. They should not apply cream to the bottoms of their feet.

Always maintain an informative, friendly, and professional conversation and ask for feedback throughout the session ("Are you warm enough?" etc.)

NOTE: The actual sunless tanning application takes only 10 minutes. However, allow at least 20 minutes for your sunless tanning session. This includes your preparation time and the completion of the client waiver form.

→ **Expert Tip:** Ask the client "what kind of color would you like to achieve today?" This assures them that their tan is completely custom.

The Application: Airbrush Tanning Techniques

Tanning Sequence Overview:

Tan Back
Tan Back of Legs
Tan Back of Arms
Tan Chest
Tan Torso
Tan Front of Legs
Tan Inside of Legs
Tan Front of Arms & Hands
Tan Inside of Arms
Tan Right Side of Body
Tan Left Side of Body
Tan Face and Neck

Quick Tip:

Before beginning the session, test spray onto blotting paper or a towel to ensure proper color, airflow, heat flow and solution flow.

Use a full 50 mL of tanning solution per client to ensure even, long lasting results.

Offer your client disposables and sticky feet before beginning the tanning treatment.

Training Solution: For training purposes use the Color-Lock Moisturizing Airbrush Solution with a couple droppers of bronzer added to it. This allows you to see where you are spraying, but since it does not have a high level of DHA, the color will wash off and it will not last as long as a normal spray tan.

EVOLV. Sidekick Heated Application Tip:

SPRAY on the downstroke and DRY on the upstroke.

This keeps your client warm and dry throughout the entire application.

STANDING POSITION 1 - THE CLIENT FACING AWAY

We will begin with the client facing the back of the Curve. Ask the client to hold their arms in a relaxed, open “H” position; arms down and bent at elbows, with hands in a fist and wrists up. Legs should be shoulder width apart.

THE BACK:

Begin on the back, starting from the shoulders working your way down. On the upward motion, use only the heat as a drying mechanism. Continue this motion from the top of the neck to below the waistline. Start on the outside of the body and work your way in on each side. On average, the back can be completed with 6 downward overlapping passes.

→ **Expert Tip:** Start on your client's back to let them get comfortable with the application.

BACK OF LEGS:

Tan the back of the legs starting from the buttocks and continuing past the ankles. Start on the outside of the body, working your way in towards the center. Be sure to use only the heat on the upward strokes to act as a drying mechanism. On average, each leg can be completed with 3 overlapping vertical passes. Continue the procedure with the opposite leg.

→ **Expert Tip:** To prevent parts of the skin from being over sprayed, your hands should always be in motion, before and after pulling the trigger.

BACK OF ARMS:

Tan the back of the arms starting at the top of the neck and following through past the wrist. Be sure to use only the heat on the upward strokes to act as a drying mechanism. When spraying the arm, the knobs should stay vertical to the area you are spraying and you should not move the spray gun horizontally across the arm. This will cause a line on your client. Continue procedure with the opposite arm.

➔ **Expert Tip:** To achieve a more natural look, spray the inside of the arms lighter than the front of the arms.

Your client should be coated with a soft mist and skin should look dewy. Color should appear even, not streaky, with no drips. If you notice that the application is too heavy or begins to drip, hold the spray gun farther from the body or adjust the spray flow knob on the spray gun.

STANDING POSITION 2 - THE CLIENT FACING YOU

Have the client face the front. Ask the client to hold his/her arms in a relaxed, open “H” position with arms down and bent at elbows, place hands in a relaxed position. Legs should be shoulder width apart. This position is identical to POSITION #1, although at this time, the client is facing you.

CHEST:

Begin on the front, starting from the shoulders working your way down past the waist. On the upward motion, use only the heat as a drying mechanism. Use straight vertical motions spraying downward, starting on the outside of the body and working your way in on each side. On average, the front can be completed with 6 downward overlapping passes.

TORSO:

To give the illusion of a slimmer stomach, use the spray gun moving at an angle, applying sharper strokes (\) from rib cage towards stomach, to create definition. Repeat angled strokes (/) to contour opposite side of stomach. Blend color evenly over entire abdomen.

➔ **Expert Tip:** To stretch the stomach and reduce the skin folds on the abdomen, you may need the client to raise his/her arms above their head, or place their hands on the top of head.

FRONT OF LEGS:

Tan the front of the legs starting from the hips and continuing past the toes. Start on the outside of the leg, working your way in on each side. Be sure to use only the heat on the upward strokes to act as a drying mechanism. On average, each leg can be completed with 3 overlapping vertical passes (III). Have client point their toes facing outward so that the inside of their leg is facing you. Take one downward pass on the outside of the inner thigh region. Carry out that downward motion to the toe.

On the upward pass, use only heat to act as a drying mechanism. The second pass goes vertically down the inside of the leg finishing at the tip of the heel. Continue procedure with the opposite leg. If the knees are wrinkled- have your client bend at the knee and do a light mist diagonally down the knee.

→ **Expert Tip:** Spray the top of the foot lightly with only one middle pass to avoid a common complaint: overly dark feet.

FRONT OF ARMS:

Tan the front of the arms starting at the top of the neck and following through past the wrist. Make sure your client holds their hands in a relaxed claw position so that the skin on the knuckles lies flat. Use only the heat on the upward strokes to act as a drying mechanism. When spraying the arm, make sure the knobs stay vertical to the area you are spraying and to not move the spray gun horizontally across the arm. This will cause a line on your client. Have your client rotate their arms, palms facing up. Take two vertical passes down the arm with your empty hand covering the client's palm. Continue procedure with the opposite arm. Have the client stand with their arms bent in a 90-degree angle, hands in fists in front of face. Lightly spray from the pinky, through the elbow.

→ **Expert Tip:** To alleviate over spray and create a natural look, only spray the top of the hand as you are applying sunless formulation down the middle of the arm.

STANDING POSITION 3 - THE CLIENT FACING RIGHT

Have your client turn to the right; legs shoulder width apart and arms held loosely in front of their body.

LEFT SIDE OF BODY:

Tan the side of the body with three curve motions. The first motion will be that of a backwards “C”, starting on the back shoulder blade area and outlining the side ending over the buttocks. Then, in a small “C” motion start at the back shoulder blade, behind the armpit, and fill in the smile line under the bust. Spray in an open “C” motion under the armpit, finishing under the belly button. Finally, to blend, start right under the armpit and spray one long vertical motion, all the way down the side of the body, finishing right under the ankle.

➔ **Expert Tip:** When spraying the side of the body, all motions should follow the client’s natural curves and contours to give the most flattering result.

STANDING POSITION 4 - THE CLIENT FACING LEFT

Have client turn to the left; legs shoulder width apart and arms held loosely in front of their body. This position is identical to POSITION #3 although, this time, the client is facing the opposite direction.

RIGHT SIDE OF BODY:

Tan the side of the body with three curve motions. The first motion will be that of a backwards “C”, starting on the back shoulder blade area and outlining the side ending over the buttocks. In a small “C” motion, start at the back shoulder blade, starting behind the armpit and filling in the smile line under the bust. Spray an open “C” motion spray from behind the armpit, finishing under the belly button. Finally, to blend, start right under the armpit and spray one long vertical motion all the way down the side of the body, finishing right under the ankle.

➔ **Expert Tip:** Avoid spraying directly into the armpit area as the solution may adversely react with deodorants and antiperspirants.

Ensure Complete Body Coverage:

(LIGHTLY RE-SPRAY) BACK SIDE

Have client return to Position 1 and face the back, legs shoulder width apart and arms in an open “H” position. Lightly re-spray the top of the back of the arm, the back of the thigh area, and touch up any areas that look noticeably lighter than the rest of the front.

(LIGHTLY RE-SPRAY) FRONT SIDE

Return to position 2 and have the client face the front; legs shoulder width apart and arms in an open “H” position. Deepen the color on the chest area by spraying two diagonal downward motions across the chest. Lightly re-spray the chest, tops of the arms, thighs and shins. Always start from the outside of the body part spraying toward the inside of the body.

- **Expert Tip:** Blend and slim the upper thigh area by spraying with a diagonal motion from the upper outside to the lower inside of the thigh.
- **Expert Tip:** For immediate gratification, overlap your spray passes along the edge of undergarments so that your client sees a dark, definitive line where their sunless tan starts and stops.

STANDING POSITION 2 - THE CLIENT FACING YOU

Save the face for last. It will dry the fastest, as it won't be covered, and can be customized to balance the depth of the desired overall body color.

Be sure that the hair cap is covering any loose hair, ears are uncovered, and the cap is pushed back to expose the hairline.

THE FACE AND NECK:

Instruct your client to turn their head to one side and close their eyes and mouth. Outline the side of the face, spraying from the forehead to the chin with one spray. Repeat on the other side of the face. Finish by having the client face forward and spray three downward, vertical motions down the face. Use only the heat on the upward motion to act as a drying mechanism. Fill in the neck area lightly at this time.

The Session is Complete: Summary

When a full body single session tan is complete, 50 mL of solution should have been used. Your client's skin should be almost dry due to the fact that you sprayed on the down stroke and dried on the upstroke with every tanning pass. To complete the drying process, use an extra pass of heat only at the end of the application.

➔ **Expert Tip:** Before spraying a paying client, we strongly recommend that you perform at least 10 full body sessions on your friends, family members, or co-workers to fully develop your contouring and spray tanning techniques.

CLIENT QUESTIONS

Preparing for frequently asked questions.

1) Ask them if this is their first time receiving a professional airbrush sunless tan.

This will determine if you need to explain the process in depth or give a quick overview.

Q: What is an EVOLV. Heated Airbrush Tanning Session?

A: An EVOLV. certified professional airbrush technician applies a custom blend of EVOLV. heat infused sunless tanning formula with the EVOLV. Sidekick - a heated handheld spray gun. The spray gun allows the technician to utilize heat in three very important ways. First, the heat is gently blown across the skin, making it supple and receptive for maximum absorption. Second, the heat is actually infused into the spray, making it literally melt into your skin. Third, it's used to keep you warm and dry throughout the entire application process, which allows your client to get dressed directly after your session.

The EVOLV. Sidekick also has the ability to offer body sculpting and contouring to your clients. With body sculpting, the technician uses a darker formulation to shade and outline certain areas on the abs, legs, chest and arms; creating the look of increased muscle tone and a slimmer physique.

Q: How long does an EVOLV. Airbrush Tanning Session take?

A: Only 20 minutes is needed for the entire session, including setup, client consultation and the spray application. One of the many benefits of using the EVOLV. heated airbrush system is that a single application takes less than 10 minutes, including drying time. The heated spray gun eliminates the time wasted on drying after the application, because you dry during the application process. Add 5-10 minutes of additional spraying time for multiple applications, body sculpting, and contouring.

2) Ask them if today's service is for a special occasion? When and what is the event?

When: is important so you can explain the development process, and the life expectancy of their color.

What: is important to help them determine what level of color is recommended. A winter bride might just need a hint of color vs. a rich dark tan for that pool party.

Q: When will your client see their developed color after their EVOLV. Airbrush Tanning Session?

A: The active tanning ingredients DHA and Erythrulose in the EVOLV. tanning solutions will start producing color within 4 hours of initial application and will continue to develop color for up to 24 hours.

If using the EVOLV. Accelerator drops, the color will start developing within 2 hours, which is half of the normal development time.

Q: How long will the client's tan last after their EVOLV. Airbrush tanning session?

A: The life of their sunless color can last up to 8 days, depending on the amount applied, percentages of DHA used in the formulation, and pre- and post-application skincare.

3) Tell them how they should prepare their skin before and how to care for their skin after their spray session.

This will ensure they don't do anything to their skin that may interfere with the application process.

This will also ensure they receive maximum results that will keep them coming back for more.

Q: How should a client prepare their skin for their EVOLV. Airbrush Tanning Session?

A: For maximum results before every EVOLV. tanning session, have your client shower, exfoliate and shave. Having them exfoliate and shave the day before is preferred, but can also be done the day of if necessary.

Advise them against using products that contain oils that may cause barriers. Recommend the use of the EVOLV. Body Scrub. It is designed to adequately prepare the skin for sunless applications without leaving a residue, which may impede the development process.

Make sure the client's skin is free of moisturizers, perfumes, lotions, oils, deodorants, gels or any of their daily regimen products. They can resume using these products after their first shower or bath.

NOTE: All Spa treatments including facials, pedicures, manicures and massages should be done prior to the EVOLV. tanning session or after their first shower or bath.

Q: When can a client bathe after their EVOLV. Airbrush Tanning Session?

A: To ensure maximum results for your clients, we recommend they wait a minimum of 6 - 8 hours. This additional time will allow the active ingredients to develop further, which will increase the darkness and life of the developed color.

Q: When can your client resume physical activities after their EVOLV. Airbrush Tanning Session?

A: The client should wait until after their first shower or bath before working-out or doing any physical activities that cause profuse sweating. Waiting until after showering will eliminate DHA and Cosmetics Bronzers from transferring to clothing and prevent any hindering of the development process.

Q: How should the client care for their EVOLV. Airbrush Tan?

A: For best results the client should always hydrate the skin after bathing with the EVOLV. Daily Glo Moisturizer. This color-building moisturizer will hydrate skin and extend the life of their tan. We also recommend that they avoid exfoliating until the day before their next session and avoid chlorine, which accelerates fading.

4) Tell them what they should wear before and after their spray session.

Prepare the client how to dress for and after their spray tan before they come to their spray tanning session. Wearing proper clothing will help to keep their tan flawless.

Q: What should a client wear during their EVOLV. Airbrush Tanning Session?

A: The attire for women is whatever they are comfortable with. To help minimize tan lines and protect client's undergarments; disposable underwear and bras can be worn. The cosmetic bronzers are water-soluble and should wash out, but the DHA in the tanning formula may permanently stain what you wear during your session.

The attire for men is boxers, briefs, swim trunks or shorts. The tanning specialists will always use the utmost discretion.

Note: The FDA advisory recommends that a client does not tan in the nude.

Q: What can a client wear after their EVOLV. Airbrush Tanning Session?

A: If the client is coming on their lunch break, their everyday attire will usually be just fine. However, we don't recommend wearing white sun dresses or white undergarments, just to be on the safe side. The cosmetic bronzers in the EVOLV. tanning solutions and additives are water-soluble and should simply wash out. If the client's session is after work they can bring a change of clothing and flip-flops if they prefer.

5) Ask them if they have any further questions or concerns about their session?

This allows them to ask you questions that you did not cover during the orientation.

Q: How do I answer the client's concerns about Orange or Streaky results?

A: Orange and Streaky are a thing of the past. The EVOLV. formulations can be customized to every skin type, tone and desired color. All tans are applied by trained certified technicians that ensures your custom sunless formulation covers the entire body in the exact amount required so that your client receives the depth of color they desire.

Q: How do I answer the client's concerns about spray tanning safety?

A: DHA, the main active ingredient that produces color in the EVOLV. Tanning solutions has been used in cosmetic preparations for almost 30 years and was listed with the FDA in 1973. It is declared safe and suitable for use in cosmetics and drugs used to color the skin. DHA is not absorbed into the body and poses no possibility of toxicity. The FDA recommends that users should avoid inhaling or ingesting DHA. As a result, EVOLV. users are encouraged to use protective measures to eliminate ingestion such as: using protective eyewear, nose filters, and sealing lips with lip balm; as well as the use of disposable undergarments.

Q: How do I answer the client's concerns about a possible allergic reaction?

A: The ingredients in the EVOLV. Tanning solutions have been successfully used in cosmetics and food products for decades and are proven safe for use on the skin. If you have not had any previous allergic reaction to any sunless tanning product or services you should be fine. To see if you're allergic to sunless tanning products, simply do a patch test with any self-tanning lotion.

Q: A client is pregnant and/or nursing-can she still receive a sunless tan?

A: The concern some doctors have is over whether or not the active ingredient (DHA) is able to enter the blood stream; the indications are that it cannot. DHA only penetrates the outermost layer of the skin. However, always recommend all clients get permission from their physician first.

Q: Are there any age restrictions on receiving an EVOLV. Spray Tan?

A: You will need to check with your current state's guidelines. Some States have begun to restrict minors from receiving UV tanning services; however, sunless tanning is not generally affected by age restrictions from state guidelines. Consider providing a parental consent form before spray tanning a minor.

6) If this is a mobile visit, you will need to prepare them for your arrival.

This will eliminate any complications with set up and spraying.

Q: How does your client prepare for your arrival for their mobile EVOLV. Session?

A: The client will need to have a place for you to setup a spray tan tent and a vent fan when possible. These items can fit easily in most bathrooms or bedrooms if needed. Access to a standard 110v outlet is required. The EVOLV. backdrop helps to prevent over spray from collecting in their house and should always be used.

Skin Type Chart: Simplified

Skin Type	Skin Description	Formula Combination
Skin Type I	Extremely sensitive to sun. Often light haired, fair skinned with freckles. Usually sunburns easily. Not likely to tan.	50 mL of Head-Turning Base Formula 1 Dropper of Sun-Kissed Bronze 1 Dropper of Deep-Brown Bronze 1 Dropper of Accelerator 1 Dropper of Fragrance of choice
Skin Type II	Very sensitive to sun. Often fair skinned and blue or light colored eyes. Usually sunburns easily. Able to achieve light tan.	50 mL of Head-Turning Base Formula 2 Droppers of Sun-Kissed Bronze 1 Dropper of Accelerator 1 Dropper of Fragrance of choice
Skin Type III	Sensitive to sun. Most Caucasians fit into this category. Sometimes sunburns. Achieves medium tan.	50 mL of Jaw-Dropping Base Formula 1 Dropper of Sun-Kissed Bronze 1 Dropper of Deep-Brown Bronze 1 Dropper of Accelerator 1 Dropper of Fragrance of choice
Skin Type IV	Moderately sensitive to sun. Often of Mediterranean, Hispanic or Asian descent. Sunburns a little. Usually tans well.	50 mL of Jaw-Dropping Base Formula 2 Droppers of Deep-Brown Bronze 1 Dropper of Accelerator 1 Dropper of Fragrance of choice

IMPORTANT!

To be listed on EvolvSunless.com and eligible for becoming LiveSunless.com Approved you must complete the Sunless, Inc. Online Certification Course. To learn more go to:

<http://www.sunlessinc.com/certification>



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