

The

*Ultimate*

Spray Tanning  
Quick Guide

Created & Distributed By:  
The Tanning Store

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# Spray Tanning For the Professional

## Before You Start

Things you WILL need:

- Barrier Cream
- pH Balance Spray
- Hair Caps
- Disposable Sticky Feet

Things you may need:

- Exfoliating Wipes
- Lip Balms
- Nose Plugs
- Nail & Toe Savers
- Eye Protectors
- Tanning Tips
- Disposable Panties
- Fragrance Drops
- Disposable Bra
- Shimmer Drops

## Post Tan Products

- Tan extending lotion
- Body scrub
- Body wash
- Body shimmer sprays
- Post tan care brochure

## For the Technician

- Towel
- Buffing Mitt
- Disposable Gloves
- Face Mask
- Safety Glasses
- Non-Talc Powder

## Room Set Up

### Suggested Supplies:

- Tanning Tent
- Spray Booth
- Overspray Fan
- Stool or Chair
- Decorative Shower Curtain

To set up your spray area you will need a tent, decorative shower curtain or spray booth depending on your room size. If you are using a tent or shower curtain you will need an extraction fan for the over spray. Place extraction fan close to the client, however not next to the wall and make sure your extraction fan is blowing air away from the client.

## Timing

You will want to allow approximately 15 minutes per spray tan. This will give the client time to undress and redress as well as give you time to spray them. \*\*You will want to ensure that the client is completely dry before redressing. Client should wear dark loose fitting clothes. IF it is the client's first time allow approximately 30 minutes to go over what will happen during the appointment and any paperwork that may need to be filled out. Make sure you allow time to go over after care, post tan products to help extend their tan, as well as any customer loyalty cards or promotions.

# Instructions For The Client

## Prep before the appointment

We can not stress enough the importance of these steps and if not done, the negative impact it will have on how your tan develops and/or lasts.

- Make sure if you wax you do this 48 hours or if you shave you do this 24 hours prior to treatment.
- Make sure you exfoliate 24 hours prior to treatment. Be sure to pay attention to the elbows, knees and ankles.

\*Client should not exfoliate with any oil based scrubs.

## Appointment Day

Client should wear dark loose fitting clothing to the appointment.

Advise clients that they should dress down to their level of comfort and to bring a bathing suit to tan in (beware that bronzers can stain some fabrics), unless disposables are provided if they are not comfortable being nude.

They should refrain from wearing any jewelry or perfume.

Make sure they do not moisturize or wear deodorant. If they do make sure to have exfoliating wipes on hand for them to use prior to tanning.

DO NOT sweat, swim, bathe or exercise until after the 1st shower.

## After the appointment

-1st shower, the client will ONLY RINSE with warm water. No soaps are to be used for the initial rinse.

\*Note: Clients will see cosmetic bronzer rinse off during this process. This is normal, the DHA has developed below the bronzer. Bronzers may appear darker than the tan that develops.

-Client should moisturize everyday, twice daily if they have dry skin.

-A tan extender will aid in preserving the tan longer. These products have a small amount of DHA and depending on the level of darkness desired, they can be applied as often as everyday or every 2 - 3 days.

\*Note: DHA is drying to the skin, this is why properly moisturizing is important.

Both before AND after appointment clients should avoid:

- Shower moisturizers
- Shaving daily
- Bar soaps
- Make-up remover
- Sunscreen
- Oil based products
- Baths, hot tubs or swimming pools
- Anti-acne and anti-aging products
- Facial masks and exfoliating scrubs
- Any products with a high alcohol content or witch hazel

These products will strip the tan and cause uneven or splotchy fading.

\*\*All sunless solutions do not contain SPF unless otherwise stated.

# Skin Type Chart

	Characteristics	Recommended DHA % to use
Type 1	<p>Appearance: Pale to very fair skin. Light Red or blonde hair. Blue, Grey, Green or Light colored eyes. May have freckles.</p> <p>Skin Undertones: Red or Pink</p> <p>Skin Reaction to UV sun exposure: Always burns, never tans or rarely tans if so it takes alot of work. When they burn they have pain, blistering, peeling and/or redness.</p> <p>Wears cosmetic foundations in Ivory, Pale or Fair.</p> <p>Celebrity look a like: Emma Stone, Julianne Hough, Anne Hathaway, Nicole Kidman</p>	<p>Light solutions between 5% and 8% DHA</p> <p>Client can adjust shower time to less than 8 hours for a lighter tan if needed.</p> <p>Rapid Tans shower as directed on solution bottle.</p> <p><b>**Can turn orange easily**</b></p>
Type 2	<p>Appearance: Light to fair skin. Blonde, or Light Brown hair. Blue, Grey, Green or Hazel colored eyes.</p> <p>Skin Undertones: Beige</p> <p>Skin Reaction to UV sun exposure: Burns easily, Rarely tans. When they burn they have pain, peeling and/or redness.</p> <p>Wears cosmetic foundations in Fair, Light or Beige.</p> <p>Celebrity look a like: Katie Holmes, Drew Barrymore, Angelina Jolie, Cameron Diaz</p>	<p>Light to Medium solutions between 6% and 10% DHA</p> <p>Client can adjust shower time to less than 8 hours if lighter tan needed.</p> <p>Rapid Tans shower as directed on solution bottle.</p> <p><b>**Can turn yellow or orange easily**</b></p>
Type 3	<p>Appearance: Fair skin. Medium to Dark (Chestnut or Dark Blonde) hair. Brown, Blue, Grey, Green or Hazel colored eyes.</p> <p>Skin Undertones: Golden Honey</p> <p>Skin Reaction to UV sun exposure: Sometimes burns, Usually tans.</p> <p>Wears cosmetic foundations in Medium, Beige or Honey</p> <p>Celebrity look a like: Sandra Bullock, Jessica Alba, Demi Moore, Eva Mendez</p>	<p>Medium solutions between 8% and 10% DHA</p> <p>Rapid Tans shower as directed on solution bottle.</p> <p><b>**Easiest to tan**</b></p>
Type 4	<p>Appearance: Light brown to tan skin. Dark (typically shades of brown) hair. Brown or Hazel colored eyes.</p> <p>Skin Undertones: Deep Caramel Skin Reaction to UV sun exposure: Hardly ever burns, Easily tans.</p> <p>Wears cosmetic foundations in Medium to Dark</p> <p>Celebrity look a like: Beyonce, Tyra Banks, Kim Kardashian</p>	<p>Dark solutions bewteen 10% and 12% DHA</p> <p>Rapid Tans shower as directed on solution bottle.</p> <p>May be difficult to create DHA tan of the same darkness of a UV tan.</p>

## Expert Tips

-If you take your spray gun apart DO NOT DO THIS OVER A SINK. Disassemble over your counter, preferably in a large bowl or on a towel.

-Do not spray HOT water through your gun. Only use cold or warm water.

ALWAYS spray away from your machine.

-Spray water through your gun when you are done spraying for the day. Then take the cup off and pull trigger to spray the gun dry.

-To test solutions to see if they are still developing, use a q-tip and apply a quarter size spot on your body in a discreet area and let the tan develop the amount of hours required. Tanning solution will not hurt you. This helps in case your solution was frozen or heated in shipping and you're not sure if it's still good.

-Store solution in cool dry area.

# Frequently Asked Questions

## **Do I need to have a certification in order to spray clients?**

In general no. Sunless solutions rely on natural ingredients approved by the FDA. However you need to make sure you are following proper protocols that your state mandates.

## **Which solution do I use?**

It can be overwhelming deciding what to use with all the options out there. They all boil down to basically 2 different types of solutions, overnight and rapid tans. The client will wear overnight solutions anywhere from 6 - 12 hours depending on the brand and darkness level they are looking to achieve. Rapid tans are typically 1 - 6 hours. They are ideal for clients who do not have a lot of time. For business owners, rapid tan products offer a "customizable" solution that allows you to service a variety of skin tones with one solution.

## **How much solution do I use?**

You will use 1.5 - 2.5 ounces of solution per full body tan depending on the size of your client. You will get approximately 16 tans out of a liter of solution and 64 tans out of a gallon of solution.

## **What is the difference between DHA and bronzers?**

Bronzers serve 2 purposes but are simply cosmetic and give an "instant" tan and allows you to see where you are spraying. Bronzers will wash off when the client showers. DHA (dihydroxyacetone) is a clear ingredient that actually reacts with the outer layer of skin to develop the tan.

## **How long will the tan last?**

Typically a tan will last 3 - 7 days depending on the client and the products that they use as well as if they prepared properly. \*refer to before and after care instructions

## **What happens if I have a walk in client?**

Walk-ins typically have not prepped properly for optimal results however, you can still spray them. Be sure to have some kind of exfoliating wipe or pH spray on hand as well as disposable bras and panties for these scenarios.

## **What resell items should I carry?**

Pre-sunless and post-sunless retail items will include tan extending lotions, non-dha lotions that will not strip the tan, body washes that will not strip the tan, exfoliators or scrubs, application mitts for tan extenders, shimmer spritzers, and facial tanners.

## **What do I need to give the client at their appointment?**

You will want them to sign a waiver and then provide pre-tan and post-tan instructions to achieve best results.

## **How do I direct the client to remove their spray tan?**

Once developed, there is no way to remove the tan. A sunless tan has to fade on its own. However, to help speed up the process they can use oil based products, soak in a hot bath with epsom salt, or exfoliate daily. They can also try using baking soda or lemon juice to help break down the tan.

The best course of action is to wait it out and allow the tan to fade as the skin naturally exfoliates itself and regenerates.

# Tan Gone Wrong

Problem	Cause	How To Fix It
The tan is speckled.	The solution dial is open too much.	Remove the spray gun from the hose and dry the area. This will help it to blend better. Do not panic, the tan will not turn out speckled. You are simply seeing the cosmetic bronzers.
	The solution dial isn't opened enough  Note: This speckling will be spaced out and you will see your client flesh color still	Fully close and reset your solution dial. Most solutions you only need to unscrew the dial one and a half times to get the optimal atomization. However, this can vary on the needle size in the spray gun and the thickness of the solution you are using. Start with a turn and a half then make adjustments from there.  *Expert tip: To close, turn the dial clockwise until tight. Then make a dot on the dial to help measure your turns accurately. (Refer to manual for step by step instructions)
Clients palms are orange	Accidentally got sprayed	Before you begin spraying apply barrier cream to palms. While spraying forearms, ask client to flip their wrists down to alleviate spraying their palms.
	Client touched their skin before showering.	Be sure you stress to your client not to touch their skin before they rinse to avoid getting DHA on their palms.
Stained clothing	Bronzer rubbed off on clothing	Advise your client to wear dark loose fitting clothing for the appointment.
Stained sheets	Bronzer rubbed off on sheets	Advise client to rinse before bed. If this is not possible tell them to lay on a old sheet or towel.
Tan build up in body creases.	Solution has run into or built up in body creases like the neck and elbows.	If you notice solution is running, remove the spray gun from the hose and dry the area. You can also buff the area with an application mitt if you prefer.
Client is orange	DHA % is too high	Use a lower DHA % next time or have the client shower sooner.
	Sprayed too much solution on client	On average you will only use 1.5 to 2 oz of solution for a full average body tan. Using more than this is oversaturation causing the client to turn orange.  <b>It is crucial that you get your color guides correct to prevent this from happening. Once the tan has developed there is no magic way to get it off</b>
Hair discoloration	Lighter hair and blondes can see change in hair color if sprayed.	Make sure that your client has their hair pulled up and out of the way and they are wearing a hair cap.
Solution is green	If it is green right out of the bottle it has oxidized and may not develop.	If you purchased within 30 days and are just opening the solution for the first time then, you should contact the supplier.  If you have previously opened the bottle and let it sit, you are seeing the oxidation process. Make sure that between uses you are tightly sealing the bottle to prevent air from getting in, you are storing the solution in a cool dry area and that you are not compromising the solution by pouring excess back into the bottle after a spray session.
	If it is normal colored in the spray gun but turns green when hitting the clients skin.	If the solution turns green after being sprayed on the client, they have something on their skin that is causing this reaction with the DHA. Their tan will still develop normal. This is usually seen under the arm and the solution is reacting to deodorant the client has on.

# Tan Gone Wrong

Problem	Cause	How To Fix It
While spraying the client solution is beading on the skin	Barrier on skin	The client may have lotion or other product on their skin. Gently exfoliate the area to remove the barrier.
	You are spraying too close	Back up. You want to maintain a 6 - 8 inch distance from the end of the spray gun to the body for optimal results.
	You are spraying too slow	Speed up. You want to move at a nice steady pace. Not so fast that you aren't getting good coverage and not so slow that you have solution dripping down your client. <i>*Expert Tip: Practice using water to find your perfect pace.</i>
	Solution dial is open too far	Fully close and reset your solution dial. Most solutions you only need to unscrew the dial one and a half times to get the optimal atomization. However this can vary on the needle size in the spray gun and the thickness of the solution you are using. Start with a turn and a half then make adjustments from there. <i>*Expert tip: To close, turn the dial clockwise until tight, then make a dot on the dial to help measure your turns accurately.</i>
Brown speckles or "dots" on the skin	Solution has collected in the hair follicle.	Client should avoid waxing or shaving 24hrs prior to appointment
		Avoid heat. Even though your client may not like the cold, by heating the room or using the heat function to dry them off, you run the risk of their pores opening.
The tan is streaky	Solution was sprayed too heavy and didn't dry fast enough before dripping.	Make sure that you are starting and finishing just off the body with each stroke and that you are holding the spray gun level about 6-8 inches off the body, moving at a steady pace all the way through.
	<u>After the appointment</u> Customer did not prep properly.	If the client did not properly exfoliate, what they are seeing is the skin naturally exfoliating which can be inconsistent. They can use a gradual tanning lotion to help even that area.
	<u>After the appointment</u> Customer is using products that are stripping the tan.	Make sure your clients are not using soaps or lotions that will compromise their tan. They can use a gradual tanning lotion to help fill in where the streaks are.
Tan is uneven	Client did not exfoliate properly prior to tan	Client may not have exfoliated their skin at all or missed areas while exfoliating.
	There is some type of a barrier on the skin	Be sure when applying barrier cream to the client prior to spraying that you do not go outside of the elbows, knees, ankles, feet and hands. Also make sure that once barrier cream has been applied to the clients hands that they do not touch themselves anywhere as this will affect the tan.



# Step By Step

## Before you begin spraying

-Apply barrier cream to your clients hands, elbows, knees and feet. Make sure client is wearing sticky feet and hair cap is correctly positioned.

-Let your client know what to expect and the work flow you will go in.

### Expert Tips:

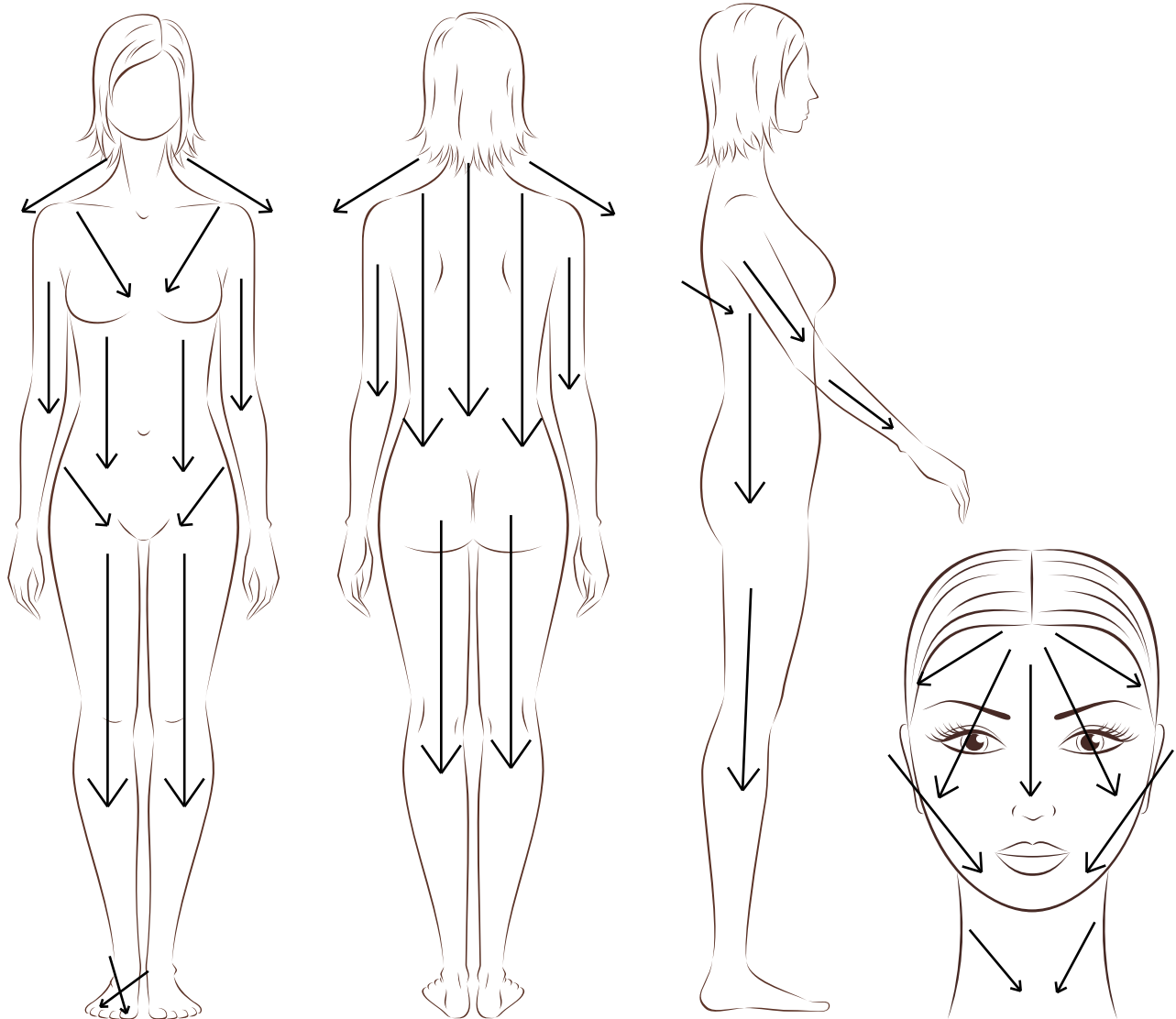
-Keep a steady pace for a consistent and even tan

-Ask clients to turn 90 degrees to their right until you have covered their entire body. Make sure they have a slight bend in their joints to prevent wrinkling.

-Always spray top to bottom

-Always start just off the body when spraying to avoid high concentration spots

## Vertical Technique



**Step 1** - Begin spraying your client with their back towards you. Start just off their shoulders and go to waist level. Next spray the back side of their arms stopping at their wrists. Ask client to bend slightly forward then spray from waist to feet.

**Step 2** - Have client turn 90 degrees and raise their arm creating a straight line with their body. (If nude-This will ensure you can easily reach under female clients breasts. For women with larger breasts, if this is not enough, ask them to gently hold them up with their fingers and be very careful not to spray their fingers.) Begin spraying slightly above the arm pit just off the body making a sweeping motion as you make your way to their waist. Then make your way from their waist to feet.

**Step 3** - Have your client turn 90 degrees again, they should be facing you at this point. Begin spraying just off their shoulders spraying to their waist line. (If nude- women with larger breasts will need to raise their arms and if this is not enough, ask them to gently hold them up with their fingers and be very careful not to spray their fingers.) Next you will spray the front of their arms to their wrists. To spray their hands ask them to make a wide claw with their hands, then make an X pattern starting just off their wrists to the opposite side of their hand. Then spray from their waist to feet. Make an X when spraying the top of their feet. Start just off their foot by their ankle to the opposite side of their foot. Ask them to make a 45 degree angle to spray the inside of their legs

**Step 4** - Ask client to turn 90 degrees and repeat step 2

**Step 5** - Have client turn back to face you. You will now spray their face and neck. Have client slightly tilt head back to spray neck.

**Step 6** - Blow any wet areas dry

### Standing Positions

