

Scalp Micropigmentation
By
New Style

SMP Training Curriculum

Written by: Miguel Rosas

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What is Scalp Micropigmentation? (SMP)

A hair tattoo or scalp micropigmentation is a non-surgical, superficial cosmetic tattoo that gives the illusion of a close buzz cut hairstyle on a bald head or density to a thinning crown. The procedure can also be used to conceal scars from hair transplantation and hide the visual impact of burns or scars on the head. Scalp micropigmentation can be performed on all ethnicities. In contrast to traditional tattoos, this treatment is superficial in that it penetrates the epidermal level of the skin, and ink is deposited in the upper dermal level of the skin in order to avoid macro impressions. The advantage of this procedure is that the hairline can be adjusted or touched up with relative ease.

The cost of scalp micropigmentation depends on a variety of factors, such as location, proximity of the clinic, and the severity of hair loss. The procedure takes three to four sessions which usually last about two-three hours each. The chosen ink color matches the current color of the hair follicle. Although scalp micropigmentation is a permanent treatment, it can be removed with laser treatment. There are no scientific data on whether people have suffered side effects over the past ten years as long as the ink used is from a reputable distributor. Practitioners may opt to perform a small patch test on an inconspicuous part of the scalp before performing the full treatment to rule out allergies to the pigment. When researching a location that offers this service, the hairline is one of the most crucial aspects of the treatment. If this procedure is not done properly, it can in some cases leave the patron with an unnatural finish.

Sanitation Practices

SMP CLINIC SANITATION STANDARDS

SMP professionals use rules known as universal precautions to prevent the spread of illnesses during procedures. The precautions are part of the Bloodborne Pathogens Rule issued by the U.S. Environmental Protection Agency (EPA).

These same rules apply to hospitals and doctors' offices. SMP artists must also take special safety measures regarding their hands. While gloves help prevent disease transmission, bacteria thrive in the warm, damp environment of gloves.

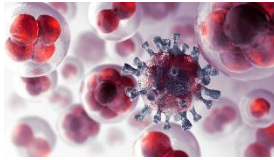
These precautions include:

- Washing hands thoroughly and often, with soap and hot water.
- Inspect hands for cuts or sores and use bandages to cover them.
- Remove hangnails and keep nails short to prevent punctures to gloves.
- Refrain from tattooing when experiencing lesions, dermatitis, or allergic reactions.
- Checking gloves for pinhole tears during tattooing since petroleum-based ointment erodes latex.
- Needles should always be a single-use product.
- Anything that touches the skin should be a single-use product, including the pencil or marker used to outline the design or the transfer paper.
- Pouring ink in advance.
- Using clean tissue to open ink bottles during tattooing.
- Preventing ink bottle nozzles from touching contaminated surfaces.
- Never blow excess ink from needles.
- Spraying liquid soap into a tissue, not directly on the bleeding area since blood can become airborne when the spray hits.
- IF ever using a wax marker to reset a smeared line, it must be new.
- Making sure the chair is properly covered with fresh plastic wrap in location where client's hands and arms rest and where the clients head rests.
- Always use a new cover wrap on the headrest for each new client.



- Properly plastic wrap your machine with clean hands.
- After performing the procedure, remove the plastic with gloves still on. Once you remove the plastic, remove the gloves and wash your hands. Once your hands are washed, with a clean paper towel grab the machine with one hand, using your other hand, spray disinfectant on the machine and let it sit for the appropriate time that the chemicals will need to kill any bloodborne pathogens.

BLOODBORNE PATHOGENS



Bloodborne pathogens are infectious microorganisms present in blood that can cause disease in humans. These pathogens include, but are not limited to, hepatitis B virus (HBV), hepatitis C virus (HCV), and human immunodeficiency virus (HIV), the virus that causes AIDS.

What is Hepatitis B-Hepatitis B is a serious liver infection caused by the hepatitis B virus (HBV). For some people, hepatitis B infection becomes chronic, meaning it lasts more than six months. Having chronic hepatitis B increases your risk of developing liver failure, liver cancer or cirrhosis — a condition that permanently scars of the liver. Most adults with hepatitis B recover fully, even if their signs and symptoms are severe. Infants and children are more likely to develop a chronic (long-lasting) hepatitis B infection. A vaccine can prevent hepatitis B, but there is no cure if you have the condition. If a person is infected, taking certain precautions can help prevent spreading the virus to others.

What is Hepatitis C-Hepatitis C is a liver disease caused by the hepatitis C virus. When someone is first infected with the hepatitis C virus, they can have a very mild illness with few or no symptoms or a serious condition requiring hospitalization. For reasons that are not known, less than half of people who get hepatitis C are able to clear, or get rid of, the virus without treatment in the first 6 months after infection. Most people who get infected will develop a chronic, or lifelong, infection. Left untreated, chronic hepatitis C can cause serious health problems including liver disease, liver failure, liver cancer, and even death.

What is HIV-

HIV stands for the human immunodeficiency virus:

H - Human. This virus infects human beings.

I - Immunodeficiency. This virus attacks a person's immune system. The immune system is the body's defense against infections, such as bacteria and viruses.

V - Virus. A virus is a type of germ too small to be seen even with a microscope.

HOW ARE BLOOD BORNE PATHOGENS SPREAD?

According to the American National Red Cross: “Bloodborne pathogens, such as bacteria and viruses, are present in blood and body fluids and can cause disease in humans. The bloodborne pathogens of primary concern are **hepatitis B, hepatitis C** and **HIV**. These and other bloodborne pathogens are spread primarily through:

- **Direct contact.** Infected blood or body fluid from one person enters another person’s body at a correct entry site, such as infected blood splashing in the eye.
- **Indirect contact.** A person’s skin touches an object that contains the blood or body fluid of an infected person, such as picking up soiled dressings contaminated with an infected person’s blood or body fluid.
- **Respiratory droplet transmission.** When a person inhales droplets from an infected person, such as through a cough or sneeze.
- **Vector-borne transmission.** A person’s skin is penetrated by an infectious source, such as an insect bite.

Sharps and Regulated Medical Waste Disposal

Many tattoo needles are one-time use only and should be disposed of in an FDA-approved, puncture-resistant, sharps container after use. Scalpels, needles, razor blades, disposable razors, and other sharps used in body modification or to create an indelible mark on a client must also be deposited into the sharp’s container.



Sharps containers should be at a level that is easy for the body artist to discard sharps immediately after they have finished using it. This reduces the possibility of accidental injuries to the client or artist. These containers should be replaced when they become two-thirds full to ensure that they do not spill over or create a dangerous situation for an accidental needlestick.

Sharps incorrectly placed in a trash can are not only dangerous, creating an opportunity for an employee, client, or sanitation worker to be stuck, but also illegal.

Disposal and Trash- A new Trash bag must be used for each new client throughout the day. Once the procedure is 100% done, tie the bag off so that nothing can fall out before disposing.



LEGAL PRACTICES OF SMP

The requirements for practicing legally in most states include the following:

- Tattoo or Body art license
- Bloodborne Pathogen Certification
- Health inspection in the place of operation
- Tax ID number
- Business insurance
- Local/City/County Business License



Once these requirements are met, and you have completed your required state laws on the set up of your facility, a health inspector will inspect your workstation and you will have to show them how you properly clean and sanitize your tools and workstation after each client. Make sure to follow the standards of your state by going online to find the health inspection guidelines for tattoo/body piercing standards. It is important to follow the legal practices as these are set to ensure the health and safety to not only your clients but also to the professional.

For Texas please direct to the **website** <https://www.dshs.texas.gov/tattoo-piercing/licensing.aspx#>

MARKETING/ADVERTISING

The following are platforms and strategies for advertising and marketing:

- Website
- Google
- Facebook
- Tic Tok
- Instagram
- Billboards
- Business Cards
- Referrals/Word of Mouth
- Radio/TV



WEBSITE

Marketing plays a crucial role in the expansion of any business. Having a website makes it easy to spread a word about your business when people are searching for them. Let us say your offline business is doing well, and now you want to expand it online. If you have a website, you can make it appear on a Search Engine whenever people search using a keyword. There are two types of marketing method that makes this possible. One is [Search Engine Optimization \(SEO\)](#), and the second is Search Engine Marketing (SEM). The SEM is sometimes also referred to as Pay Click (PPC). Besides [SEO and PPC](#), you can also market your website using social media, display Ads, and other techniques. You can set up a target audience of your choice and use demographics like age, gender, location, and more for the same. You can go as broad as you want or as niche as you wish.

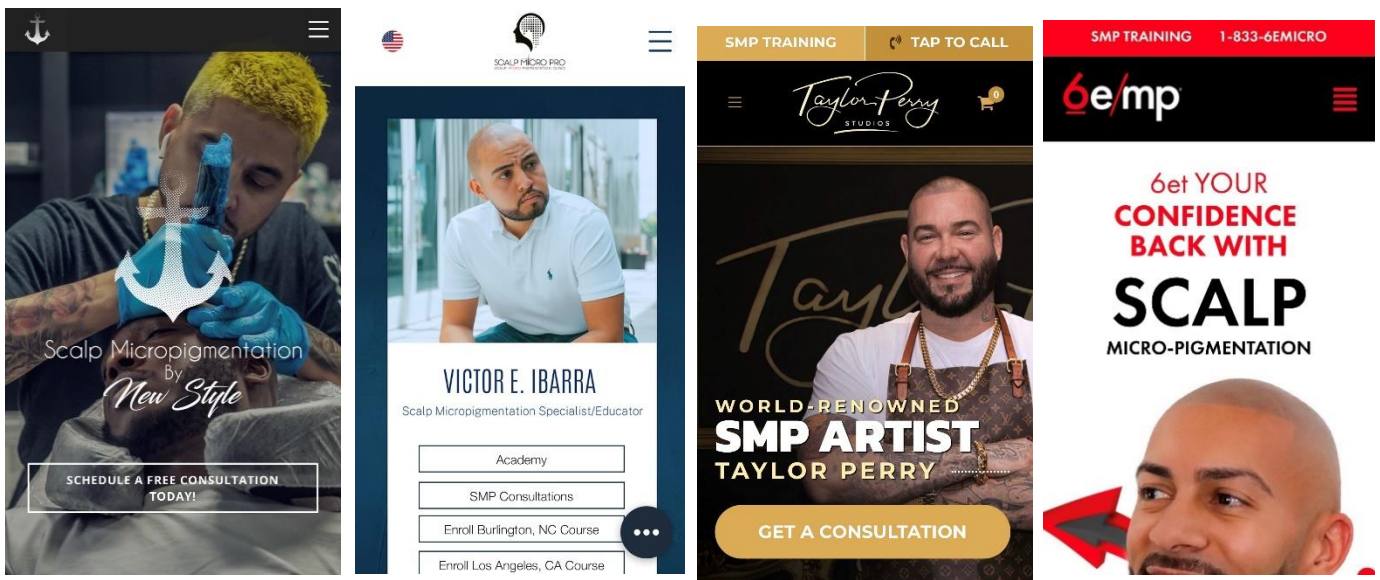
A [digital marketing](#) agency with proven success records helps you create and execute a marketing plan for your business that would drive relevant users to your website.

Websites are very important for SMP because it shows professionalism and creates a piece of mind in the potential clients who are browsing and shopping around for professionals. A website shows that you have an extraordinarily solid foundation set for your business and that you are not a “Joe Schmo” who is just out there doing a side hustle. The website is also especially important because when it is utilized and set up properly it can do a lot of recruiting for new potential clients. When trying to get the most traffic to your website, the best way is using an SEO. **SEO Stands for Search Engine Optimization.**

What does a SEO company do?

- An SEO company helps you to get a better search engine rank and boost up your earnings by increasing your business leads.
- An SEO company helps you to generate organic traffic towards your website.
- A good SEO company will provide you with the best and effective result in terms of expanding your business.
- Given the wide range of campaigns, most SEO projects cost between **\$400/month to \$10,000/month** depending on level of service. These projects can range from working with an hourly consultant to hiring an agency for monthly SEO.

Using and SEO for your SMP business is worth it when looking at the numbers involved. If an SMP artist is averaging \$3,000 per service and you get at least one lead per month, then it's more than worth the investment. Do not sleep on this. You will wake up with emails of inquiries that can and will be potential clients. A lot of people do not know about the way this works and/or they don't want to invest in themselves.



Search Engine Marketing (SEM): What It Is & How to Do It Right

Search engine marketing, or SEM, is one of the most effective ways to grow your business in an increasingly competitive marketplace. With millions of businesses out there all vying for the same eyeballs, it has never been more important to advertise online, and search engine marketing is the most effective way to promote your products and grow your business.

In this guide, you'll learn an overview of search engine marketing basics as well as some tips and strategies for doing [search engine marketing](#) right.

Search Engine Marketing – An Overview

Search engine marketing is the practice of marketing a business using paid advertisements that appear on search engine results pages (or [SERPs](#)). Advertisers bid on keywords that users of services such as Google and Bing might enter when looking for certain products or services, which gives the advertiser the opportunity for their ads to appear alongside results for those search queries.

These ads, often known by the term pay-per-click ads, come in a variety of formats. Some are small, text-based ads, whereas others, such as product listing ads (PLAs, also known as Shopping ads) are more visual, product-based advertisements that allow consumers to see important information at-a-glance, such as price and reviews.

Search engine marketing's greatest strength is that it offers advertisers the opportunity to put their ads in front of motivated customers who are ready to buy at the precise moment they're ready to make a purchase. No other advertising medium can do this, which is why search engine marketing is so effective and such an amazingly powerful way to grow your business.

SEM vs. SEO

SEM versus SEO: What's the difference?

Generally, "search engine marketing" refers to paid search marketing, a system where businesses pay Google to show their ads in the search results.

[Search engine optimization, or SEO](#), is different because businesses don't pay Google for traffic and clicks; rather, they earn a free spot in the search results by having the most relevant content for a given keyword search.

Both SEO and SEM should be fundamental parts of your online marketing strategy. SEO is a powerful way to drive evergreen traffic at the top of the funnel, while search engine advertisements are a highly cost-effective way to drive conversions at the bottom of the funnel.

Keywords: The Foundation of Search Engine Marketing

Keywords are the [foundation of search engine marketing](#). As users enter keywords (as part of *search queries*) into search engines to find what they're looking for, it should come as little surprise that keywords form the basis of search engine marketing as an advertising strategy.

SEM Keyword Research

Before you can choose which keywords to use in your search engine marketing campaigns, you need to conduct comprehensive research as part of your [keyword management](#) strategy.

First, you need to identify keywords that are relevant to your business and that prospective customers are likely to use when searching for your products and services. One way to accomplish this is by using WordStream's [Free Keyword Tool](#).

Simply enter a keyword that's relevant to your business or service and see related [keyword suggestion](#) ideas that can form the basis of various search engine marketing campaigns.

WordStream's Free Keyword Tool provides you with a range of valuable information, such as search volume for each individual keyword in Google and its general competitiveness.

Free Keyword Tool



The screenshot shows the WordStream Keyword Suggestion Tool interface. At the top, a blue header contains the text "Keyword Suggestion Tool" and "You have 24 of 30 free searches remaining." Below this is a search input field containing the text "building materials". To the right of the input field is a blue button labeled "GET KEYWORD IDEAS". At the bottom of the interface, there are two checkboxes: "Adult keyword filter on" (checked) and "Nichefy keyword results" (unchecked).

Keyword Suggestion Tool
You have 23 of 30 free searches remaining.

Results for: building materials / Showing top 100 of 6,438 keywords RESET

Keywords	Relative Frequency	Google Search Volume	WS Search Volume	Competition	Remove from List
building materials		10,000	10	High	<input type="checkbox"/>
building materials diy		10,000	10	High	<input type="checkbox"/>
industrial building materials		10,000	10	High	<input type="checkbox"/>
used building materials		10,000	10	High	<input type="checkbox"/>
recycled building materials		10,000	10	High	<input type="checkbox"/>
building materials construction		10,000	10	High	<input type="checkbox"/>
green building materials		10,000	10	High	<input type="checkbox"/>
sustainable building materials		10,000	10	High	<input type="checkbox"/>
home hardware building materials		10,000	10	High	<input type="checkbox"/>
hardware building materials		10,000	10	High	<input type="checkbox"/>
building materials windows		10,000	10	High	<input type="checkbox"/>

6,338 more keywords available GET FULL KEYWORD LIST 1 2 3 4 5 ... >> [See All](#)

In addition to helping you find keywords you should be bidding on, thorough keyword research can also help you identify *negative keywords* – search terms that you should exclude from your campaigns. [Negative keywords](#) are not terms with negative connotations, but rather irrelevant terms that are highly unlikely to result in conversions. For example, if you sell ice cream, you might want to exclude the keyword “ice cream recipes”, as users searching for ice cream recipes are unlikely to be in the market for your product.

This concept is known as *search intent*, or the likelihood that a prospect will complete a purchase or other desired action after searching for a given term. Some keywords are considered to have *high commercial intent*, or a strong indication that the searcher wants to buy something. Examples of high commercial intent keywords include:

- Buy
- Discount(s)
- Deal(s)
- Coupon(s)
- Free shipping



The most important part of doing SMP besides being good at doing SMP is advertising yourself. "You can have the best product out there but if you don't know how to properly spread the word, then it's just useless information. Utilize these tools, make the investment and earn thousands."

Billboard Advertising

The cost of billboard advertising depends on format, circulation, demographics, and impressions. Physical billboard costs average **\$750 to \$1,500 per month** in rural areas, \$1,500 to \$2,000 in small to midsize cities, and \$14,000 and up in larger markets.



Billboards are a great way to get people to know about your services. The investment on this is going to be pricey but well worth it. Make sure to choose a location that makes sense for the demographics that you choose to target.

Demographics- statistical data relating to the population and particular groups within it.

It is very important to know the demographics of your target market. This will go far when you are on Facebook, Google, Instagram, etc. when choosing the “likes and interests” of those who you are targeting. When targeting your demographics, things such as household income, sports, food, music, movies, tv shows, and more will be just some examples of likes or interests of the people who you may be targeting.

Business Cards



Despite digital marketing, business cards are still just as important as any other sort of advertising. Examples of why business cards are very important:

- Give a personal touch
- Make a quick first impression
- Appropriate in some cultures
- They are direct marketing tools
- Makes your business referable
- Build Trust
- They can also be used as a networking tool

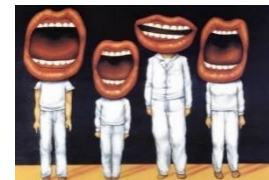
A business card may carry all the information that easily directs a potential client to all digital platforms such as websites, Instagram, Facebook, LinkedIn, etc.

Q R Code-In practice, QR codes often contain data for a locator, identifier, or tracker that points to a website or application.

Adding a Q R code to a business card is a great way for people to easily scan the code with their phone and be immediately redirected to your links, website(s).



Word of Mouth Advertising



People often wonder whether word of mouth is better than advertising. The answer? **Yes**. But not always. A great deal of research finds that word of mouth is more effective than other types of marketing. Whether compared to traditional advertising, media mentions, or promotional events, word of mouth is more useful in creating new users and customers.

Another reason why word of mouth is an effective marketing method for affiliate marketing is that it can have a significant impact on the effectiveness of your other marketing campaigns. Once potential customers have heard about your business from other consumers, they will be much more likely to click on a banner or text ad.

Radio/ TV



What are the advantages of TV and radio advertising?

The commercials aired on radio and televisions are an essential part of **broadcast advertising**. The broadcast media like radio and television reaches a wider audience as opposed to the print media.

Advantages for advertisers unlike advertising in print media, advertisers on television and radio can present a face or voice to represent a company or product. This can be accompanied by an array of production techniques, such as music and special effects.

As a general rule, TV stations charge you to produce your commercial (prices range from about **\$200 to \$1,500**), while radio stations will put your ad together for free. However, some independent TV stations will include production for free if you enter into an agreement to advertise for at least three months.

Conclusion- Advertising and marketing when used appropriately, can create brand awareness, appeal, and credibility. With the amount of competition in today's market, what steps will you take to set yourself apart from others, what investments will you make on advertising to get your business out there, how will you paint the picture of your business that will appeal to others who have been shopping around the internet looking at other similar businesses and finally how will you make yourself look credible? When attracting new customers, creating awareness, appeal and credibility, these attributes will all contribute to a growing business and more clients.

Consultation

The best consultation is an in-person consultation. This is your chance to make a first impression on your new potential client. If the person is out of town, the best thing to do is to verbally talk to them on the phone rather than messaging. Your voice will give them assurance of your professionalism. Believe it or not but some people get skeptical about messages due to scams and fraudulent activity.

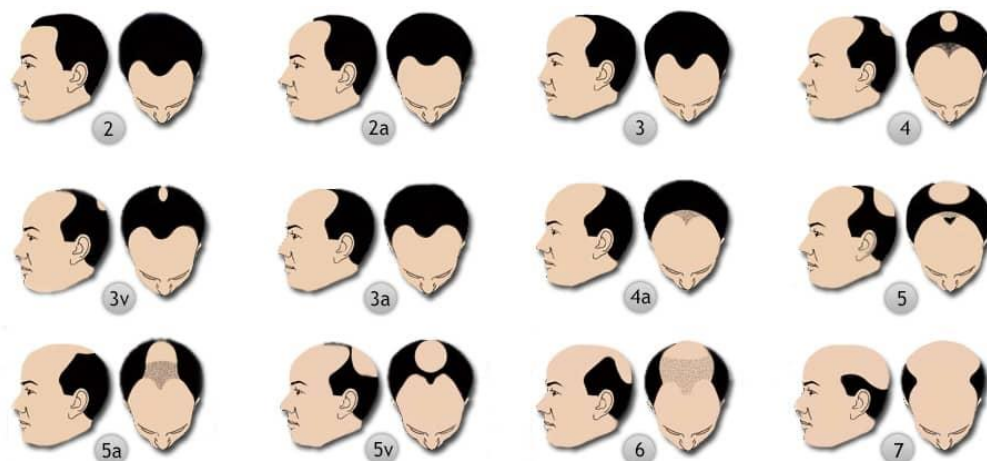


When consulting in person, you can do it in a private setting in your clinic area where you can show them examples of what their options are depending on the thinning areas of their heads, the density of their hair, or the type of hairlines that will best fit them. There are different ways of showing them examples. One way is by showing them pictures of procedures that may be relative to what they are looking for. Before and after pictures work great. Another procedure that you can do is using a hair fiber powder to fill in thinning areas of the head by applying the hair fiber to their scalp then showing them what it looks like. There is also photoshop or digital apps where you can take a picture of their head and then show them different examples of hairlines that suit them.

If a potential client messages you, try to get their phone number and call them back. A verbal conversation goes further than a typed-out message. Your voice brings clarity and confidence to them.

You want the consultation to be as professional as possible. If doing an in-person consultation, having pamphlets and business cards shows them a good impression of your professionalism. Always note on the pamphlet that all prices are different depending on the amount of work involved.

The **Norwood Scale** below shows you different types of balding patterns to go off to help you determine what you will charge. This scale helps your client to know what hair loss pattern that they are suffering from



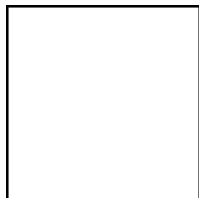
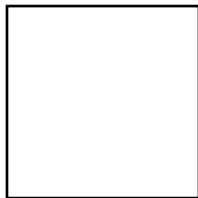
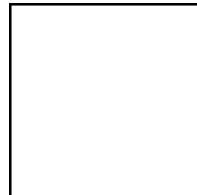
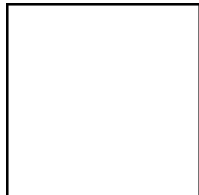
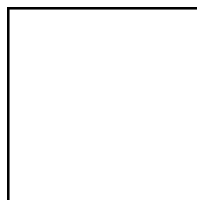
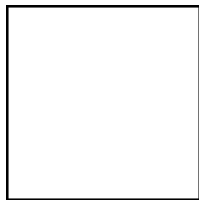
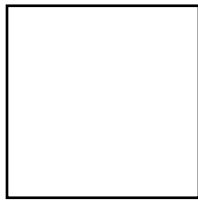
How to Space your impressions

Dot Spacing- There are three sessions in SMP. The first session session of dots are the most spaced out. The second session dots go in between the first session while the third session is adding dots (impressions) in between the 2nd session. **Impressions (noun)** is the word for what the dot is called. There are a few reasons why there is at least three sessions when doing SMP, one is because it would be very painful to make a person sit long enough to apply that many impressions. Two, there is too much risk involved if one would try to apply that many impressions in one sitting. You could accidentally apply the impressions with too dark of pigment. Another reason why the sessions are broken up is because if a person tried to apply that many in one sitting, the pigment could migrate together and cause a botched job.

Session 1

Session 2

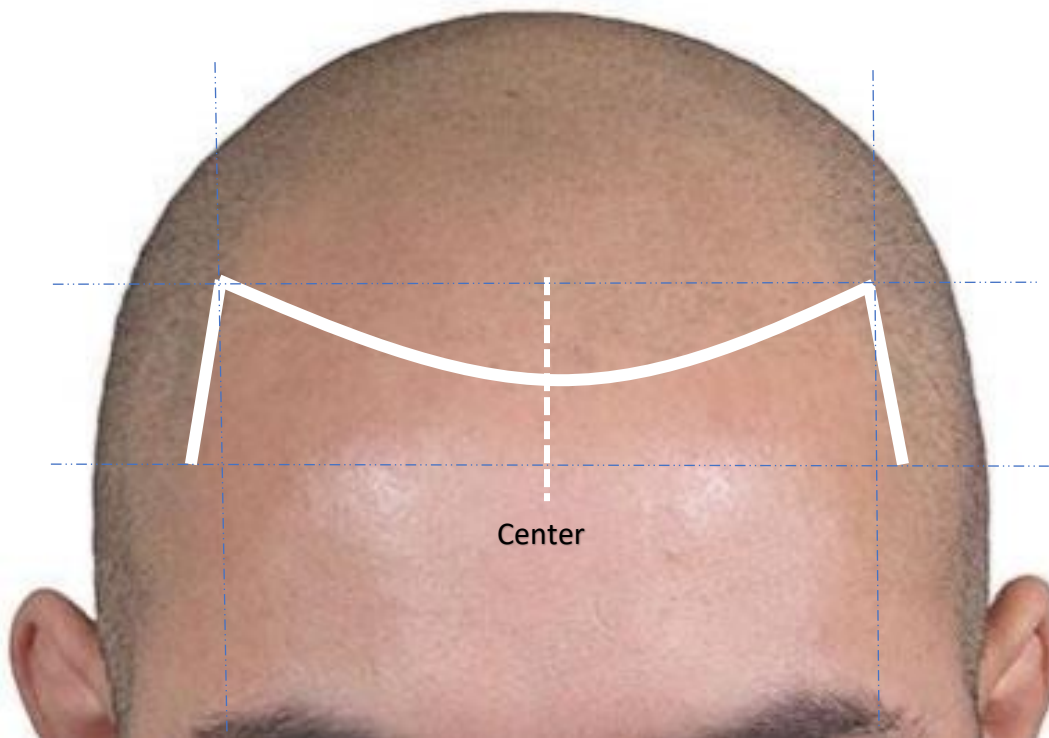
Session 3



Hairlines

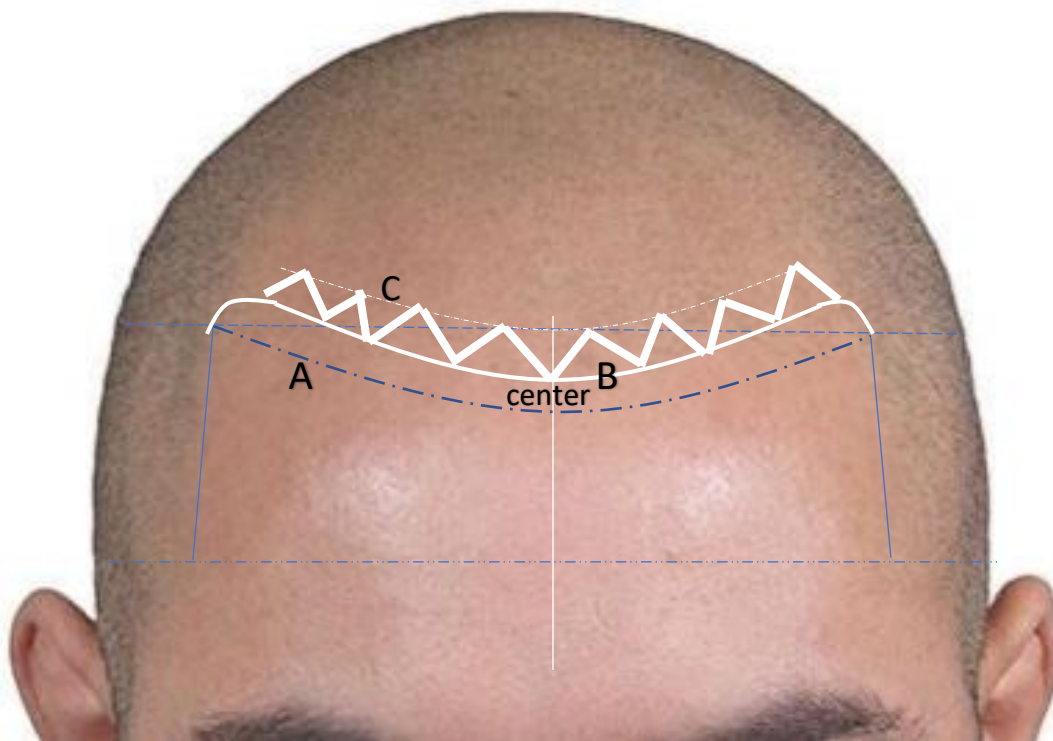
When doing hairlines there are certain factors that go into what is best for your client. You can easily find pictures of examples on instagram or on the internet. Depending on the style of the client, what they do for a living, their head or face shape or just what they think looks good will be the deciding factor on what kind of line they will want. Always suggest what you think will look best on them. The three most common hairlines are the **defined-line**, the **soft-defined** line, and the **soft-natural** line. Sometimes you can add a natural widows peak, leave a scar, create a line that has some recession to it, etc. You have to add your artistic flair and professionalism to what will look best.

Creating the Defined-line- Start with the center part of the forehead and create a vertical line. Then where the temple lines are, create a line on each side making sure they are symmetrical to the other side. If the client's temple lines are gone or receding, use the edge of the eyebrow as a guideline as to where to place the lines. Note: you can have the line at the edge of the eyebrow or about a quarter inch into the edge of the eyebrow. Once you have the three lines set, create a rounded line starting with either the left or right line moving towards the middle making sure to drop down a little and then up to the other line. Once you have the line created, you can use the flexible ruler to measure for accuracy.



Creating a Natural Line- Start with the center part of the forehead and create a vertical line. Then where the temple lines are, create a line on each side making sure they are symmetrical to the other side. If the client's temple lines are gone or receding, use the edge of the eyebrow as a guideline as to where to place the lines. Note: you can have the line at the edge of the eyebrow or about a quarter inch into the edge of the eyebrow. Once you have the three lines set, create a rounded line starting with either the left or right line moving towards the middle making sure to drop down a little and then up to the other line.

Once you have the line (A) mapped out, draw a curved line(B) parallel to the first line. Make sure to round into the corners. Now create another curved line (C) parallel to line B. After you create line C, you can now create a zig zag pattern like the picture shown. It does not have to be perfect but the low point on the zig zag should be in the center. It is ok to place the line a little higher for the first session as your client will have time to determine if he/she likes that placement. If they want it lowered down, you can always do that during the second session.



Practicing the Impressions

Directions- Rejuvenate this client's hairline by adding impressions starting with session 1 dot spacing.



Practicing the Impressions

Directions- Create a natural hairline, once the instructor checks your work, do session 1. After the instructor checks your work, complete session 2, after instructor checks your work, complete session 3.

Remember to not go too dense near the hairline. The hairline must be natural and so therefore make sure to sprinkle that area with impressions.



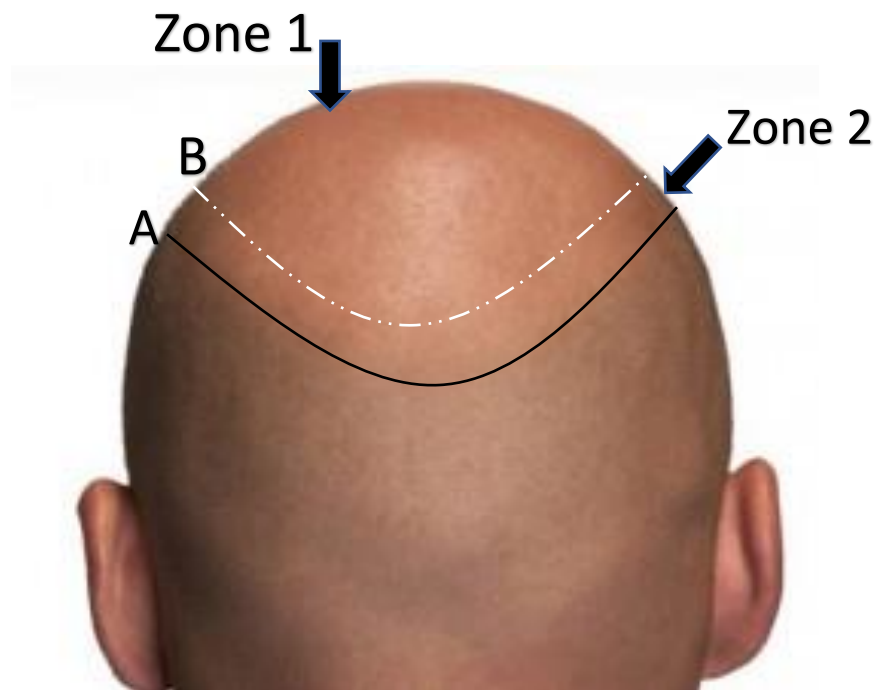
MAPPING OUT YOUR CANVAS

Line A is where the hair stubble stops

Line B is where you will draw a dotted line to map out the area where you will want to begin to blend. At this point, you will change your needle to a smaller needle and begin to use a lighter shade of pigment.

Zone 1 is the area where you will have session 1-3 in normal dot spacing. You will decide which needle and shade or pigment to use. Zone 2 is the blending zone. This zone is usually mapped out and will usually be located in areas where the hair stubble ends and is also noted when doing hairlines.

Zone 2 . This is the zone where the needle must be smaller than the needle that was used on top. This area is also where you should use a lighter pigment. Along this area is also where the density is much less than the density on top.



Directions- Apply impressions starting with session 1, make sure to not go so dense near the hairline. Finish the exercise with sessions 2 and 3.



Blending

When blending the impressions into the sides, always make sure to use a smaller needle and a lighter pigment compared to what you used on top. This will help to create a better gradience on your blend and help to make it look more natural.

Directions- Create a hairline style of your choice on this client and then apply your impressions starting with session one. Blend the impressions into the side of the head.



FUT, FUE, Alopecia and Scars blending

-Follicular Unit Transplant

-Follicular Unit Extraction

-Alopecia Areata

SMP for **FUT** scars FUT stands for **Follicular Unit Transplant**. If a client has had one of these procedures, they may have been left with noticeable linear scars. The scars from Follicular Unit Transplants are often relatively large and will usually only be completely hidden if the client lets their hair grow fairly long to cover them.

FUE scars are minimal in the recipient area but can be seen as multiple round scars in the donor area. Strip scars are linear at the back of the head, while FUE scars consist of multiple small areas, usually round.

Alopecia areata is an autoimmune disorder that causes your hair to come out, often in clumps the size and shape of a quarter

FUT Scar



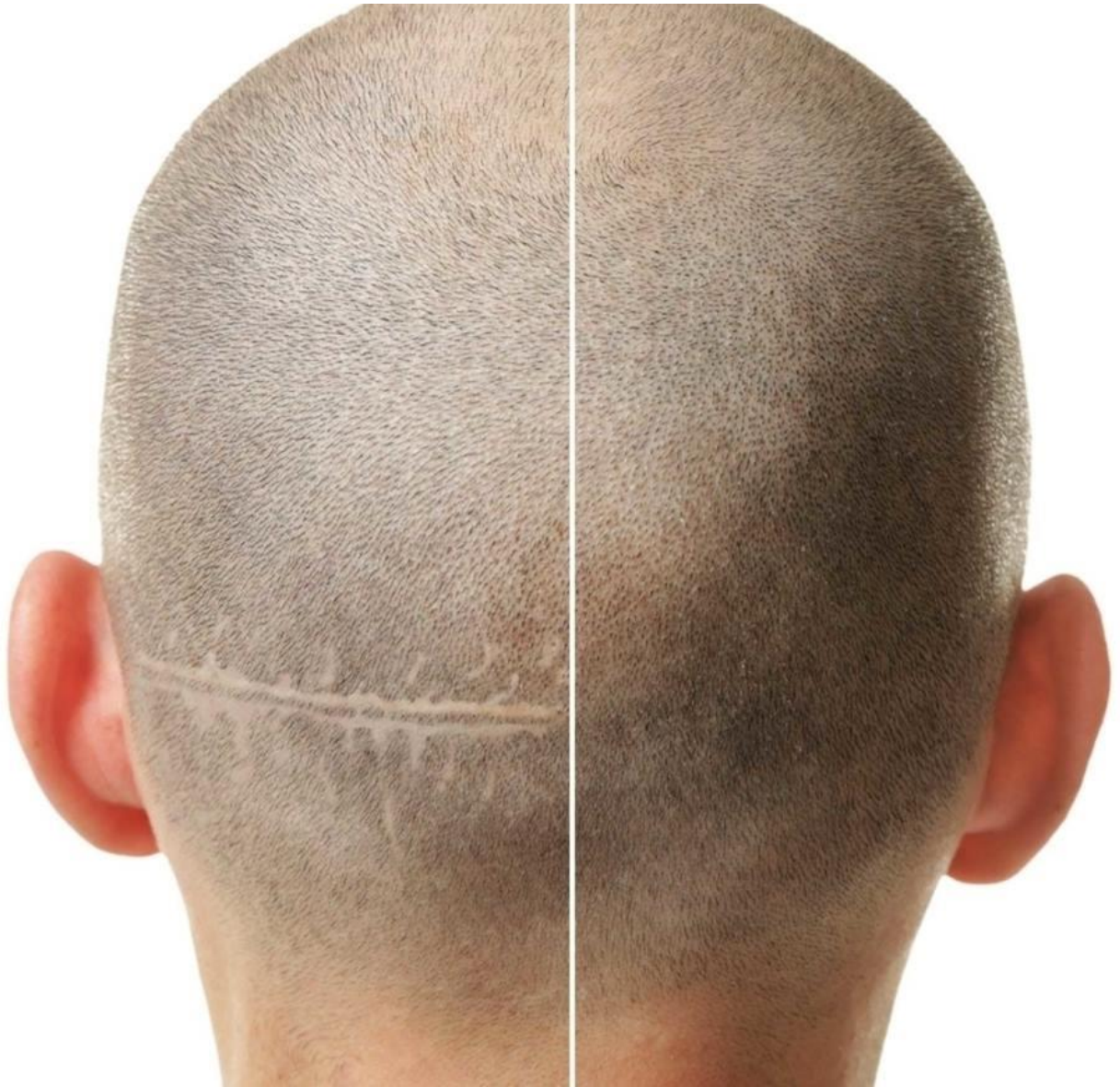
FUE Scar



Alopecia Areata



Directions- Blend scar using dot spacing from all three sessions.

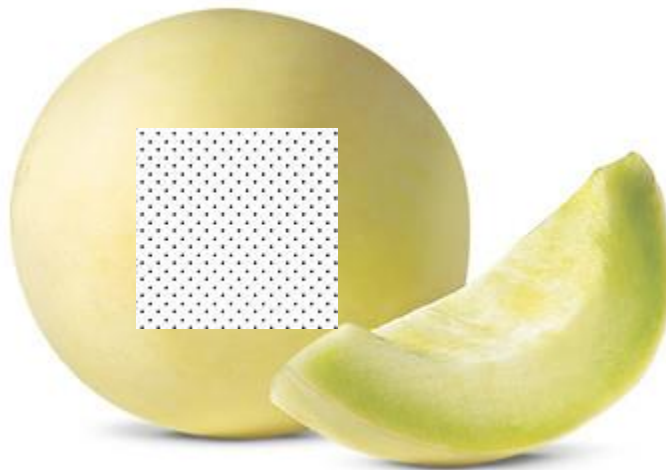


Directions- Blend FUT scar using dot spacing from all three sessions.



Practice Makes Perfect

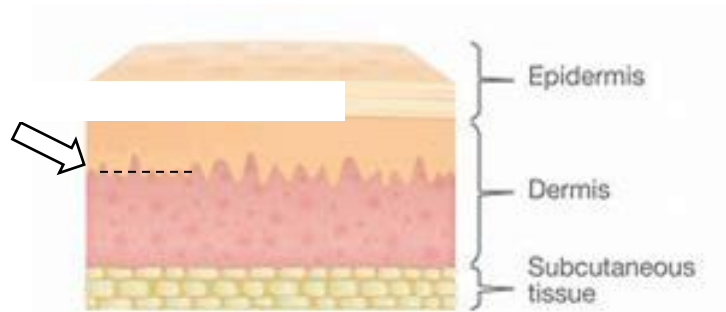
The best way to practice your impressions and spacing is by practicing on a honeydew melon. The melon has a thin layer of skin that is very comparable to human skin when inserting impressions. You can easily tell if you went too deep or not deep enough. One of the most important things to remember when practicing on a melon is the "Three-Point-Stretch." Even though the melon is smooth and tight, practice your stretch to insure proper habit building techniques. Be sure to practice on your melon in a comfortable position. Imagine you are working on a real client while doing this exercise. There is no room for mistakes so try your best. Once you have practiced on at least 3-5 melons, you will be well equipped with enough muscle memory to apply impressions on a real-life client.



Melon Exercise

Using your melon, create your hairline using your wax crayon and begin applying your first session impressions. This will take some time. When applying impressions to the melon, practice your stretching. This is the time where you should take very seriously as you are learning muscle memory so anything you do during this exercise is programming your brain to remember the movements that you are making so try your best. You will also notice that when you go too deep that the impressions will look bigger. That is a sign that you could have a possible blowout on a real head so also make sure to practice your depth during this exercise. Once you have your session-1 dots finished, go ahead and practice session 2 and then session 3.

Skin Anatomy



The **skin** is the largest organ of the body, with a total area of about twenty square feet. The skin protects us from microbes and the elements, helps regulate body temperature, and permits the sensations of touch, heat, and cold.

There are three layers of skin. The **Epidermis**, **Dermis**, and the **Subcutaneous** layer. The **Epidermis** is the outer layer of the skin and forms a protective covering over the body. It is an elastic layer on the outside that is continually being regenerated. The cells in the Epidermis are called Keratinocytes. The Epidermis can range between 0.5 and 1.5mm. The **Dermis** is the middle layer of the skin, which consists of connective tissue that helps to cushion the body from strain. The Dermis consists of 2 layers, The Papillary Dermis and Reticular Dermis. The **Subcutaneous Layer**- Subcutaneous tissue is a fatty layer of tissue found below the Dermis. This is also called adipose or sub-cutis and varies in thickness according to the age, sex, and general health of the individual. It gives smoothness and contour to the body, contains fats for use as energy and acts as a protective cushion for the outer skin.

Depth of Applying Needle.

- When implanting pigment into the Epidermis, the impressions will fade and not be very noticeable.
- The area of the dermis right under the stratum corneum is the area in which the SMP artist will want to insert the needle to disperse pigment.
- If you go any deeper into the dermis than the stratum corneum, it is very very likely that the pigments will disperse in and throughout fatty cells causing foggy impressions, migration and blowouts.
- The main goal and placement for how deep to go into the skin with the needle is right directly where the Epidermis meets with the Dermis (refer to the picture above).

Stretching the Skin

It is very very important to stretch the skin while applying impressions. The tighter the skin, the easier it is for the needle to pierce through and create nice solid impressions at the correct depth.

Three-Point-Stretch- While holding the machine with the right hand, you will use the palm of that hand to hold down and stretch the opposite way of the other hands stretch.

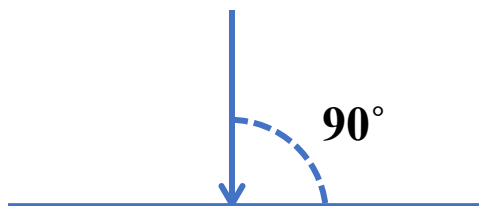
The opposite hand should be in a position where the pointer finger and the thumb are stretching apart from one another and pulling the opposite way of the other hands palm. Just remember that you cannot over stretch the skin.



How to Hold the Machine

Holding the machine is important. Improper use of the machine can lead to hand fatigue and cramping. Do not grip the machine too tight in your hand. If you notice yourself doing so, you will want to find a more comfortable way to grip the machine. While utilizing your three-point-stretch, you will be resting the side of your hand that you are holding the machine with on the scalp. Holding the machine like a pencil, you will rock your hand towards the scalp rolling it back and forth off the side part of your palm.

What Angle to insert the pigment is key to the perfect impression. SMP requires that you insert the needle into the skin at a 90° angle. It will be impossible to perfect a 90° angle so do not stress out over it. Some insertions may be between a 70° - 85° angle and it's ok.



Workstation Set-up

1. Squeeze Bottle with green tattoo soap.
2. SMP Machine
3. Power Supply or extra battery
4. Needle Cartridges ready
5. Pigment Cup(s)
6. Pre-torn paper towels
7. Pigment mixer



Prepping the Clients head

Always understand that working with a well prepped and healthy scalp, is the key to best results.

There will be things to look out for before starting the procedure:

- Make sure the scalp is moisturized and free of any dry skin.
- Make sure there is no scar tissue that is still healing.
- Make sure that your client is hydrated. You can let them know to drink water the day of.
- Make sure the client is not nervous and sweaty. A calm client is a relaxed client
- Make sure that their head is not sunburned.
- Make sure that the client has no health issues in relation to getting an SMP procedure.

1. Right before you are ready to begin the treatment, talk to them about their scalp health.
2. Clean the scalp with green soap before each procedure.
3. Apply a type of tattoo balm before and during each procedure to ensure that the scalp is moisturized.
4. Apply numbing cream if desired.

Cutting the Clients Hair



Depending on what type of procedure that you are going to do will dictate the amount of hair to cut or to leave on the client's head. If you are going to create a new hairline on a client who will wear their hair at a low stubble, you will need to cut the hair down to a zero using a trimmer. If you are doing a density procedure on a client who will wear their hair longer, you will leave the hair on the head and apply the impressions by sectioning the hair to apply in rows.

Health Issues

SMP MUST NOT BE APPLIED TO ANYONE WITH THE FOLLOWING:

- Psoriasis
- Sunburn
- Cardiac and Circulatory issues
- Allergies
- Keloid formation
- HIV
- Hepatitis A, B, C, D, E or F
- Epilepsy
- Immune System Disease
- Skin blemish on scalp, eczema, melanoma, warts.
- Under the influence of drugs or alcohol
- Hemophilia



If there are any concerns about any possibilities of the above mentioned, do not go forward with the process. And if you find out afterward that the client is suffering from any of these, stop the application immediately.



Otherwise, if not suffering from any of the above mentioned, and during treatment feels excessive pain, dizziness, or has excessive fluid discharging from the treatment area, the procedure must stop immediately.







Any client who is undergoing chemotherapy should not receive SMP services 4 weeks prior of or before one year after chemotherapy. Pigments will not reside very well into the skin and there is a possibility of radiation contamination.

Mixing Pigment

When mixing pigment based off the natural tone of your client, it is best to use the Fitzpatrick scale to create a comparison.

The Fitzpatrick scale (also known as Fitzpatrick skin typing test or Fitzpatrick phototype scale) was developed in 1975 by Harvard Medical School dermatologist Thomas Fitzpatrick to classify a person's complexion in relation to their tolerance to sunlight.

THE FITZPATRICK SKIN TYPE SCALE

I IVORY	II BEIGE	III LIGHT BROWN	IV MEDIUM BROWN	V DARK BROWN	VI VERY DARK BROWN
<p>Characteristics Pale skin, light or red hair, prone to freckles. Burns very easily and rarely tans</p> <p>Sun protection At the greatest risk of developing skin cancer. Needs to protect skin, preferably with clothing</p> 	<p>Characteristics Fair skin, likely to have light hair, blue or brown eyes. Some have dark hair but still have a fair skin. Usually burns but may gradually tan</p> <p>Sun protection At the greatest risk of developing skin cancer. Needs to protect skin, preferably with clothing</p> 	<p>Characteristics Light olive skin with dark hair and brown or green eyes. Burns with long exposure to the sun but generally tans quite easily</p> <p>Sun protection Should protect themselves in strong sunshine</p> 	<p>Characteristics Brown eyes and dark hair. Burns with very lengthy exposures but always tans easily</p> <p>Sun protection Should protect themselves in strong sunshine</p> 	<p>Characteristics Naturally brown skin, brown eyes and dark hair. Burns only with excessive exposure to the sun. Skin easily darkens further</p> <p>Sun protection Protect themselves when outdoors in the sun for a long time</p> 	<p>Characteristics Black skin with dark brown eyes and black hair. Burns only with extreme exposure to the sun. Skin very easily darkens further</p> <p>Sun protection Protect themselves when outdoors in the sun for a long time</p> 

There are many brands of pigment out there that an SMP professional can use. Most professionals will choose to use what is taught to them in the class they took. In this class you will learn how to mix pigment with a brand of A MICRO & PIGMENT.

A MICRO & CO PIGMENT RATIO CHART

		DILUTION PARTS INK - PARTS DILUTION	SHADE NUMBER
skin tone	pigment	1-20	20
light	pale white freckles	1-12	19
		1-8	18
fair	white	1-7	17
		1-6	16
		1-5	15
medium	white to light brown	1-4	14
		2-6	13
		3-6	12
olive	light brown to moderate brown	4-6	11
		5-6	10
tan	moderate brown to brown	6-6	9
		6-5	8
		6-4	7
brown	brown	6-3	6
		6-2	5
dark brown	dark brown	4-1	4
		6-1	3
		8-1	2
black	very dark brown to black; deep pigments	10-1	1
		NO DILUTION	NO DILUTION

Pain Tolerance

During the process of Scalp Micropigmentation your clients will experience the discomfort of pain. Each client is different, and the tolerance will be different. After all, the needle is piercing the skin on the scalp thousands of times.

The average person says that the pain is at about a 4. As the procedure gets into the end, that pain can get up to a 7-8. There are a couple of things that you can do to try to accommodate to their comfortability.

A couple of ways to make your job easier when it comes to you clients handling pain is reminding them to not do anything that can raise their blood pressure. Make sure to remind the client to be well rested, make sure that they do not take hot showers, or go to the gym before their procedure because their bodies will still be overheated and the chances of them sweating during the procedure is higher.

If your client is able to take pain medicine such as Tylenol or Aspirin, encourage them to take some an hour after you begin the treatment. Applying an anesthetic such as lidocaine can help as well. These products can be found on the internet.

Playing your clients favorite music or just simply talking to them to try to get them to not think about the pain is a good strategy as well.



Pre-Care

For the scalp micropigmentation pre-care: you must shave down, stay out of the sun, no alcohol, smoke, caffeine, or medications. You want to keep the skin as neutral and healthy as possible. Anything that makes the skin too rough, oily, dry, bleed, burnt, etc. as it can be detrimental to your final results.

The health of the scalp is very important when doing Scalp Micropigmentation. Making sure the scalp is wiped clean from all dry skin, excess loose hairs, and anything that can obstruct a needle from entering the skin. The best scalp is a moisturized one. Never proceed a treatment on a client who was just recently in the sun. Make sure that the client was free from wearing hats or hair pieces as well prior to the service. You want to make sure that the scalp has had good oxygen and blood flow to the head prior to the service.

Never work on a scalp that has dry patchy skin. If there are areas that are lightly dry, apply a moisturizing product that is good for skin.

After-Care

Things to Avoid right after: Day 1-day 5

- Sweating- No gym, sauna, hot tubs, etc.
- Shampoo or other chemicals are not allowed.
- No Shaving
- No Exposure to sunlight
- Touching the scalp with the hands can lead to infection if dirt gets down into open, unhealed areas.

Day 5-Day 10

- No scratching the head or exfoliating the skin. This can take off layers of the skin off which can remove the pigment.
- No sunscreen or other chemicals. While the scalp is healing, adding chemicals to the scalp can disrupt or irritate the healing process of the scalp.

Day 10- Proceed back to normal life.

Long Term Aftercare. Use sun cream on your scalp to protect the pigmentation, and don't use tanning beds as they increase the effect of fading of the scalp pigmentation. You should also use an exfoliating scrub on your scalp; this removes the dead skin cells and keeps the pigmentation looking almost as good as new. If you are in direct sunlight, wear a hat or sunscreen to protect the possibility of the pigment getting faded by the sun.



The SMP Process

Removing and prepping the hair and line:

1. Cut the hair down with a trimmer. A trimmer is a haircutting tool that usually removes the hair down to a low stubble. By leaving the hair at a low stubble, this will show you where you need to apply the impressions. Never allow your client to shave their head before a procedure.
2. Once you remove the hair, you can create the type of hairline that was talked about in your consultation.
3. Once you are satisfied and the client is satisfied with the placement of the line, you may now map out other parts of the head where higher or lower density impressions will be applied. Using your wax marker, add your lines or dots to map out those areas.
4. Wipe all excess hair and dry skin off the client's head and wipe their head down with green soap.
5. You are now ready to begin your procedure.



Setting up your station:

1. The first thing that you will want to do is make sure that your station is fully sanitized, and you put a fresh trash bag in your waste container.
2. Sanitize your hands and apply rubber or vinyl gloves before you wrap your tools.
3. Place a clean station bib on your cart/station.
4. Pre rip your paper towels and stack them on the clean bib on the station.
5. Apply plastic wrap where needed on the arms of the chair and around the area where the clients head will rest.
6. Properly wrap your machine in barrier film or a machine cover, make sure your power cord is wrapped in a cord cover. Place your gun on the clean bib on the station.
7. Place your squeeze bottle full of green soap into a bag or cover it in barrier tape. Place your green soap bottle on the clean station.
8. Get your glue stick and use it to apply glue to the pigment cap and stick it onto the bib.
9. After wrapping your pigment mixer in barrier tape, set it on the clean bib.
10. Shake your pigment thoroughly and pour it into the pigment cap once it is properly mixed. Use your pigment mixer if needed.
11. Put the right number of needles and the sizes that you will need to use for the service on the clean bib.
12. If using a head rest, make sure it is covered in a new head rest disposable net otherwise wrap it in plastic wrap.

13. Your client is now ready to get into the chair.
14. Adjust the chair or the client's position so that you are in a comfortable position to apply the impressions.
15. If needed adjust the height of your chair as well.
16. Before you apply the pigments onto the scalp make sure to wipe the head down with green soap and if needed, add a moisturizing product to the scalp.
17. You are now ready to begin the process.

Keys to applying impressions



(Very Important)

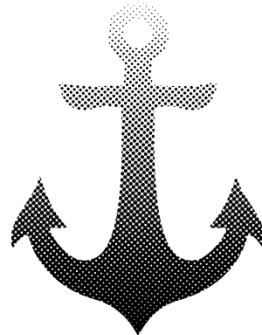
- When applying impressions to longer hair, you will want to use a comb to part the hair so that you can apply the impressions in rows.
- This can be a messy process if done incorrectly. You will want to make sure that your needle is adjusted correctly.
- Sometimes there can be a small drop of pigment protruding out of the tip of the needle. Once that drop touches anything, it will drip off into the surface of whatever it touched which is usually the scalp. Once that happens, it is hard to wipe the pigment away when dealing with longer hair. So be careful not to have that drop protruding out.
- Adjust your gun accordingly and don't set your needle into the pigment cap for too long. It will overload the needle and that is what causes the pigment to drip out.
- When applying impressions, you can do a patch test in an area to test your depth. You need to know how deep you are going so that you can make sure that it is not too deep. Once you do a small area of about square inch, you can wipe the area away to see what the impressions look like. If they look good and not too deep, you can now work the rest of the head without wiping away.
- Not wiping the pigment off the skin saves lots of time. If you are a beginner, you should wipe away every so often so that you can check your impressions and the depth.
- Once you build up muscle memory, you won't have to wipe away very often until you are almost done with a full pass.
- The first session should always be applied using pigment lighter than what you think. You can always go darker.
- Always set your hairline a little higher than expected because you can always drop the hairline down in the second session, but you can't raise it back up with laser treatment.
- When blending into the sides of the head, use a smaller needle than what was used on top and use a lighter shade of pigment as well. This helps to create a more realistic look.
- When doing a natural hairline, use a smaller needle than what was used on top to sprinkle in the areas in the front of the hairline.

Congratulations! You have completed the theory portion of our curriculum. You will now have the opportunity to put into action, the knowledge and skills that we have passed on to you.

Success is like a diamond.

First it takes growth and development.

It starts at the bottom under pressure, once it is found, it takes time to hone and to polish the skills that you have learned so that you can shine and create value for yourself and to your clients.



Scalp Micropigmentation

By
New Style
