

14 Pedicuring

Chapter Outline

- Why Study Pedicuring?
- Pedicure Tools
- Professional Pedicure Products
- About Pedicures
- Disinfection
- Procedures

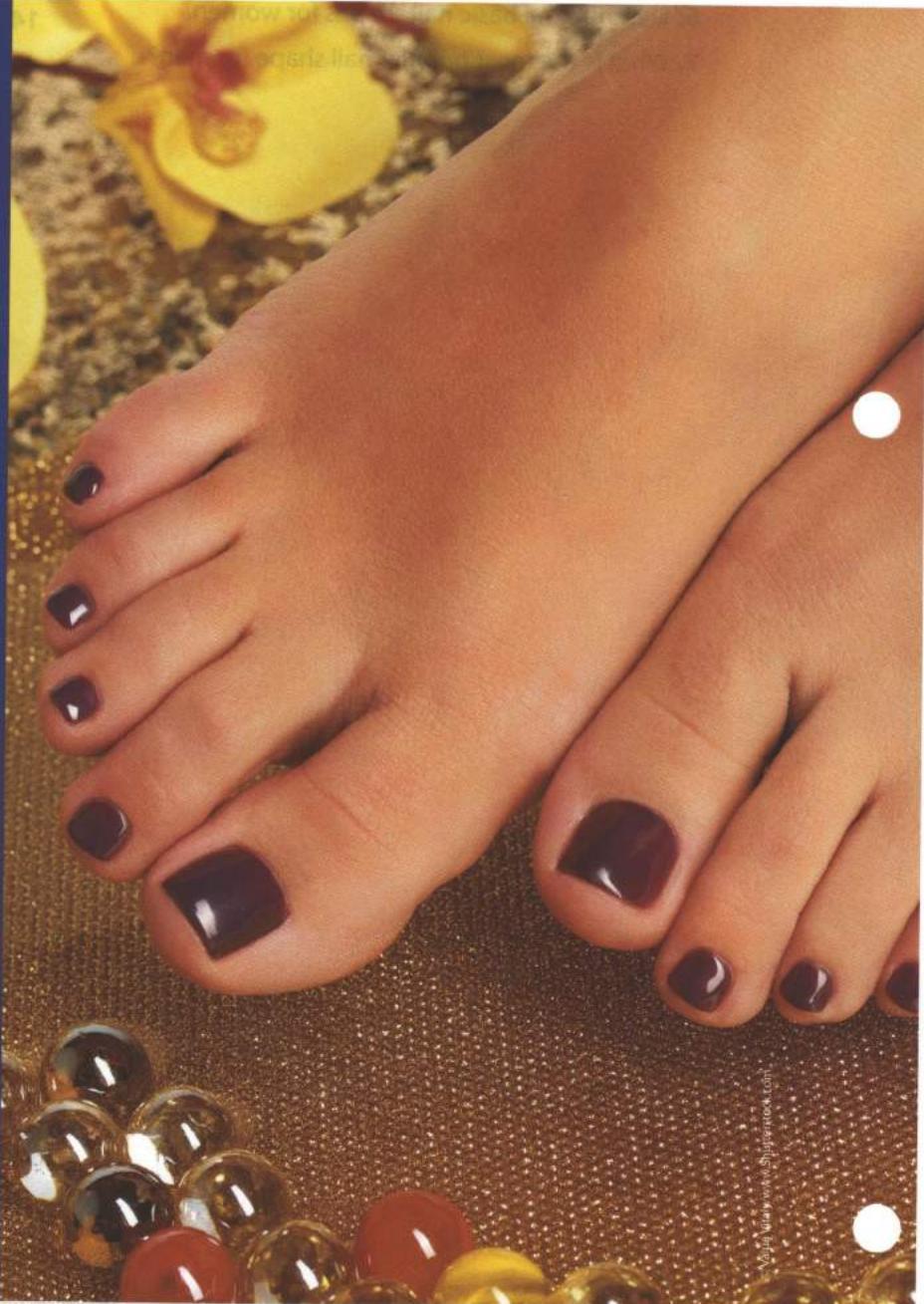


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Learning Objectives

After completing this chapter, you will be able to:

- ✓ LO1** Describe the equipment used when performing pedicures.
- ✓ LO2** Describe the proper tool to use to reduce the potential for developing an ingrown toenail.
- ✓ LO3** Discuss the three materials used when performing pedicures.
- ✓ LO4** Identify the function of a callus softener during a pedicure procedure.
- ✓ LO5** Explain the differences between a basic pedicure and a spa pedicure.
- ✓ LO6** Define reflexology and its use during a pedicure.
- ✓ LO7** Summarize the importance of cleaning and disinfecting a pedicure bath.
- ✓ LO8** Demonstrate the proper procedures for a basic pedicure.
- ✓ LO9** List the techniques and benefits of a foot and leg massage.

Key Terms

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A pedicure is a cosmetic service performed on the feet by a licensed nail technician or cosmetologist; it includes trimming, shaping, and polishing the toenails; exfoliating the skin; and possibly performing a foot and leg massage. Though the pedicure has been in the beauty industry for decades and in the world of foot care since ancient times, it was rarely performed until as recently as the late 1980s.

In the 1990s, with the resurgence of the spa industry and new pampering equipment, techniques, and products, pedicures exploded onto service menus and became the fastest growing service in the industry. For many clients, pedicures are now a regular ritual in their personal care regimen and considered a standard service performed in salons by nail professionals and cosmetologists.

The information in this chapter will provide you with the skills you need to perform beautification and routine care on your clients' feet, toes, and toenails. Pedicures are a basic part of good foot care and hygiene today and are particularly important for clients who are joggers, dancers, and cosmetologists—or for anyone who spends a lot of time standing on his or her feet.

Pedicures are not merely manicures on the feet. Although the basic services are similar, pedicures require specific skills; more knowledge of chronic illnesses, diseases, and disorders; and knowledge of the additional precautions for performing the service.

Pedicures present more potential for damage to clients than do manicures. For all of these reasons, experts recommend that you become proficient in performing manicures before learning how to perform pedicures. Pedicures create client loyalty, produce considerable income, and can be important preventive health services for many clients. In short, pedicure services offer something for everyone. Once your clients experience the comfort, relaxation, and value of a great pedicure, they will return for more. You would be wise to perfect your pedicure skills while you are still in school.

WHY STUDY PEDICURING?

Nail technicians should have a thorough understanding of pedicuring because:

- It will enable you to add this very desirable service to your service offerings.
- It is important to differentiate between the various pedicure tools and to know how they are properly used.
- It will allow you to perform a pedicure safely and correctly.

PEDICURE TOOLS

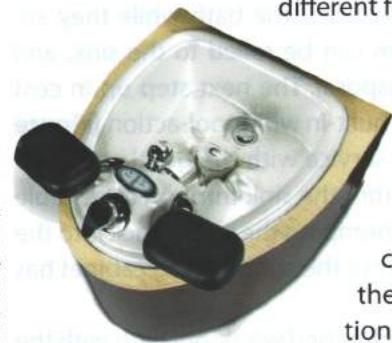
In order to perform pedicuring safely, you must learn to work with the tools required for this service and to incorporate all safety, cleansing, and disinfection procedures as stated in your state's regulations. The tools include the standard manicure tools, plus several that are specific to the pedicure service. Again, the four types of nail technology tools that you will incorporate into your pedicure services include:

- Equipment
- Implements
- Materials
- Pedicure products

Equipment

Equipment includes all the permanent tools used to perform nail services that are not implements. Some permanent equipment for performing pedicures is different from that used for manicures.

Photo courtesy of European Touch.



▲ **Figure 14–2** Sturdy pedicure center with removable foot bath and adjustable footrest.

Photo courtesy of European Touch.



▲ **Figure 14–4** Low pedicure chair with back support.

and massages the client. The soak bath is filled with comfortably warm water and a product to soak the client's feet. The bath must be large enough to completely immerse both of the client's feet comfortably.

Pedicure Station

A pedicure station includes a comfortable chair with an armrest and footrest for the client and an ergonomic chair for the nail professional. Design and location vary according to several factors, such as the size of the area, size of the pedicure station, the location of the water and low-noise areas in the salon, and the cost of equipment and installation (**Figure 14–1**, **Figure 14–2**, and **Figure 14–3**).



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▲ **Figure 14–1** Comfortable chair and pedicure chair.

Photo courtesy of European Touch.



▲ **Figure 14–3** Fully plumbed station comes with many options.

Photo courtesy of European Touch.



▲ **Figure 14–5** Pedicure chair with drawers and back support.



▲ **Figure 14–6** Self-contained foot bath with hose.

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Basin soak baths can be large stainless steel bowls or beautiful ceramic ones. Transportable professional foot baths can be purchased from beauty supply stores or industry manufacturers. They must be manually filled and emptied after each client's service (**Figure 14–6**).

A step above the portable water baths is the more customized pedicure unit, which has a removable foot bath and the technician's stool built into one unit. These are more ergonomically designed for the nail technician and certainly more professional (she does not have to sit on the floor with the client's foot in her lap to perform the service). A portable pedicure unit includes a place for the foot bath and a storage area for supplies.

Portable water baths are now available that have inserts that fit inside the bath for containing the water for the feet to soak. A new insert is placed inside the foot bath for each client and then thrown away after the pedicure. Rolling platforms are available that may heat and/or vibrate the bath while they are soaking in the water. Postservice, the platform can be rolled to the sink, and then the water and insert are removed for disposal. The next step up in cost and ease of use is the portable foot basin with built-in whirlpool-action (**Figure 14–7**). These baths add an extra touch to the service with the gentle massaging action of the whirlpool. The bath is filled from the sink through attachable hoses. After the service, the bath is drained by pumping the water back into the sink through these hoses. It has a built-in foot rest; the surrounding cabinet has areas for storage of pedicure supplies.

The ultimate pedicure foot bath is the fully plumbed whirlpool bath with the attached pedicure chair; these pedicure-specific chairs are sometimes referred to as "throne-design" chairs. These units are not portable. Some are permanently plumbed to both hot and cold water sources as well as to a drain. Most units have a built-in massage feature in the chair and a warmer, which adds to the relaxation of the client. Recently, many throne-type chairs have become available with a self-cleaning and disinfection cycle built into the bath.

Photo courtesy of European Touch.



▲ **Figure 14–7** Typical portable foot bath, usually with a whirlpool fan.

Photo courtesy of European Touch.



▲ **Figure 14–8** Portable pedicure cart with drawers.

Pedicure Carts

Pedicure carts are designed to keep supplies organized. Many different designs are available that include a hard, flat surface on top for placement of implements and in-service supplies as well as drawers and shelves for storage of implements, supplies, and pedicure products. Most are on rollers to allow them to be pushed aside when not in use. Some units include a space for storage of the footbath. Most take up very little space and greatly aid in organization of the area (**Figure 14–8**).

Electric Foot Mitts (Optional)

These heated mitts, similar to electric manicure mitts but shaped for the feet, are designed to add a special touch to a more-than-basic pedicure. Pedicures that include these mitts are higher-cost services; the mitts may also be included in a lower-cost service for an added cost (an upgrade). After a foot massage, a conditioning lotion or mask is applied to the feet, which are then placed in a

plastic wrap or cover. Finally, the feet are placed inside the warm foot mitts. A **mask**, also known as a masque, is a concentrated treatment product often composed of mineral clays, moisturizing agents, skin softeners, aromatherapy oils, botanical extracts, and other beneficial ingredients to cleanse, exfoliate, tighten, tone, hydrate, and nourish the skin.

The warmth provided by these electric mitts aids in penetration of the conditioning ingredients of the mask, adds to the comfort and warmth of the service, and provides the ultimate relaxation of the client.

Terry Cloth Mitts (Optional)

These washable and reusable mitts, available for both hands and feet, are placed over a client's feet after a penetrating conditioning product and a plastic cover have been applied. They are routinely used over paraffin and a cover, as they hold in the heat provided by the paraffin to encourage conditioning of the feet or hands by the product. These mitts allow the paraffin to harden to perform its barrier function while electric mitts do not.

Paraffin Bath (Optional)

As discussed in Chapter 13, paraffin is an especially wonderful treatment in a pedicure (**Figure 14–9**).

Though there are many ways to apply paraffin from the bath that many clients, salon and spa owners, and professionals prefer, the traditional method is to dip and re-dip the hands and feet three to four times into the larger paraffin bath. Aside from the benefits mentioned in Chapter 13, such as relaxation and the warmth to enable penetration of products, the deep, moist heat in the paraffin aids in the reduction of pain and inflammation, increases moisturization, and promotes circulation to joints affected by arthritis and other chronic problems.

Some unique health precautions for the application of paraffin must be considered for chronically ill clients. Do not provide the paraffin wax treatment to clients with lesions or abrasions, impaired foot or leg circulation, or the loss of feeling in their feet or legs or other diabetes-related problems. Further, the skin of elderly clients may be more sensitive to heat, or thinner, so a pre-service wax patch test must be performed to check for client comfort in having the treatment. **LO1**

Hot Stones (Optional)

Hot stones are generally used in pedicures—not manicures—in the nail industry, though they can be incorporated into manicures also. Hot stone pedicures are usually an upscale service included in the massage of the feet and legs. The name, however, is a misnomer—the stones are not hot, they are merely comfortably warm. The stones are smooth and typically basalt. The movements are up, toward the heart, and are not aggressive. They provide a deep, penetrating, and comforting heat that enhances relaxation and increases circulation.

Test the warmth of the stones on your arm for comfort and then check with the client during your first movement for his or her comfort with the heat.

The stones are scrub-cleaned between clients to prevent transfer of infection, then disinfected. Disinfecting your stones ensures that you do not inadvertently transfer bacteria, a fungus, or a virus from one client to another. Check with the company you purchased the stones from for its recommendations and policies on disinfection of the product.



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Photography by Yanik Chauvin.

▲ Figure 14–9 Paraffin bath.

CAUTION:

In 2009, a Greek spa client with MRSA spread the infection to many other clients by way of hot stones that had been improperly cleaned and disinfected. It is important to note that MRSA and many other infections are contagious even before becoming visible lesions. Thus, disinfection of the stones is absolutely necessary.



CAUTION:

Take care not to trim the nails too short. Do not break the seal of the hyponychium, an important protection of the subungual (beneath the toenail) toenail unit from infection.

▼ Figure 14-10 Double-ended curette.



Even minor, invisible lesions created by shaving, plucking, waxing, insect bites, and pimples can cause risk for the client if the stones are not perfectly clean. According to the CDC (Centers for Disease Control), even invisible lesions can allow the transfer of infection. Nearly all women shave their legs, and men can have an insect bite that is virtually invisible to the nail technician. Dried and cracked heels and knees, rashes, abraded cuticles, and peeling sunburns are all to be considered as open lesions.

Certain stones can be used to massage sore muscles and this can provide general pain relief.

Implements

The implements mentioned in **Chapter 13, Manicuring**, are also used in pedicures. Other implements that are specific for use in pedicures are listed in the following sections.

Toenail Clippers

Pedicure **toenail clippers** are larger than fingernail clippers and are specifically designed for shortening toenails. Use only professional toenail clippers made especially for cutting toenails. They have a wider space between the jaws, allowing them to cut thicker nails. Always clean the clippers well and disinfect them after use. For your client's safety, use only high-quality stainless steel implements made specifically for performing professional pedicures. Professional stainless steel implements will also last longer and make your job easier.

Toenail Nippers

Pedicure **toenail nippers** are similar to fingernail nippers but are larger and much stronger. They have a larger hinge box and longer and thicker jaws, allowing them to be used in shortening the nail. Fingernail nippers are generally for removing dead skin. Toenail nippers must be used carefully to prevent trapping the skin of the toe in the jaws. The tips of the jaws are the cutting area of the jaws. They are held at a 45-degree angle to the nail tip, and small nips of the nail are taken slowly across the free edge to trim the nail.

Curettes

A **curette** is an implement with a small, scoop-shaped end that, if carefully used, allows for more efficient removal of debris from the nail folds, eponychium, and hyponychium areas. Curettes are ideal for use around the edges of the big toenail plate (**Figure 14-10**). A double-ended curette, which has a 0.06 inch (1.5 mm) diameter on one end and a 0.1 inch (2.5 mm) diameter on the other, is recommended. Some are made with a small hole, making the curette easier to clean and disinfect after it has been used.

Curettes require gentle and careful maneuvers to prevent damage to the skin in the nail folds, eponychium or hyponychium. Nail technicians must never use curettes with sharp edges, as they can seriously injure clients. Only those with dull edges are safe and appropriate for use by cosmetologists or nail technicians. Curettes must always be used with the bowl of the curette toward the skin.

Nail Rasp

The **nail rasp** is a metal file used in a specific fashion. Ask your instructor to demonstrate its correct use for you. It is designed to file in one direction with a filing surface of about 1/8" x 3/4" (3.2 mm x 19 mm) attached to a straight or angled metal handle (**Figure 14–11**). The angled rasp is recommended because it is easier to control under the free edge of the nail.

The rasp is placed under the nail, angling the point of the rasp at the center of the nail and the remaining portion toward the side free edge. It is then gently pulled toward the lateral edge of the nail to reduce the sides of the free edge that might grow into the tissues and potentially cause an ingrown nail. This is a prevention tool in the hands of a nail technician. Never use it on nails that are already ingrown; refer clients with ingrown nails to a podiatrist. The rasping process may be repeated to make sure there are no rough edges remaining along the free edge; however, do not overfile.

As you become proficient in the use of a nail rasp, you will find it to be an invaluable and time-saving implement as well as an important prevention tool for ingrown toenails. Take special care with this tool: never use it on the top of the nail or past the hyponichium area of the side of the free edge, as it can roughen the top or damage the skin and can cause infections. **LO2**

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▲ Figure 14–11 Nail rasp.

CAUTION:

Caring for ingrown or infected nails is a medical treatment and must be performed by a physician or podiatrist. It is considered surgery, and is outside the scope of practice for nail technicians. Nail technicians can prevent ingrown nails but cannot treat them.



▲ Figure 14–12 Metal abrasive file.

Pedicure Nail Files

For toenails, a medium-grit nail file will work best. Always finish with the fine-grit file to seal the edges. Some nail technicians use metal files on toenails (**Figure 14–12**). Check with your instructor to find out whether metal files are legal in your state. Metal files with surfaces imbedded with graduals or chips of

some other rough material must be cleaned well and disinfected or sterilized after each use and before reuse.

Foot Files or Pedicure Paddles

These large **foot files** or **pedicure paddles** are designed to reduce and smooth thicker foot calluses (**Figure 14–13**). They come in many different grits and shapes. They must be properly cleaned and disinfected between each use or disposed of after a single use, if they cannot be disinfected properly.

In general, if an abrasive file cannot survive proper cleaning and disinfection procedures without being rendered unusable, it must be considered single use or be given to the client for home use.

Many reasonably priced foot paddles are now available for purchase in bulk for single-use in pedicures. Foot paddles with disposable and replaceable abrasive surfaces are also available.

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▲ Figure 14–13 Foot files for reducing calluses.

Law

State Regulatory ALERT!

It is illegal for nail technicians to cut or dramatically reduce calluses on clients. Cutting falls under the category of medical treatment and is not a cosmetic service. It is considered outside the scope of practice of a nail technician in most states and will be determined so in the others in lawsuits. The technician may have to explain this truth to some clients who are accustomed to these illegal activities in other salons. Simply say, "I'm sorry, but cutting is a medical treatment, and it is illegal for nail technicians to use blades for that reason. We have good products available and effective procedures to reduce calluses without dangerously cutting your skin."

CAUTION:

Cutting into the skin on the feet of immuno-suppressed clients is especially dangerous, as the healing of their wounds is a slow process and sometimes even impossible. Do not trim cuticles. Do not use blades to cut calluses. Do not use metal pushers or sharp implements on clients who have any chronic illness. Even a tiny break in the skin that cannot be seen can cause infection or even amputation and death.

The handles of these files must be cleaned and disinfected before reuse. Check with your instructor to find out whether their use is legal in your state.

Nippers

Nail nippers are implements used in manicures and pedicures to trim tags of dead skin. Because of the many necessary precautions in performing pedicures, nail technicians must take great care to avoid cutting, tearing, or ripping living tissue with this implement. Do not use nippers on the feet of clients who have diabetes, since the risk of infection, amputation, and even death from accidental injury is great. Also, avoid using nippers on clients with psoriasis, since injury to the toenail unit can create new psoriasis lesions where the damage occurs.

Materials

All materials mentioned in **Chapter 13, Manicuring**, are also used in performing pedicures. A few unique materials are used in this service as well and listed below.

Toe Separators

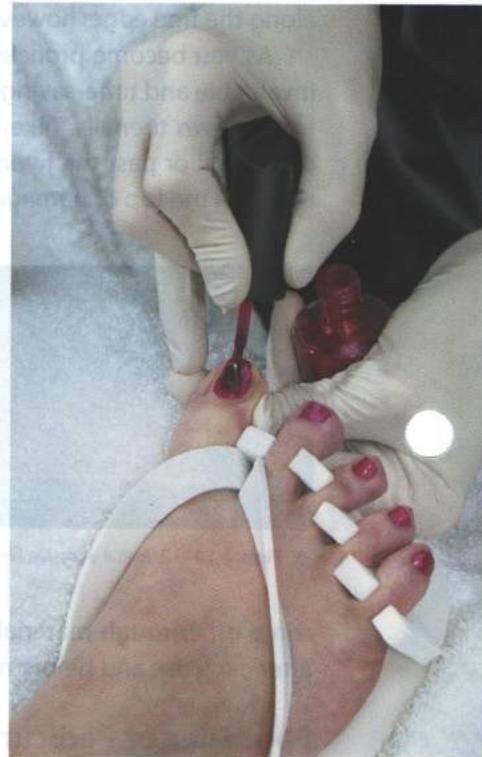
Toe separators of many designs are available, from foam rubber one-piece units that fit between the toes to a rope type that is woven between the toes. Toe separators are used to keep the toes apart while the technician is polishing the client's nails. The one-piece foam rubber separators are used most frequently. Toe separators are important in order to perform a high-quality pedicure (**Figure 14–14**). Since toe separators cannot be cleaned and disinfected, a new set must be used on each client and then thrown away or given to the client.

Pedicure Slippers

Single-use paper or foam slippers are provided for those clients who have not worn open-toe shoes in to the salon and want to avoid smudging their newly applied toenail polish or for those that are having other services in a spa. They are specially designed not to touch the nails while being worn (**Figure 14–15**).

Gloves

Per OSHA regulations, nail technicians must wear gloves while performing pedicures. Also, repeated exposure of the skin to pedicure water can cause extreme dryness and cracking of the hands. The OSHA regulations mandate that the technician wear the gloves to prevent exposure to pathogens that may be present on the feet or in the water. A new set of gloves is worn for each pedicure, then thrown away. If the client or nail technician is allergic to latex, nitrile gloves should be worn. (See Chapter 13, Manicuring, for more information.) **LO3**



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▲ Figure 14–14 Toe separators.



▲ Figure 14–15 Pedicure slippers.

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■ PROFESSIONAL PEDICURE PRODUCTS

Products for pedicure services include the products discussed in **Chapter 13, Manicuring**, plus others that are unique to pedicuring. These additional product types are:

- Soaks
- Scrubs
- Masks
- Pedicure lotions and creams
- Callus softener products

Foot Soaks

Foot soaks are products that are put into the water in the pedicure bath to soften the skin on the feet during their time in the bath. A good foot soak product is gentle but effective and thoroughly cleans and deodorizes the feet. Professionally formulated products are designed to properly cleanse without being overly harsh to the skin. Other ingredients may include moisturizers and oils that are designed for use in pedicure baths. This step sets the stage for the rest of the pedicure, so be sure to use a high-quality soak to start your pedicure service on a good note.

Exfoliating Scrubs

These gritty lotions are massaged on the foot and leg to remove dry, flaky skin and reduce calluses. They leave the skin feeling smoother and moisturized.

Exfoliating scrubs are usually water-based lotions that contain an abrasive as the exfoliating agent. Sea sand, ground apricot kernels, pumice, quartz crystals, jojoba beads, and polypropylene beads are all exfoliating agents that may be found in pedicure scrubs. Scrubs also contain moisturizers that help to condition the skin. Nail technicians must wear gloves when using these products, as repeated use will irritate the skin on the hands.

Masks

Masks are concentrated treatment products often composed of mineral clays, moisturizing agents, skin softeners, aromatherapy oils, and beneficial extracts and other ingredients to cleanse, exfoliate, tighten, tone, hydrate, and nourish the skin. They are highly valued by clients. Masks are applied to the skin and remain there for 5 to 10 minutes to allow the penetration of beneficial ingredients. Menthol, mint, cucumber, and other ingredients are very popular in foot care masks.

Foot Lotions or Creams

Lotions and creams are important to condition and moisturize the skin of the feet, soften calluses, and provide slip for massage during the service. They are also formulated as home-care products to sell to clients to maintain the service or improve the skin. Nail technicians who work in a podiatry or medical

CAUTION:

No additive that is added to the water during a pedicure soak kills pathogens and can replace your obligation to clean and disinfect the equipment and implements after the pedicure. Any chemical that is strong enough to adequately kill pathogens can be harmful to the skin.

Did You Know?

Avoid excessively abrasive scrubs since they may leave tiny, invisible scratches on clients' skin that can be portals of entry for pathogenic microorganisms. Portals of entry are openings in the skin caused by damage in a professional service. Also avoid using products with ingredients that will expand and clog the pedicure drain, such as corn meal.

CAUTION:

Callus softeners are alkaline and potentially hazardous. For that reason, safety glasses should be worn whenever this product is used or poured. Be sure to wear gloves during their use. Used improperly, these alkaline products may cause severe irritation to the nail technician's eyes, hands and skin and cause postservice dryness. Use them according to the manufacturer's instructions.

Used correctly, they are safe and effective.

CAUTION:

Remember that calluses are there for a reason: they protect the underlying skin from irritation. For example, joggers, waitresses, cosmetologists, nurses, and teachers are on their feet for many hours each day. Calluses protect their feet in stress areas. Calluses should be softened and smoothed, not excessively thinned or removed. Never use a blade on a callus: it is illegal and can cause debilitating infections in clients.

Educate your client about callus formation and the protective function calluses provide. Discuss with the client the removal of the cause of the callus, such as no longer wearing a pair of shoes that is causing the callus. Also discuss products for home use to help soften and condition callused areas between salon appointments.

office, however, will be introduced to treatment-level lotions and creams that are associated with the improvement of medical conditions of the feet such as extreme dryness (xerosis). Whether you work in a salon, spa, or medical office, get to know your product line well in order to recommend products to aid the client in maintaining the benefits of your pedicure.

Callus Softeners

Professional-strength **callus softener products** are designed to soften and smooth thickened calluses. They are applied directly to the client's calluses and are left on for a short period of time, according to the manufacturer's directions. After the product softens the skin, it is more easily reduced and smoothed with files or paddles.

Improper use of callus softener products can be highly damaging and result in permanent injury to the client. To learn more, go to [www.prweb](http://www.prweb.com), search for Regal Nails, and read about a lawsuit as a result of improper use.  LO4

■ ABOUT PEDICURES

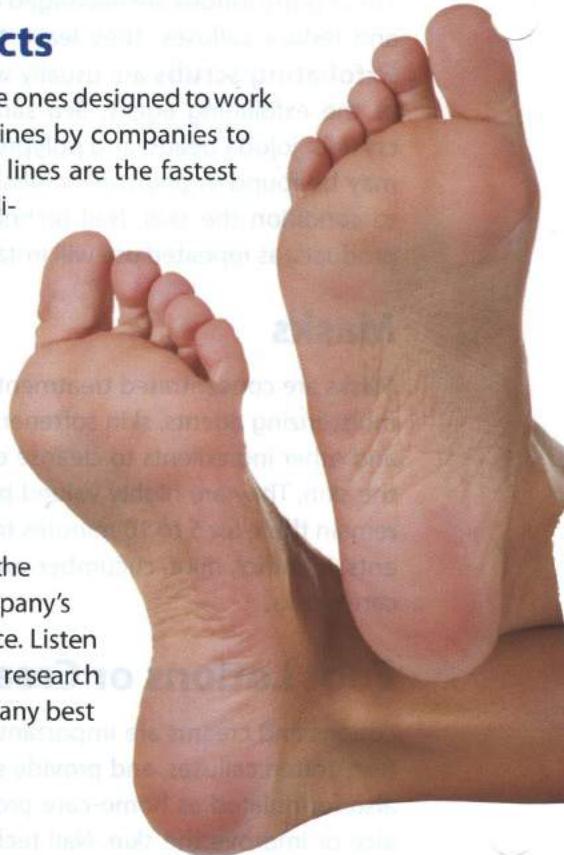
Pedicures have become a part of the American lifestyle: many women go to the salon for pedicures more often than they have their hair cut. These clients are as choosy about their pedicure as they are about their haircuts. As with most beauty procedures, a pedicure is a service that must be practiced and perfected, and you must continually search for education and new ideas to keep up with the changes.

Choosing Pedicure Products

Many pedicure products are available, but the ones designed to work well together are developed in systems or lines by companies to meet the needs of the clients' feet. Product lines are the fastest and easiest way to develop an optimal pedicure service. They are available from many manufacturers of professional nail and foot products. Before choosing one, check out a variety of product lines. Compare them so you can decide for yourself which line is best for your clients.

Always check the quality of the company's educational support; this can indicate its commitment to the nail technicians who use its products. Find technicians who use the products and discuss the quality of the company's customer service and its shipping competence. Listen closely to their experiences. Then look at your research and make the decision based on which company best meets your and your clients' needs.

When using a manufacturer's product line, follow its recommendations and suggested procedures: its methods have been tested and found to enhance the effectiveness of its product line.



Service Menu

Tailor your foot care menu of services to meet the lifestyle and requests of your clientele. For example, if your clientele is mostly younger, they will probably love nail art on their toes; however, older clients may not request art but may enjoy paraffin wax treatments.

Shorter services are great menu expanders. Not all clients will want or need a full pedicure. Some clients may only request a professional nail trimming; others a pampering massage appointment to relieve tension and stress; others a polish change. List these additional services on your menu with your full pedicures to provide options for your clients.

Interaction During the Service

During the procedure, discuss with your clients their foot health, an upgrade they may enjoy, and the products that are needed to maintain the pedicure between salon visits. Those who want to drift off should be allowed the peace and tranquility they are seeking. If this is the case, discuss your product recommendations during polishing or when closing the service.

Remember, clients are in the salon to relax and be pampered. Offer them refreshment and suggest they sit back and relax, then smile and start the service. Keep your conversation professional; never discuss personal issues, politics, religion, or any other topics that might offend. There should be no distractions for you or the client during the pedicure. Clients purchase this service, aside from the foot care performed, because of the relaxation it provides. Distractions and too much talking prevent this from happening.

To grow your clientele and to promote the foot health of clients, you must encourage them to schedule regular monthly pedicures. The accepted time between pedicure appointments is generally 4 weeks because of the slow growth of the toenails. Mention that their feet are in constant use and need routine maintenance. Remind them that proper foot care, through pedicuring, improves both personal appearance and basic foot comfort.

Scheduling

When scheduling a client for a pedicure over the telephone, warn female clients not to shave their legs within 48 hours prior to the appointment. Why? Shaving the legs within this time frame increases the potential presence of tiny microscopic abrasions that may allow portals of entry for pathogenic microbes and can increase the risk of stinging, irritation, or infection. This policy is an important infection control policy.

To help uphold the policy, post a tasteful sign with the same message in the pedicure area and place it on your service menu and web site where your pedicures are listed. Then, before you place your client's feet in the pedicure soak, ask her when she last shaved her legs—if it was within the last 48 hours, offer her a waterless, basic pedicure that services only her foot and reschedule the pedicure that involves a soak and her legs. It is the responsible thing to do.

Additionally, as a customer service, when clients are scheduling an appointment for a pedicure suggest they wear open-toed shoes or sandals so that polish will not be ruined immediately following the service. Single-use pedicure

Did You Know?

What about chronically ill patients? Many podiatrists and physicians are concerned about such patients receiving pedicures; they are extremely susceptible to infection and have poor healing capabilities. For these reasons, many refer patients to specially trained manicurists to perform pedicures on their patients.

These licensed nail technicians or cosmetologists have taken advanced courses to learn to perform safe pedicures on these special clients. The Certified Advanced Nail Technician (ANT-C), a salon-based nail technician, has completed advanced training in how to work safely on clients with chronic illnesses. For that reason, podiatrists and physicians feel confident that their patients will be safe from harm and infection when having pedicures where these technicians work. The Certified Medical Nail Technician (MNT) has taken even more training to learn to perform cosmetic pedicures in a medical setting on patients who need special care and gentleness. These new specialties take nail technology to a whole new level and expand the professional possibilities for licensed nail technicians.

BUSINESS TIP

The basic pedicure includes a foot massage and not a leg massage for two reasons. The first reason is the time constraints. Most salons schedule less time for the basic pedicure, so the massage must be shorter. Second, the higher-cost pedicures must be more special to be perceived as worth a higher price; the leg massage is one of the special additions.

CAUTION:

All clients should be told when they schedule a pedicure not to shave their legs for 24-48 hours before the pedicure. Invisible shaving scrapes, also known as **microtrauma** can put the client at risk of infection. Microtrauma is the act of causing tiny unseen openings in the skin that may allow entry by pathogenic microbes.

slippers can be provided for those who forget their sandals, but a reminder at the time of scheduling is greatly appreciated since the appearance of their polish is a priority to these clients.

Designing the Services

The services must be designed to fit properly in the salon or spa schedule. The basic pedicure in most salons is 30 to 45 minutes and does not include a leg massage, only a foot massage; a spa pedicure is usually 1 hour to 1 hour and a half and includes the leg massage and other additional pampering treatments. It is a longer, more upscale and more expensive service and therefore deserves that additional time on the schedule.

Staying on Time

Clients dislike waiting for a nail technician who is running late. For that reason, it is important to schedule appointments for the proper length of time. Then, it's your responsibility to know where you should be in a service at a specific time and adjust your service to that timing. That keeps you on time for your next client. For example, you should have the consultation and soaking finished within 12 minutes or less after starting the pedicure, then proceed on through the steps at the allotted times until you are polishing 45 to 50 minutes after beginning a 1-hour pedicure in order to be on time for your next client. You may need more time with a client than was scheduled because of the condition of the feet. You will know if this is the case when you are performing the consultation and evaluating the client's feet. You must tell the client who will take longer that you will do the best you can in the time scheduled, but that he or she may need to schedule another pedicure to get the feet into good condition. Usually clients with problem feet know that this is the case and shouldn't be surprised at the suggestion of another appointment and further work. It is important that you do not work beyond your scheduled time.

By sticking to the appointment time allotted, you will not only be sticking to your schedule, but you will also be protecting the client. If his or her feet are in bad shape, and you work to get them in optimal condition in only one service, the client's feet may become irritated or painful. The best option is to sell the client home-care products to improve the condition of the feet and schedule him or her for another service in 1 to 2 weeks.

Series Pedicures

Some improvements in the feet require more than one appointment in services, referred to as a *series*. A series example involves callus reduction. When a client comes in with heavy calluses, never use a blade. Not only is this dangerous and a potential cause of infection, but it is usually against the law. The use of a blade also stimulates heavier growth of calluses later, as the skin attempts to grow back quickly to protect the damaged skin.

To reduce calluses and then maintain their reduction, perform a safe amount of exfoliation during a pedicure with a scrub; apply the new, more effective callus reduction products; and use the foot paddle to remove a safe amount of callus. Explain the negative aspects of a speedy removal of the calluses to the client and explain that weekly callus reduction appointments for 4 to 6 weeks

will lower the calluses and allow them to then be maintained at the lower level with monthly pedicures.

The entire pedicure is not performed during the series appointments between the monthly pedicures; the appointment is a weekly treatment of a soak, application of the reduction product, a set time according to instructions to allow for it to work, reasonable callus reduction, application of a lotion, and dismissal. About a half hour is scheduled, and the price should be less than a full pedicure.

At the 4-week appointment, a full pedicure and postpedicure treatments are performed again. Some clients will require more time than 6 weeks; this should be explained when the series is suggested. The client can also be sold a glycolic or lactic acid hand and body lotion to use on the feet every other day, with the use of a lotion containing dimethyl urea (DMU) daily to soften and prevent the scaly condition from returning. A foot paddle can also be sold to the client for use after showers between treatment appointments. Gloves must be worn during these services.

Another condition that can require weekly treatment is scaly feet. First, however, the client must be sent to a podiatrist to define whether the feet are fungal; fungus can produce a scaly condition on the feet. If everything is okay, the client can return for three to six weekly foot exfoliation treatments with scrubs and callus reduction treatments, such as a mask, all over the feet for 1 to 3 minutes, according to product instructions. When properly performed, the client will have beautiful feet when the series is finished. Home-care products must be recommended to maintain the condition.

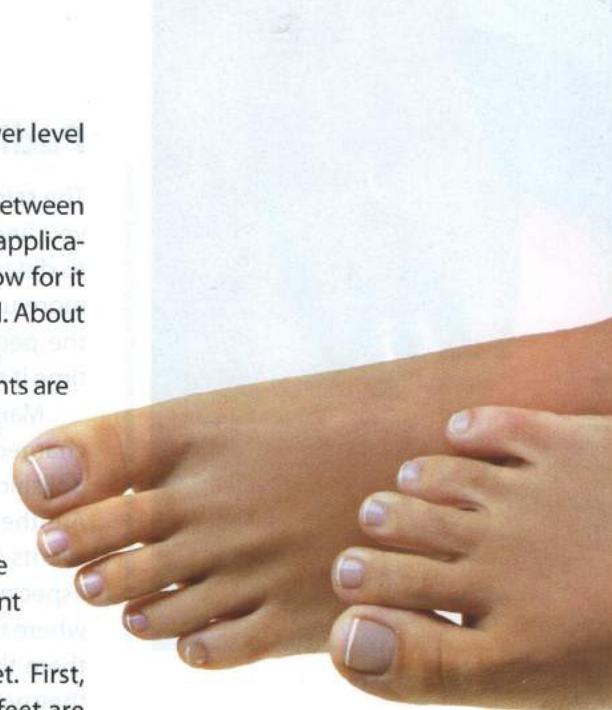
Spa Pedicure

The pedicure described in Procedure 14–1, the Basic Pedicure, is the basis from which all other pedicure services are designed. For example, in the basic pedicure, the massage is performed on the foot only; in the spa pedicure, the massage is performed on the foot and the leg to the knee. An exfoliation is also usually a portion of the spa pedicure, to remove dead cells from the skin on the leg, but may not be in the basic pedicure. This is usually performed prior to the massage or just before a mask.

The mask is an important part of a spa pedicure but is not included in the basic pedicure. It is applied to the foot and leg, covered with a wrap or plastic cover, and then the client is allowed a relaxation time during which the mask becomes effective. A further upgrade would be the incorporation of special products, such as the use of aromatherapy lotions, oils, paraffin, and other specialty treatments, such as reflexology. **LO5**

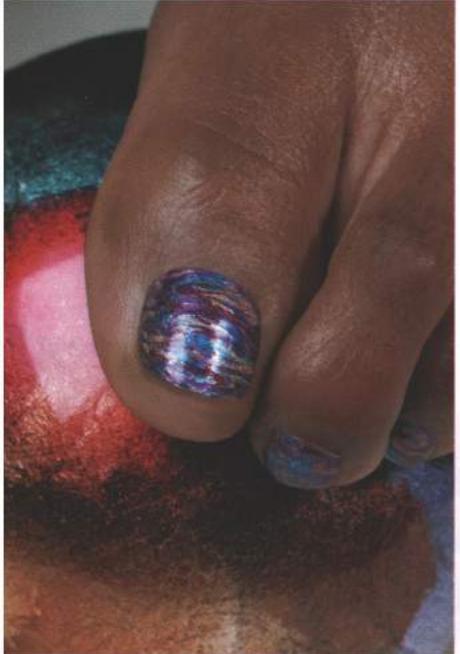
Elderly Clients

Older people need proper foot care on a regular basis and year-round to maintain foot health. However, many of the elderly cannot reach or see their feet or cannot squeeze the nail clippers to trim the nails. This means that they need regular help in their foot health maintenance, since it can become a health issue for many. The nail technician who offers pedicure services for this segment of the population will be doing these individuals a great service and will find plenty of willing clients in need of the services.



BUSINESS TIP

Charge extra for add-ons to services such as paraffin wax treatments and nail art. Services have dollar value—especially when you consider the time, product expense, skill level, and equipment used. Always be up-front about additional service costs, and if a client decides to indulge in one always charge appropriately.



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▲ **Figure 14-16** Gel toe art.

Pedicure Pricing

The salon or spa will probably already have a price list for services. If and when you find yourself in a position to price your services, a good rule of thumb is to determine the price of your basic pedicure first and then set your prices for more upscale and luxurious pedicures: do this by increasing the base price of the pedicure according to the value of the added treatments, products, and time it takes you to perform the additional services.

Many clients love the French polish technique on their toenails, and are charged an additional cost. Known as a French manicure, the technique involves polishing the tip with white polish and the rest of the nail with a natural color. Another great way to upgrade your pedicure price is through nail art. Many clients enjoy adding a little something special to their normal pedicure polish, especially if they are not permitted to wear polish or art on their fingernails where they work. It is easy to get your clients addicted to toenail art by offering them the first one for free. Once they have it, and their friends compliment it, they will want it every time, and you will quickly see an increase in revenue with your existing clientele (**Figure 14-16**). Toenail art is especially popular in sandal season and with formal open footwear.

Selling Pedicures

Many salons and spas have found that selling manicure and pedicure packages works very nicely for them. Manicures and pedicures together are like salt and pepper—although they are different, they are easily paired together. Some salons sell manicures and pedicures as single-service packages or together in a package, such as “six for \$\$.” Some sell them in numbers as high as 12 to keep clients coming in for a pedicure every month for a year. Packages usually involve a small discount; for example, a client receives a free pedicure when she purchases 12 (the discount is the amount of one pedicure).

Another great way to sell pedicures is to market theme services for holidays and special events, such as Christmas, Valentine’s Day, Mother’s Day, prom, weddings, and birthday packages.



Before performing a service that includes a foot and/or leg massage, consult the client’s consultation or intake form. During the consultation, acknowledge and discuss any medical condition your client listed that may be contraindicated for a foot and/or leg massage. Before you perform the service, ask chronically ill clients if they have discussed massage with their physician, and if they have not already done so, encourage them to ask their physician whether a foot and/or leg massage is advisable.

Many clients with high blood pressure (hypertension), diabetes, or circulatory conditions may still have foot and/or leg massage without concern, especially if their condition is being treated by a physician. Foot and/or leg massage is, however, contraindicated for clients with severe, uncontrolled hypertension, diabetes, or other chronic conditions. For clients who have circulatory problems such as varicose veins, massaging the foot and/or leg may be harmful because it increases circulation. Ask for written permission from the client’s physician before performing this massage.

If your client has sensitive or redness-prone skin, avoid vigorous or strong massage techniques. Gentleness is especially important for clients who have arthritis. Do not talk to your client during the massage except to ask once whether your touch should be more or less firm. Talking eliminates the relaxation therapy of the massage.

Be conservative when making decisions about whether to perform a foot and/or leg massage on a person who has a medical condition. When in doubt, don’t include massage as part of your service. Explain your precautions to the client.

Pedicure Massage

According to client salon surveys, massage is the most enjoyed aspect of any nail service. This is especially true for pedicures. For that reason, spend time designing one you will enjoy performing and that your client will enjoy receiving.

The art of massage enjoys a rich history; massages may have existed since the beginning of time. General body massage can be for relaxation or therapeutic purposes; however, the focus of a massage performed during a manicure and pedicure is definitely relaxation.

Most of us enjoy being touched; the art of massage takes a pedicure to a higher level of enjoyment. It's special; many think it is more special than a massage on any other part of the body. Foot massage induces a high degree of relaxation and stimulates blood flow. Be aware of the areas of the feet and legs where the client most enjoys massage and put a greater emphasis in these areas.

The number of massage routines is as vast as the number of persons performing massages. No matter what technique you use, perfect it so that it becomes second nature to you. During this part of the pedicure, be keenly aware of your client's health, meet any precautionary requirements, and offer a massage that relaxes the client but is not harmful to him or her.

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Generally, when you are performing a foot massage, the foot should be grasped between the thumb and fingers at the mid-tarsal area. The thumb is on the bottom of the foot, while the fingers are wrapped around the top side of the foot. This accomplishes two things:

- It locks the foot into place, giving the nail technician control of its movements.
- A gentle though firm grip has a calming effect on the client and overcomes apprehension in those who dislike having their feet touched.

Avoid holding the foot lightly or loosely as it can cause a ticklish sensation in many people. Most clients will accept and tolerate a firm, comfortable grip on the foot even if they are ticklish.

Reflexology

Reflexology is a unique method of applying pressure with the thumb and index fingers to the hands and feet, and demonstrates health benefits. This specialty massage of the soles of the feet is offered by many professionals; it can employ many of the principles of acupressure and acupuncture. It is considered a science by many technicians.

Reflexology is based on the principle that areas (reflexes) in the feet and hands correspond to all the organs, glands, and parts of the body. It is said that stimulating these reflexes or points can reflect positive energy and increase blood flow to these areas when pressed.

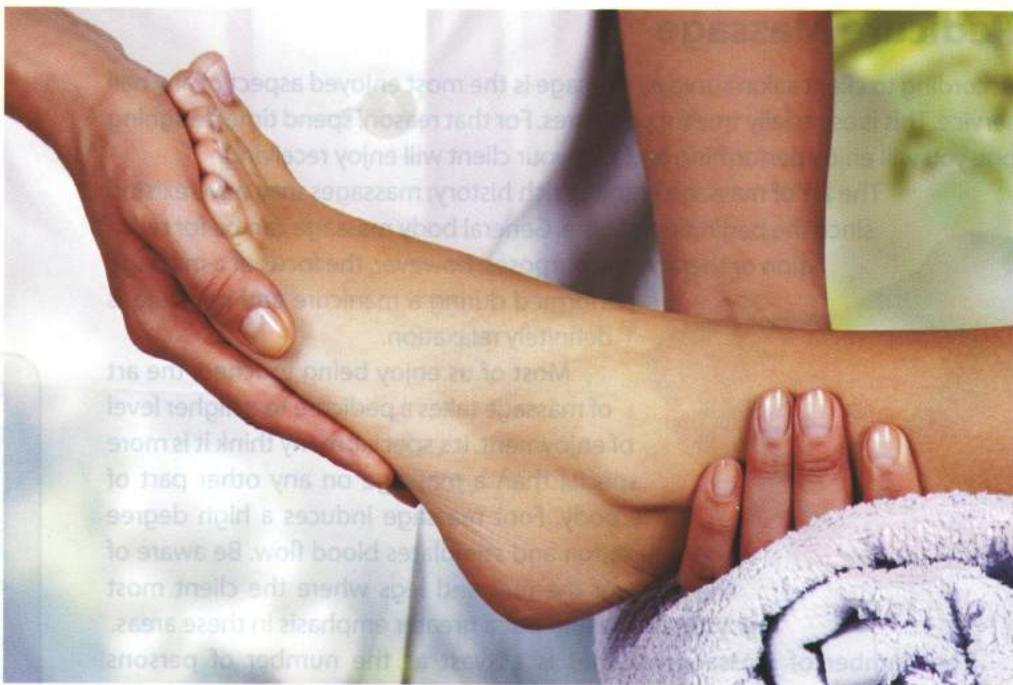
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Application Tip:

The most enjoyable massage is a rhythmic, slow slide with the fingers and palm connecting to the client as much as possible. Maintain a touch connection with the client throughout the massage, sliding the hands from one location to the next in a smooth transition.

BUSINESS TIP

It is very easy to create a "specialty" pedicure by adding masks, paraffin treatments, or other special applications after the massage and before polishing.



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Application Tip:

Always apply enough lotion or oil to the foot to allow sufficient slide and no skin drag. If there is a need to apply more lotion during a massage, one hand remains on the foot or leg while the other hand reaches for a pump of the lotion or oil bottle for more product. Place your thumb over the pump then press down to deposit more product onto the fingers below the pump. Distribute the lotion and return to the massage.

Professional, hands-on training is essential in reflexology for two reasons. First, there is a certain touch in reflexology that can be learned only through hands-on training. Clients who have experienced a reflexology treatment from a certified reflexologist know what that touch is and respond negatively to those who cannot deliver the same treatment because of minimal or no training. Poor or no training in reflexology can spread general distrust to all services. Second, an untrained professional may not be able to produce results for the client, who in turn, will see no reason to returning for another service.

If a salon truly wishes to offer reflexology services to its clients, it is best that the staff or professional receives authentic training and certification in the art of reflexology from a highly recommended reflexologist who is certified by the Reflexology Association of America.  **LO6**

Ergonomics

Performing pedicures can be a serious challenge to the health and well-being of a nail technician. Many develop serious and painful back conditions if they are careless about properly protecting themselves through ergonomics.

Pay attention to your body's positioning and make sure you are working ergonomically. Always sit in a comfortable position, relaxed and unstrained, to reduce the risk of injury to your back, shoulders, arms, wrists, and hands. For example, avoid leaning forward or stretching to reach your client's feet. Take a minute to stretch before and after a pedicure to keep your body limber, in line, and more resistant to injury.

Although it is important to give your client the best possible service, it is also important to keep yourself healthy during the process and avoid injuries caused by strain or repeated motion.

■ DISINFECTION

Disinfection of the pedicure bath has been both discussed and sensationalized in the media—and for good reason. There are specific criteria and steps that must be followed exactly to ensure proper disinfection and infection control. Improper, rushed, or careless cleaning of the pedicure bath may lead to health safety concerns for salon clients. It is the responsibility of the salon and the individual performing the procedure to ensure that proper disinfection occurs and that procedures are followed.

Review Procedure 5-2, Disinfecting Foot Spas or Basins, in Chapter 5. The disinfecting procedures have been developed by the Nail Manufacturer's Council (NMC), a group of representatives of companies that produce nail care products, and the International Nail Technicians Association (INTA), a group of professional nail technicians, for cleaning and disinfecting all types of pedicure equipment, including:

- Whirlpool units
- Air jet basins
- Pipe-less and all nonwhirlpool basins
- Sinks
- Bowls
- Tubs

In addition, salons must always use an EPA-registered hospital disinfectant that the label claims is a broad spectrum bactericide, viricidal, and fungicide. In addition, many states require that salons record the time and date of each disinfecting procedure that is performed in a salon pedicure log or disinfection log for accountability purposes.

Salon teams are encouraged to incorporate the disinfection procedures discussed in Chapter 5 into their regular cleaning schedules and to display the procedures in employee areas. Always check your state regulations concerning the required disinfection protocol.  **LO7**

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WEB RESOURCES For more information concerning disinfection and other important topics in the nail industry, go to <http://www.probeauty.org/NMC>. This site contains many informational brochures relevant to manicuring and pedicuring. They are published in several languages, including Vietnamese and Spanish; written by the leading scientists and technical experts in the industry; and are reviewed by other industry leaders before publishing.

Procedure 14-1

Performing a Basic Pedicure

IMPLEMENTS AND MATERIALS

You will need all of the basic materials discussed in Chapter 13 as well as the following to perform the basic pedicure:

- Gloves
- Pedicure basin or foot bath
- Electric foot mitts (optional)
- Terry cloth mitts (optional)
- Paraffin bath (optional)
- Toenail clippers
- Curettes
- Nail rasp
- Pedicure nail files
- Pedicure paddle
- Nippers
- Toe separators
- Pedicure slippers
- Foot soak
- Exfoliant
- Foot lotions or creams
- Callus softeners

Preparation

Complete Procedure 13-1, Preservice Procedure.

Procedure



- 1** Check the temperature of the pedicure bath for safety. Put on gloves and place the client's feet in the bath; allow the client's feet to soak for 5 to 10 minutes to soften and clean the feet before beginning the pedicure.



- 2** Lift the client's foot you will be working with first from the bath. Using the towels on the footrest, the floor, or your lap, wrap the first towel around the foot and dry it thoroughly. Make sure you dry between the toes. If you are using a basin or portable bath, place the foot on the footrest or on a towel you have placed on your lap.



- 3** First, remove polish from the little toe. Then move across the foot toward the big toe. Complete polish removal is important to a quality pedicure finish.

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**4**

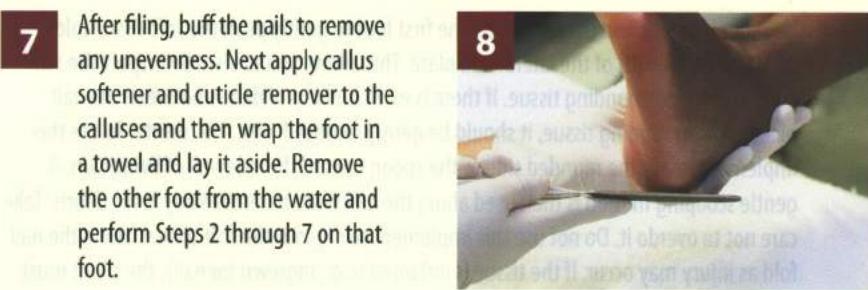
Carefully trim the toenails of the first foot straight across and even with the end of the toes. The big toenail is usually the most challenging to trim. Do not leave any rough edges or "hooks" that might create an opportunity for infections.

5

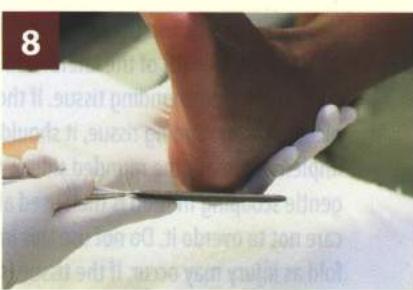
Carefully use the toe nail rasp, only on the big toe, if needed. The rasp is narrow and will only file the big toe nail in one direction. It can be used to remove, smooth, and round off any sharp points or edges on the sides of the free edges that might eventually cause infection. Do not probe with the rasp nor point the tip toward the hyponychium. Gently draw it along the side edge of that portion of the free edge that you have just trimmed, pulling it toward the side of the big toe nail free edge. Small, short strokes with the file will accomplish the task.

6

Carefully file the nails of the first foot with an appropriate single-use and prepped abrasive file. File them straight across, rounding them slightly at the corners. Smooth rough edges with the fine side of an abrasive file.

**7**

After filing, buff the nails to remove any unevenness. Next apply callus softener and cuticle remover to the calluses and then wrap the foot in a towel and lay it aside. Remove the other foot from the water and perform Steps 2 through 7 on that foot.

**8**

Remove the first foot from the towel wrap; use a wooden pusher to gently remove any loose, dead tissue. Next, use a foot file to smooth and reduce the thicker areas of calluses. Next, exfoliate the foot with a scrub to remove the dry or scaly skin. Use extra pressure on the heels and other areas where more calluses and dry skin build up.

9

Place the first foot in the foot bath and rinse off the cuticle remover and callus softener completely. Then lift the foot above the water and brush the nails with a nail brush. Remove the foot and dry thoroughly. Wrap loosely in the towel.

**10**

Repeat Steps 8 and 9 on the other foot.

**11**

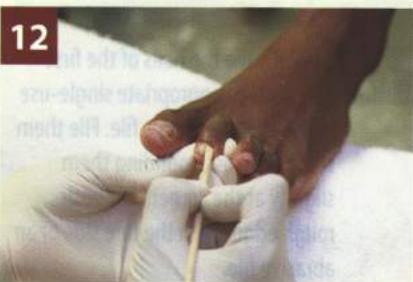
Use the single-use cotton-tipped wooden pusher or disposable product applicator to reapply cuticle remover to the first foot. Begin with the little toe and work toward the big toe.

Application Tip:

Toe separators can be used to hold the toes apart while filing or applying cuticle remover. Always use new separators for every client.

Procedure 14-1 Continued

Performing a Basic Pedicure (continued)



14 Dip your client's first foot into the foot bath. With the foot over the foot bath, brush it again with the nail brush to remove bits of debris. Dry the foot thoroughly. Wrap it in a towel and perform Steps 11 to 13 on the other foot. When finished, wrap that foot in the foot towel and set it aside while performing the following steps on the first foot.

12 Carefully remove the cuticle tissue from the nail plate using a wooden or metal pusher, staying away from the eponychium and taking care not to break the seal between the nail plate and eponychium. Use a nipper to carefully remove any loose tags of dead skin, but don't cut, rip, or tear living skin; cutting cuticles may lead to serious infections. Loosely rewrap this foot unless Step 13 is necessary.

13 Next, if necessary, use the curette on the first foot to gently push the soft tissue folds away from the walls of the lateral nail plate. This allows you to visually inspect the nail plate and the surrounding tissue. If there is extra buildup of debris between the nail plate and surrounding tissue, it should be gently removed with the curette. To use this implement, place the rounded side of the spoon toward the sidewall of living skin. A gentle scooping motion is then used along the nail plate to remove any loose debris. Take care not to overdo it. Do not use this implement to dig into the soft tissues along the nail fold as injury may occur. If the tissue is inflamed (e.g., ingrown toenail), the client must be referred to a qualified medical doctor or podiatrist.



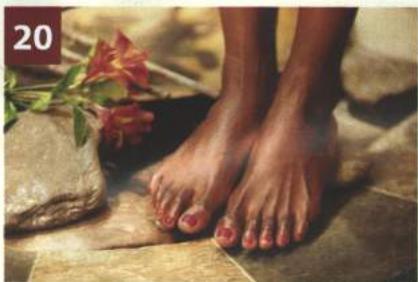
15 Apply lotion, cream, or oil to the first foot and massage. Use a firm touch to avoid tickling your client's feet.

16 Perform a foot massage on the first foot as outlined in **Procedure 14-2, Foot and Leg Massage**. Then rewrap the foot and place it on the towel on the floor or step, wherever appropriate in your salon.

17 Massage the second foot.

18 Remove traces of lotion, cream, or oil from the nails of both feet with polish remover.

19 Ask the client to put on the sandals he or she will wear home or provide single-use pedicure slippers. Insert the toe separators, if possible. Apply nail dehydrator, then apply base coat to the nails on both feet, then two coats of color, and finally a topcoat. Apply polish drying product (optional) to prevent smudging of the polish. You may want to escort the client to a drying area and offer him or her refreshment.



20 Your client has beautifully pedicured feet. **LO8**

Postservice

Perform **Procedure 13–2**, Postservice Procedure.

Procedure 14–2

Foot and Leg Massage

These techniques and illustrations provide instruction for massage on the feet and legs. A massage for a basic pedicure will include only the foot, while a spa pedicure will also include the leg massage and may include the front of the knee.

IMPLEMENTS AND MATERIALS

You will need the following material to perform massage:

- Massage oil or lotion
- Gloves

**1**

Rest the client's heel on a footrest or stool and suggest that your client relax. Grasp the leg gently just above the ankle and use your other hand to hold the foot just beneath the toes; rotate the entire foot in a circular motion.

2 Hold the foot and move the other hand to the dorsal surface of the foot. Foot massage requires a firm touch (although not one that causes pain); firmness can prevent sensation on ticklish feet. Place the base of your palm of that hand on top of the foot behind the toes. (The tips of your fingers do not touch the skin; lift them away.) Slide up to the ankle area with gentle pressure of the palm and heel of your hand. Repeat three to five times in the middle, then on the sides of the dorsal surface of the foot. Ever so slightly, lift the palm each time to return to the initial position of the slide after reaching the ankle.

**3**

Keep one hand in contact with the foot. Slide the other hand and place the thumb on the plantar surface of the foot with the fingers gently holding the dorsal side of the foot. Now transition to the next movement: slide the other hand to the same position on the foot, opposite side. Move one thumb in a firm circular movement, moving from one side of the foot, across, above the heel, up the medial side (center side) of the foot to below the toes, across the ball of and back down the other side of the foot (distal side) to the original position. Now move the thumb of the other hand across and up the outside of the foot, then down to its original position. The base of the thumbs through to the pad of the fingers should be in contact with the skin throughout the movement. Your nails must not touch the client's skin.

4 Alternate the movements of the thumbs in a smooth, firm motion. Repeat several times. This is a very relaxing movement.

5 Perform the same thumb movement on the surface of the heels, rotating your thumbs in opposite directions. Repeat three to five times.



6 Place your one hand on top of the foot, cupping it, and make a fist with your other hand. The hand on top of the foot will press the foot toward you while your other hand twists into the instep of the foot. This helps stimulate blood flow and provides relaxation. Repeat three to five times. This is a friction movement. The bottom of the foot is the only place a friction movement is performed in manicure and pedicure services.



7 Transition your hands, then start with the little toe by placing the thumb on the top of the toe and arching the index finger underneath it. (Your palm is facing up.) Push the fingers and thumb in that position back to the base of the finger, then rotate the thumb and finger in a circular, effleurage movement until the index is arched over the top of the finger with the thumb underneath. Pull the finger and thumb toward the end of the toes.



8 Hold the tip of the toe, starting with the little toe, and make a figure eight with each toe. Repeat three to five times on each toe and then transition to the next one. After the last movement on each toe, gently squeeze the tip once, then transition to the next one. You must have sufficient lotion for this to be comfortable and relaxing.

9 Now, return your hands to the position described in #4, and repeat Steps 3 and 4.

- 10** Repeat all the movements on each foot as many times as you wish, adding other movements that you like to perform, then move to the other leg/foot.



11

- Every massage, whether a pedicure or body massage, must end. To make the end special, to provide a signal for experienced clients that the massage is ending, and to provide a "release" from the client, feathering, which is a traditional release in massage, was developed in many forms. One designed for pedicures follows. At the end of the previous movement, in a smooth transition, place both of the client's feet onto the footrest, or on another stable surface, and move your palms to the top of the feet with your fingers toward the leg. Press your entire hand three times slowly onto the feet. (This should not be a hard press, just a firm push.) Maintain each press for 1 to 2 seconds. After the last press, lift your palms slightly, but maintain contact with the feet with your fingertips. Now gently pull your hand toward the tips of the toes with a feather-light touch of your fingertips. (Do not allow your fingernails to touch the skin.) Pull completely off the end of the toes. Perform the final feather off movement only once, then allow the client to relax a minute or two before moving to the next step of the pedicure.

- 12** Once the massage of both feet is completed, you may move forward in the pedicure procedure. If you are performing a luxury pedicure, do not perform the feather off movement; slide your hands to the leg and move on to the leg massage after Step 10.



13

- Place the foot on the footrest or stabilize it on your lap, then gently grasp the client's leg from behind the ankle. Perform effleurage movements from the ankle to below the knee on the front of the leg with the other hand. Move up the leg and then lightly return to the original location. Perform five to seven repetitions, then move to the sides of the leg and perform an additional five to seven repetitions.



14

- Slide to the back of the leg and perform effleurage movements up the back of the leg. Stroke up the leg, then, with less pressure, return to the original location; perform five to seven times. Each pedicurist will design her own effleurage movements. They must be relaxing and in a routine used on every client. **LO9**

■ Review Questions

1. What are the five unique pieces of equipment used in pedicures?
2. Describe specialty materials used only when performing pedicures.
3. What is a callus softener product?
4. Explain the difference between a basic and a spa pedicure.
5. Define reflexology and explain its benefits during a pedicure procedure.
6. Why is cleaning and disinfection of pedicure baths important?
7. What is the tool used to reduce the instance of an ingrown toenail and how should it be used?
8. List the steps in a basic pedicure.
9. List the steps in a foot and leg massage.