

# TAMMY TAYLOR®

## Advanced Sculptured Nails

### HISTORY OF TAMMY TAYLOR

Tammy was only 18 years old when she became a licensed nail technician in 1981. Immediately, she opened a modest 385 sq. ft. Nail Salon.

Tammy's first full set of sculptured nails took her 8 hours. Now she holds the World's Record for the fastest set of sculptured nails ever done. She can do a



full set of sculptured acrylic fingernails, with nail forms, in under 20 minutes in front of a live audience.

Tammy wrote the book that State Boards of Cosmetology use to help prepare their exams. Tammy's "Guide to Manicuring and Advanced Nail Technology" book is approved by all states that require licensing.

Tammy developed her own line of nail products in 1983. Her products are now used in over 100,000 Salons worldwide.

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## BUILDING A CLIENTELE

1) Have a beautiful picture of nails on your **Business Cards**; **Brochures**; **Flyers**, and on your **Gift Certificates**. (Go to Tammy's website, click on "Advertising") Tammy has all of her beautiful posters on CD which can be used when creating your business cards, flyers, gift certificates, ads, etc.

2) **Wear your nails Pink & White** with A-Coat and Z-Coat. "You are your best advertisement."

3) **Pass out your business cards** daily. (Note: Never be without business cards, and pass out at least 3-cards daily.)

4) **List yourself** in your local Yellow Pages.

5) **Keep client cards** and always re-book your clients before they leave your Salon.

6) **Work** at least 8 hours a day or 32 hours a week, even if you are not busy. Answer the phones and help out.

7) **Do great Pink & White Sculptured nails**.

8) **Run specials** on full sets, and not your fill's. Two for one specials and 1-Free Nail coupons work well. (Never discount "Fill-ins", they are your bread-and-butter.)

9) For every **3 new clients** that a client sends you they receive a **free pedicure**. (Or, any service you do, except for fill-ins.)

10) **Promote Gift Certificates** to every single client. They can purchase as gifts for Birthdays, Weddings, Christmas, etc. Even if you think "I got the money, now and I work for free later". This is not true, **every gift certificate is a new client** that will come back for more services.

11) **Give away 20 "Free" Full Sets** to different people around town, it is fantastic **Advertisement**. You will make back what the full set cost you **10 times over**. Also, remember you'll make money when they come back for Fill-ins.

12) People to **give free full-sets to**: Office Managers, who have a lot of women working for them or around them. Waitresses at a local restaurant, Hotel Manager, Chamber of Commerce Manager, Jewelry Stores, Sales women, Weight Clinic technicians, Health Spa receptionists, bank tellers, etc.



Every person who calls your Salon or walks into your Salon is a potential client.

If they call in, ask them to please come in for their free Pink & White Sculptured nail. Then tell them about you and your Salon. Your work is guaranteed for 2-weeks, all files, implements and equipment are disinfected with Hospital Level disinfectants. Drills are not used on the natural nail. Fluffy makeup brushes that spread germs are not used, etc.

If they walk in, you should look at their hands and feet and know immediately what type of demo is needed. Demo on men and women.

For natural nails, use the Natural Nail Shine Kit and demo one nail. Explain the shine lasts up to 4-weeks.

For clients with thin nails, nail bitten nails, short or uneven nails, apply a Pink & White Sculptured nail.

For clients with ingrown toenails, apply a sculptured nail. This can cure ingrown toenails. The acrylic is thicker than the natural nail so it makes the nail grow over the skin rather than into the skin.

Always offer a little Peach Moisture Creme or Spray Pain Away to everyone.

### Advertising Example:

#### Eliminate Your Nail Problems Today

##### We Specialize in

##### **Tammy Taylor Pink & White Acrylic Nails**

- No more breaking, lifting, or chipping.
- All work is guaranteed.
- No drills are used on the natural nail.
- Licensed by the State Board of Cosmetology.
- Hospital grade disinfectants used on all files, implements, and equipment.
- Annually certified in advanced nail techniques and procedures.
- Only professional State Board approved products are used.

• **PINK & WHITE ACRYLIC NAILS on HANDS or FEET**

To eliminate fill-lines, you need to buff your nails with oil in between fills. This eliminates the white “peelys” or lifting around the edge and also stops you from picking at your nails.

**Products Needed:** 2oz. Peach Acetone Polish Remover, Dip-Off Jar, 1/4oz. Conditioning Cuticle Oil, Zebra File (*180 grit*), Clean Finish Buffer (*File or Block*), A-Coat and Z-Coat.

1. Remove A-Coat with Peach Acetone Polish Remover.
2. File cuticle area smooth with Zebra File, then smooth out the top surface of the nail.
3. Apply Conditioning Cuticle Oil to cuticle areas.
4. Buff cuticle area and top of nail smooth with the Clean Finish Buffer.
5. Clean off oil with a towel.
6. Polish with A-Coat. (*Follow with Z-Coat if you are going to be in the sun or using sunscreens. This will keep your A-Coat from getting sticky.*)

• **KEEPING NAILS HEALTHY while WEARING ACRYLIC NAILS**

Your natural nail under the acrylic can stay healthy by keeping your nails clean.

**Products Needed:** Tammy Taylor Shampoo (*choose from 4 fragrances*), Manicure Brush and Thymolize.

1. Scrub your nails daily with Tammy Taylor Shampoo and plastic Manicure Brush. Then apply a drop of Thymolize under the free-edge of all 10 nails. The Thymolize should kill any germs and keep the free-edge white underneath.

• **NATURAL NAILS**

Coming in for manicures every 1-2 weeks is a necessity with natural nails or they look shabby. To keep your nails looking good between manicures, you will need to file your rough edges; keep your cuticles nourished and apply clear polish, or just shine the natural nails with the Shiner Block if you don't wear polish.

**Products Needed:** Shaper File, Nail Nourishment, Z-Coat, Nail Hardener or Shiner Block, 2oz. Peach Moisture Lotion or Moisture Crème.

1. Smooth rough edges with Shaper File when needed.
2. Apply Nail Nourishment daily to keep nails healthy and strong; it also keeps hangnails away.
3. Apply Nail Hardener or Z-Coat every 2-3 days to keep polish from chipping or just use gray side of Shiner Block every 5 days to keep the natural nails shiney.
4. Apply Peach Moisture Lotion or Moisture Crème daily, to keep hands soft.

• **COLOR POLISH**

When you wear color polish on acrylics or natural nails, don't change your polish more than one time a week.

**Products Needed:** 2oz. Peach Acetone Polish Remover (*optional: Dip-Off Jar*), Conditioning Cuticle Oil, Clean Finish Buffer (*File or Block*), Ridgefiller, color polish, and Z-Coat.

1. Remove polish with Peach Acetone Polish Remover.
2. Apply Conditioning Cuticle Oil to nail and cuticle.
3. Buff with Clean Finish Buffer.
5. Apply Ridgefiller first, then 2 coats of color polish.
6. Finish your nails with a coat of Z-Coat.

Apply Z-Coat every 4-5 days. This will make your polish look new. Use your Conditioning Cuticle Oil daily.

• **EXCESSIVE CUTICLE SKIN**

If you have excessive cuticle skin use Peach Creamy Cuticle Remover and Cuticle Stone once a week.

**Products Needed:** Peach Creamy Cuticle Remover, Cuticle Stone and Conditioning Cuticle Oil.

1. Squirt a little Peach Creamy Cuticle Remover on each cuticle and rub it in.
2. Let it soak in for 1-2 minutes.
3. Push back cuticle and smooth out rough spots with Cuticle Stone.
4. Wash your hands and nails thoroughly. Then dry off with a towel and push back cuticles at the same time.
5. Massage in Conditioning Cuticle Oil. Note: Use oil daily.

• **DRY ROUGH SKIN**

**Products Needed:** Peach Exfoliating Scrub and Peach Moisture Lotion or Moisture Crème (*and optional: Foot File*).

1. Apply Peach Exfoliating Scrub to palm of hand and rub into all rough areas (*knees, elbows, hands and feet*) until smooth.  
Note: Any extremely rough areas, you can apply Peach Exfoliating Scrub to Foot File and scrub mildly.
2. Wash off Peach Exfoliating Scrub thoroughly.
3. Apply Peach Moisture Lotion or Moisture Crème to all areas you scrubbed.
4. You can do this every week or more often if needed.

## Pseudomonas, aka “The Greenies” (mold)



When a greenish-black discoloration appears on the nailplate, it is most likely a ‘pseudomonas’, a type of bacterial infection, aka, “**The Greenies**”. The greenies are caused from moisture being trapped between the artificial nail and the natural nail.

“**THE GREENIES**” are directly related to the artificial nail not adhering properly. If there is anyway moisture can seep between the artificial nail and natural nail, it can be the perfect breeding ground for the ‘greenies’. The breeding ground needs

warmth and moisture (*basic food for pseudomonas*). So, the greenies are found on the nailplate and not under the free-edge.

“**THE GREENIES**”, aka, a pseudomonas bacterial infection is not a mold. The term ‘mold’ has been used for over 20 years in the nail industry to describe, what has most likely been a pseudomonas bacteria. But ‘mold’ is not the correct scientific term. Whereas mold is a fungus and ‘the greenies’ aka, pseudomonas bacteria, is not a fungus, but bacteria.

”**The greenies**” can be easily spread, usually with un-sterilized files, nail dust from filing, cosmetic dusting brushes, and anything not cleaned before next client, but the greenies are easily killed.

When a nail has the greenies it is recommended to remove any artificial covering and expose the greenies to the air. Then apply **T.T. ‘Fresh-Nail’** to the affected area for about 1 minute, either with a **T.T. Towelette** or full submersion of the affected nail. The stain is permanent and will have to grow out. You should be able to apply a new artificial nail immediately, unless the natural nail is very soft, then you should leave artificial nail off for 2 weeks and check at the next appointment. Using the **T.T. Sanitize** often during the day will help rid nails & hands of bacteria.

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**Mold** – (Pseudomonas, aka: Greenies) is green to brown in color.

- 1) Remove product from discolored area.
- 2) Saturate a cotton ball with “Fresh Nail” and apply to discolored area and leave on for one (1) minute.

**Pre-Fungus** – (Starts as Onycholysis and is the perfect environment for a fungal infection to grow. Which can cause Onychomycosis, a fungal infection that can cause the nailplate to lift away from the nailbed (*Distal subungual & Candida*)).

**Fungus** – Most commonly onychomycosis, looks like free-edge is getting longer (actually the natural nail is lifting from nailbed).

- 1) Recommend removal of all sculptured nails or remove product from problem nails only.
- 2) Recommend that client should treat what appears to be some type of fungus with “Thymolize” One (1) drop underneath all free-edges even if fungus is only under one or two, 3 to 5 times a day.

**NOTE:** Fungus is very dangerous and can spread to other fingers and other clients.

Have client sign a statement saying that you recommended removal of sculptured nail(s)! If you do not see improvement in 7 to 14 days, recommend that client see a dermatologist.

## Onychomycosis, aka “Fungus”

Loosening of the nailplate is Onycholysis. The basic normal causes can be drilling on top of the natural nailplate (trauma to nailbed), strong chemicals or detergents, picking artificial nails off instead of soaking them off and a puncture to the hyponychium.

Onycholysis is the perfect environment for a fungal infection to grow. Which can cause Onychomycosis, a fungal infection that can cause the nailplate to lift away from the nailbed (*Distal subungual & Candida*).

There are four basic types of Onychomycosis: 1. Distal subungual, 2. White superficial, 3. Proximal subungual, 4. Candida. Types 1 & 4 can cause nailplate to lift from nailbed and are probably the most common ones that nail tech’s see.

Fungus is very difficult to kill and it is very contagious. An antifungal treatment must penetrate all the layers of the nail (*keratin*) and skin surrounding the nail.

(*In talking to a doctor in Newport Beach, California, he said that he did not like the oral medications like Griseofulvin, where the cure rate is low and there are side-effects for fingernail and toenail fungus, nor did he like the idea of the medication traveling throughout the body and through the liver before it got to the fingernail or toenails. And, this would also entail additional testing of the liver to see if it could handle it. A good topical product would be best.*)



Onycholysis (*loosening of nailplate*) is not a fungus but it is susceptible to fungus. This is why we recommend scrubbing with **T.T. Anti-Bacterial Soft Soak** and a plastic manicure brush followed by **T.T. Thymolize** underneath the free-edge, especially with artificial nails, at least once a day as prevention. So if they do get onycholysis, the **T.T. Thymolize** should help prevent it from becoming a fungus, onychomycosis.

Fungus is not a virus. Fungus is not a bacteria. Fungus is a fungus. Mold is a Fungus. If you do have a fungus, we recommend removing the artificial nail(s) completely and treating with **T.T. Thymolize**, 3-5 times a day underneath the free-edge at the hyponychium, every day until the natural nail reattaches. The same goes for toenails. If you do not see any improvement within 7 days, refer the client to a physician.

## How To Soak Off Acrylic Nails

Soak off old acrylic every 3-6 months.

### Products Needed:

- 2 – 6 x 9 T.T. Acetone Resistant Plastic Bags
- A few drops of T.T. Cuticle Oil
- 4 ozs. Acetone
- 2 Wads of Cotton
- 2 – Scrunchy Type Hair Holders or 2 Large Rubber Bands

**Caution:** Do not soak nails in acetone more than 30 minutes. Do not soak near heat or flame. If any irritation or discomfort occurs, discontinue soaking nails immediately. Rinse hands with cold water for 5 minutes.

### Directions:

1. Put a small handful of the cotton into each acetone resistant plastic bag and a few drops of T.T. Cuticle Oil.
2. Pour 2 ozs. of acetone into each of the bags and immerse the client's nails into the acetone.
3. Place a scrunchy (loose) or rubber band (loose) around each plastic bag at the wrist. **Be careful not to cut off the circulation.**
4. Let soak 15 minutes.
5. Take off bags and file off soft product. If all product is not off, put bags back on and let nails soak in acetone for another 10 minutes. The product should be completely off in 25 minutes.

**Caution:** Do not fill bag with acetone; Only use 2 ozs. - Just enough to cover the fingernails, not the entire fingers or hands.

In case of emergency, call Chemtree 1-800-424-9300

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Acrylic nail product is a form of plastic and plastic will get old and brittle. (Note: If you put a plastic container similar to a Tupperware bowl outside for 3 to 6 months, it will get very dry, cracked, and brittle, similar to the acrylic nail after a long period of time.) **CAUTION:** Do not soak off nails more than every 3 to 6 months as this could weaken your nailbed and lead to fungus (onychomycosis).

### Signs of Old acrylic:

1. Excessive lifting
2. Excessive breaking
3. Natural nail free-edge peeling away from sculptured nail
4. Discoloration
5. All around falling apart

## The Dangers of Methyl Methacrylate

### Keeping Your Clients Educated

Recently, increasing problems with the use of methyl methacrylate, (MMA) in the nail industry has caused numerous problems for acrylic nail wearers. Many "discount" nail salons are using MMA instead of EMA acrylic liquid (EMA acrylic is made especially for fingernails and toenails) to cut down on costs, (MMA is approximately \$180 cheaper per gallon than EMA acrylic liquid.) This is why so many "discount" nail salons can charge such low prices.

The FDA has issued a warning to consumers that the use of MMA in discount nail salons is on the upswing, and is severely dangerous to unsuspecting clients. The best way to combat the problem with MMA is to **recognize the warning signs.**

**Before acrylic nails have been applied, look over any Salon you are thinking about patronizing, and "Beware" of Salons that:**

- Offer huge discounts on services.
- Hide manufactures labels.
- Use drills to etch the natural nail, or to remove the acrylic.

### After acrylic nails have been applied:

- Tingling or numbness of the fingers
- Whitening of the fingers
- Damaged nailbeds
- Irritated skin around the nailbed
- Salons using MMA will have a markedly different smell to them than the FDA approved EMA acrylic.

Other signs may include:

- Difficulty in removing your clients acrylic nails (The MMA acrylic combination has a much harder surface than the pure EMA acrylic combination.)
- Employees in the salon tend to wear masks to avoid the poisonous chemicals MMA gives out.

All these signs may indicate that your client has been to a salon using MMA.

It is important to educate your clients on the dangers of MMA.

A well-trained nail tech using FDA approved products and using proper sanitation methods will not be afraid to answer any questions asked by their clients. Keeping your clients informed and educated will not only keep them loyal, it will keep them safe.

We have provided a sample flyer (*Talk of the Town, Spring 1998*) explaining the hazards of MMA to your clients. This flyer can be photocopied right out of the newsletter and handed out to your clients in order to keep them informed and educated! If you have internet access, here is the web address (URL) or link via Tammy's 'Talk of the Town' page, and go down the list to "MMA, & Unsanitary Salons".

URL ---> <http://www.TammyTaylorNails.com/>  
and Click on 'Talk of the Town'

## DISINFECTING SYSTEM

Tammy Taylor's hospital level disinfectants, FIRST CHOICE concentrate and DISINFECT-DISINFECT-DISINFECT are registered by the EPA (Environmental Protection Agency). The EPA's registration method ensures efficacy of the product's ability to kill pathogens. The EPA, for continued effectiveness and correctness of the product label, monitors production of these products. The EPA classifies a germicide as "hospital level" if the disinfectant kills a certain variety of targeted microorganisms that are considered difficult to kill. The 3 pathogens are: 1) Salmonella Cholraesnis; 2) Staphylococcus Aureus; and 3) Pseudomonas Aeruginosa.

Both disinfectants are broad spectrum, bactericidal, germicide, disinfectant, sanitizer, deodorizer, virucidal, fungicide, mildewstat and effective against gram positive and negative bacteria, HIV-1 (AIDS) virus within 10 minutes of contact using an EPA-accepted protocol. Both kill staph (Staphylococcus), strep (Streptococcus), salmonella, pseudomonas, Herpes I & II, and other major disease-causing organisms and meets or exceeds State board requirements for use in wet sanitizers. Each has a 2-week residual efficacy and the solution lasts up to 45 days in a wet sanitizer, unless through heavy usage the solution becomes contaminated and up to 2 years in the bottle before being used. The DISINFECT-DISINFECT-DISINFECT is also a tuberculocidal.

### If a blood spill occurs:

1. Spray a disposable Tammy Taylor Towelette with Disinfect-Disinfect-Disinfect and hand to client. Have her wipe off cut and apply pressure.
2. Hand client an opened labeled Ziploc plastic bag and have her put the soiled towelette inside.
3. As a precaution, you may want to apply a skin antiseptic such as Iodine.

### If nippers or an implement cut the client:

1. Clean nippers or implement with First Choice and a disposable Tammy Taylor Towelette to remove all blood, soil, skin debris, etc. Dispose of Towelette in the plastic Ziploc bag.
2. Disinfect using option A, B or C:
  - A. Thoroughly spray with Disinfect-Disinfect-Disinfect until completely wet and let air-dry
  - B. Soak in First Choice for ten minutes, remove and let air-dry.
  - C. Soak in Disinfect-Disinfect-Disinfect for ten minutes, remove and let air-dry.

### If a file cuts the client:

1. Put file in the disposable labeled Ziploc bag and discard.

### Items Needed At Station

Sanitize-Sanitize-Sanitize in a spray bottle, clearly labeled.  
 First Choice in a glass jar, clearly labeled.  
 First Choice in a spray bottle, clearly labeled.  
 Disinfect-Disinfect-Disinfect in a spray bottle, clearly labeled.

### Keep these items together in a bag or box in case of blood spill:

Q-tips  
 Plastic Gloves  
 Iodine  
 Disposable Tammy Taylor Towelette or cotton ball  
 Plastic Ziploc bag labeled "Biohazard"  
 Band-Aid  
 2- gallon size Ziploc plastic bags:  
 1- labeled Soiled Files and  
 1-labeled Disinfected Files  
 If client has sores or scabs, cover with Band-Aid or don't work on

them. If nail tech has open sores or scabs, wear plastic gloves.

### Most Important

In order to disinfect properly, it is necessary to get rid of all debris or soil by cleaning thoroughly with First Choice.

### How to Disinfect Table

After every customer, throw away any used disposable towel. Remove any cloth towels and launder before reusing. Wipe off table, removing all debris, particles, soil, nail clippings, dust, etc. Then spray table with First Choice and using a clean paper towel wipe clean, Then spray table, with Disinfect-Disinfect-Disinfect and let air-dry.

### How to Disinfect Implements

1. Wipe off all debris, soil, skin, etc. with a disposable Tammy Taylor Towelette or cotton ball dampened with First Choice.
2. Disinfect using option A, B or C:
  - A. Thoroughly spray with Disinfect-Disinfect-Disinfect until completely wet and let air-dry.
  - B. Soak in First Choice for ten minutes, remove and let air-dry.
  - C. Soak in Disinfect-Disinfect-Disinfect for ten minutes, remove and let air-dry.

### How to Disinfect Files

1. Using sanitize-able plastic manicure brush, brush off all debris, soil, dust, etc., spray with First Choice and brush again.
2. Disinfect files and manicure brush using option A, B or C:
  - A. Thoroughly spray with Disinfect-Disinfect-Disinfect until completely wet and let air-dry.
  - B. Soak in First Choice for ten minutes, remove and let air-dry.
  - C. Soak in Disinfect-Disinfect-Disinfect for ten minutes, remove and let air-dry.


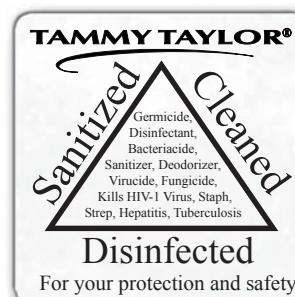
**1**  
 Sanitize-Sanitize-Sanitize  
 (For Skin)  
 Available in 5 fragrances: Peach, Coconut, Vanilla, Gardenia, and Giorgio.  
 Spray on hands, then spray on clients hands before every service.  
 8 oz. spray and 4 oz. purse size  
 Refill sizes available  
 16 oz. and Gallon



**2**  
 First Choice (concentrate)  
 (For Cleaning & Disinfecting)  
 This unique formulation combines detergents with dual quaternary ammonium compounds and germicides, providing excellent cleaning and disinfecting results.  
 8 oz. concentrate (Makes 16 gallons).  
 Empty 1-Gallon container, Empty 8oz. Spray Bottle. Fill empty gallon container with water first, then add 1/2 oz. of First Choice concentrate. Fill 8 oz. Spray bottle from gallon.



**3**  
 Disinfect-Disinfect-Disinfect  
 (High Level Tuberculocidal Disinfectant)  
 Ready to use dual quaternary ammonium compounds tuberculocidal disinfectant. Also effective against Hepatitis B. Complies with OSHA blood borne pathogen standards for environmental surface disinfecting. Use for all blood spills and other high level disinfecting. 8 oz. spray & 32 oz. refill

5" x 5"  
**Window Decal, for participating Salons.**  
 Available on request.



**STUDY OF DISINFECTION OF  
 TAMMY TAYLOR NAIL FILES  
 IN TAMMY TAYLOR DISINFECTANT:  
 DISINFECT DISINFECT DISINFECT SPRAY**

Work Order Number: 9937-01642

Date Performed: February 13, 2002  
 Performed For: Tammy Taylor Nails  
 18007 Sky Park Circle  
 Irvine, CA 92614

Testing Performed By:

*Jill M Felker*  
 Jill M Felker  
 Microbiologist

Report Reviewed By:

*Christopher P. Solan*  
 Christopher P. Solan  
 Laboratory Director

Microbac Laboratories, Inc. • Erie Testing Laboratory Division

**INTRODUCTION**

The purpose of this test was to determine if reusable *Tammy Taylor* nail files can be sanitized by spraying Tammy Taylor Disinfect Disinfect Disinfect Spray.

**METHODS AND MATERIALS**

**SOLUTIONS:**

**Bacteria:** A 600 milliliter beaker was filled with a sterile phosphate buffer, and viable microorganisms were added.

ORGANISMS	APPROXIMATE CONCENTRATION
E.coli	1,300,000,000
Bacillus cerus	6,200,000
Aspergillus niger	790,000,000
Yeast	4,800
Staphococcus aureus	1,300,000,000
TOTAL ORGANISMS	3,400,000,000

**Disinfect Disinfect Disinfect Spray:** Following the written instructions, files were sprayed until completely wet, and allowed to air dry for 10 minutes.

**Neutralizing Buffer:** A sterile buffer solution was used. The buffer contains various agents to inactivate common sanitizers, including the active ingredients in the Disinfect Disinfect Disinfect.

**PROCEDURE:**

Three types of nail files were used in the analysis:

- 1.) Little Purple Terminator
  - 2.) Long Lasting Zebra
  - 3.) Clean Finish Buffing File. Five nail files of each type were analyzed.
1. A non-inoculated control (not contaminated with bacteria) file for each file type was sprayed with Disinfect Disinfect Disinfect Spray and allowed to air dry for 10 minutes.
  2. The non-inoculated controls were placed in individual sterile bags with 100 milliliters of neutralizing buffer. The bags were closed and shaken.
  3. The non-inoculated controls were tested for presence of organisms.
  4. An inoculated control (contaminated with bacteria) file for each file type was analyzed. These files were placed in the beaker of bacteria and allowed to soak for one minute.

**The Tammy Taylor Files & Disinfecting**

The Tammy Taylor Disinfectant System has been laboratory tested to kill over 99% of germs on contaminated files. Either by spraying thoroughly or by soaking. Tammy Taylor files are the highest quality files made in the world. The workmanship that goes into making these files has been perfected with over 20 years of experience in file manufacturing.



State Board approved  
 Kills 99.99%  
 of germs

See Tammy's  
 "NEW" Catalog

This complete article is available on Tammy's website: [www.TammyTaylorNails.com](http://www.TammyTaylorNails.com)  
 On the Professional website, click on Talk of the Town, then click on Disinfect & First Choice tests.

West Coast (800) 93-TAMMY \* East Coast (800) 393-2222

**RESULTS**

LITTLE PURPLE TERMINATOR	TOTAL ORGANISMS/FILE
INOCULATED CONTROL	1,200,000
NON-INOCULATED CONTROL	0
INOCULATED AND DISINFECTED FILE #1	103
INOCULATED AND DISINFECTED FILE #2	59
INOCULATED AND DISINFECTED FILE #3	33
AVERAGE ORGANISMS	65

LONG LASTING 100 ZEBRA	TOTAL ORGANISMS/FILE
INOCULATED CONTROL	900,000
NON-INOCULATED CONTROL	0
INOCULATED AND DISINFECTED FILE #1	23
INOCULATED AND DISINFECTED FILE #2	78
INOCULATED AND DISINFECTED FILE #3	74
AVERAGE ORGANISMS	58

CLEAN FINISHING BUFFING	TOTAL ORGANISMS/FILE
INOCULATED CONTROL	8,700,000
NON-INOCULATED CONTROL	0
INOCULATED AND DISINFECTED FILE #1	71,000
INOCULATED AND DISINFECTED FILE #2	95,000
INOCULATED AND DISINFECTED FILE #3	54,000
AVERAGE ORGANISMS	73,000

Microbac Laboratories, Inc. • Erie Testing Laboratory Division

**DISCUSSION**

**PERCENT REDUCTION**

LITTLE PURPLE TERMINATOR FILE	99.99%
LONG LASTING 100 ZEBRA FILE	99.99%
CLEAN FINISHING BUFFING FILE	99.16%

**CONCLUSION**

The *Tammy Taylor* nail files can be sanitized with the Disinfect Disinfect Disinfect Spray, with a very low bacteria count, but cannot guarantee sterility. Overall, the differences in the counts are easily within the difference expected in this type of experiment.

<b>Tammy Taylor Nails, Inc. - West Coast</b> 18007 Sky Park Cir., Suite E Irvine, CA. 92614 (800) 93-TAMMY Tel (949) 250-9287 Fax (949) 250-1853	<b>Tammy Taylor Nails - East Coast</b> 3315 Maggie Blvd., Suite 1000 Orlando, FL. 32811 (800) 393-2222 Tel (407) 650-8700 Fax (407) 650-1699
<a href="http://www.180093TAMMY.com">www.180093TAMMY.com</a> - <a href="http://www.TammyTaylorNails.com">www.TammyTaylorNails.com</a>	

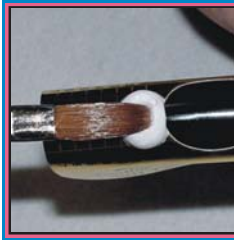
# TAMMY'S PRODUCT CONSISTENCY

**Beautiful Balls = Beautiful Nails**  
**Ugly Balls = Ugly Nails**

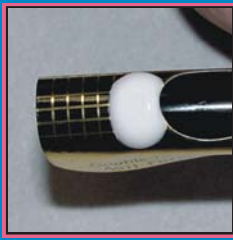
**Beautiful FREE-EDGES = Beautiful Nails**  
**Ugly FREE-EDGES = Ugly Nails**



**Practice with a Form on Polish bottle**



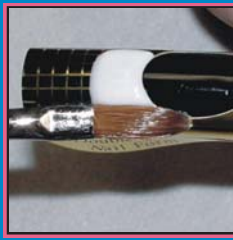
**#1 Ball**  
Free-edge, Place



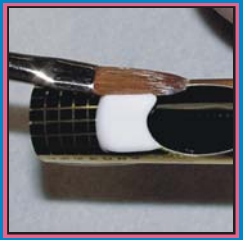
**Let it flow**  
3 seconds



**Pat, Pat, Pat**



**Side**  
Line up one side



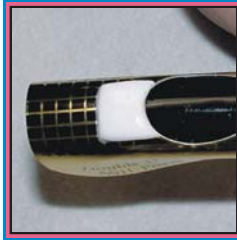
**Side**  
Line up other side



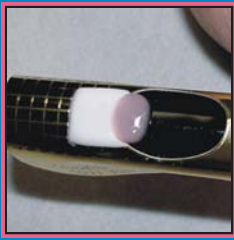
**Happy Face**  
Make it smile



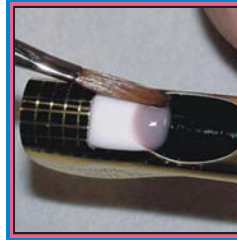
**Tip of Free-edge**



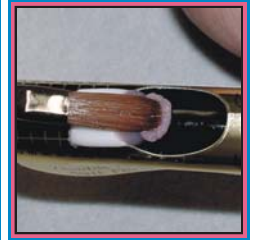
**Finished**  
Free-edge



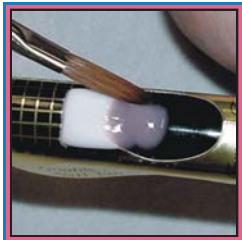
**#2 Ball**  
Place, Lift & Let flow  
3 seconds



**Stroke**  
Side, Side, Center



**#3 Ball**  
Place, Lift & Let flow  
3 seconds



**Stroke**  
Side, Side, Center



**#4 Ball**  
Place, Lift & Let flow  
3 seconds



**Stroke**  
the Left side



**Stroke**  
the Right side



**Stroke**  
the Center



**Finished Nail**

#1. Look at each Ball before Placing it. Each Ball must look like a Pearl, if not, throw it away.

#2. The Brush marks have to disappear within 3 seconds after you place the ball, or the ball is too dry. If so, wipe it off and pick up another ball.

#3. Patting the Free-edge ball into shape creates the foundation of the nail. When the foundation is strong, the nail will be strong and not break.

#4. The #1 Free-edge Ball needs to be a large enough ball to do the whole free-edge.

#5. The #2, #3 & #4 Balls, are applied to the nailbed. They are small wet balls and they are stroked.

#6. When the Nailbed product (#2, #3 & #4 balls) is applied wet, it will adhere better than when applied dry. Too dry causes lifting. *(Because it will not flow into the hills & valley's you etched with the 100 grit T.T. Purple Terminator file.)*

#7. Stroking the #2, #3 & #4 balls, will make the cuticle area thin and leave the nail smooth.

#8. More liquid makes a smooth nail.

#9. If the ball looks powdery (too dry), wipe it off

#10. Use the Black Deep Ceramic Dish for liquid. It is easier to see the liquid when it gets cloudy and contaminated, and you will get better consistency.

#11. Clean brush after every client. Dip brush into T.T. Brush Cleaner, wipe, dip into liquid, wipe. A clean brush makes a prettier ball. *(If the acrylic has hardened in the brush, leave it in T.T. Brush Cleaner up to 15 minutes.)* If the brush bristles are bent or split, run under hot water and the bristles will become straight.

#12. Do Not use liquid containers that use a pump reservoir system. Too many tech's complain about their nails yellowing when they've been using these types of dispensers. Things that pump or use a type of vacuum system can also cause a reverse flow, causing used liquid to mix with the new. Pump dispensers are fine for acetone.

#13. Have 3 brushes clean and ready-to-use. Just in case you are having a bad day.

#14. Cold liquid will cause the ball to be runny, and will take a long time to set up. When it is cold, set bottle of liquid in a glass of warm water.

#15. Hot liquid will cause the ball to start setting up too quickly, making small, hard balls. Place liquid bottle in a cold glass of water to cool down

#16. Contaminated Liquid causes Bad Balls. If it seems like no matter how much liquid is used, the ball is still powdery and/or flat, it is contaminated liquid. Remember to clean liquid often. Use the T.T. Black Ceramic Dappen Dish, so it is easy to see when the liquid is contaminated.

Tammy takes a few minutes to brush up on the Practice Sheet



**Practice, Practice, Practice,**  
using your Practice Sheet

Apply A Full Set of Sculptured Nails in under 1 hour

**1. SANITIZE** - Tammy Taylor Sanitize is available in 5 fragrances: *Giorgio™, Peach, Coconut, Vanilla and Gardenia*. Start every procedure by sanitizing your hands first; then your clients. **(All 10)**

**2. REMOVE POLISH** - Tammy Taylor Acetone Polish Remover, with conditioners, is available in 4 fragrances: *Peach, Coconut, Vanilla and Gardenia*. **Note:** Non-Acetone Polish remover's can leave acrylic nails yellow and gummy, and are very messy. **(All 10)**



**3. ETCH** - The T.T. 100 grit Purple Terminator is the best file for etching. Proper etching will eliminate 75% of lifting. **(All 10)**

**(3)a.** Etch only the way the nail grows, from the cuticle to free-edge, until there is no shine on the nailplate.



**(3)b.** To further insure no lifting, use the T.T. Pterygium Stone to push back excess cuticle and skin that has grown onto the nailplate. **(All 10)**



**4. DUST** - Remove the particles from the nailplate with a **plastic manicure brush**. It is necessary to brush from cuticle to free-edge, until the nail is clean. This also helps eliminate lifting. **Note:** A cosmetic brush can spread germs as it cannot be properly disinfected. **(All 10)**



**5. PRIME** - Apply the T.T. Primer to all 10 nails and let them dry. This will dry out the oils and kill the germs on the nails. A pre-prime is **not** necessary! **(All 10)**

**Note:** The primer is a methacrylic acid. A half ounce bottle can prime 1,000 nails.

So a very small amount is all that is needed. Primer can cause irritation. Dab the primer brush on a towelette, before priming, to remove excess. After priming, wipe brush before placing brush back in bottle to eliminate contamination. **WARNING:** If primer is spilled, remove any clothing anywhere primer spilled and wash affected areas with soap and water for at least 15 minutes. *(Always keep Primer in a Primer Holder)*



**6. APPLY NAIL FORMS** - The Tammy Taylor forms are available in 3 different nailbed shapes: **Oval, Square and Original**. Also 2 different designs: **Competitive Edge and Custom**. The proper form will help eliminate breaking and cracking. **(All 10)**

**The Nailbed Determines Your Nail Form**



**Gold** (regular nail) **White** (high hyponychium) **Black** (severe c-curve) **Black** (flat nail)

Pick the form that fits the shape of the nailbed.

**Note:** If the form does not fit properly, it will be difficult to put on and the nail will break easily.



**Gold:** Competitive Edge Original  
A Regular nail needs a Gold Original nail form.



**White:** Competitive Edge Oval  
A Narrow Natural nail or nail with a High hyponychium, needs a White Oval nail form.



**Black:** Competitive Edge Square  
A flat natural nail needs a Black Square nail form, also a natural nail with a severe C-Curve needs a Black Square nail form.



**7. REPRIME** - Apply 2nd coat of T.T. Primer. Just before applying acrylic. **Note:** If second coat of primer dries, a 3rd coat can be applied. Applying product while primer is still wet will help eliminate lifting. **(one nail at a time)**

**8. APPLY PRODUCT - The Tammy Taylor powders are available in 11 colors:** (Whites) *Whitest White, Dramatic White and regular White*; (Pinks) *Pinkest Pink, Dramatic Pink, regular Pink, True Pink and Clear Pink*; also *Natural, Clear & Peaches n' Cream*. (one nail at a time)

Product is applied in 4 balls. "Pat the White" and "Stroke the Pink": "1, 2, 3, 4 balls". Use the T.T. Deep Ceramic Dappen Dish (*Black for Liquid & White for Brush Cleaner*) and the T.T. Custom brushes, (*Available in 3 shapes: Original, Large & Small. Also available in 2 designs: Custom and Flat*) to provide the best possible consistency. (Note: To perfect product consistency and nail application, watch the T.T. Videos, "*Faster Nails With Product Consistency*", and "*How to Apply a Full Set of Pink & White Sculptured Nails*").

**1<sup>st</sup> Ball - (White) Largest Ball – Pat, Pat, Pat**

**1<sup>st</sup> Ball is Free-Edge**



Beautiful White Ball, looks like a Pearl

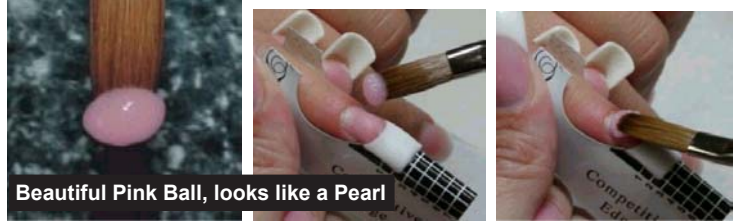
Place on the nail form, let flow (count 1,2,3). Pat across the nail from side to side. Push in the sides, lining the free-edge up to the nail groove. Make the "Happy Face". Even out tip of free-edge.



**1<sup>st</sup> Ball Free-edge**

The "Free-edge" ball is the foundation of the nail. A Beautiful free-edge makes a Beautiful nail.

**2<sup>nd</sup> Ball - (Pink) Smaller, wet ball, - Stroke, Stroke, Stroke**



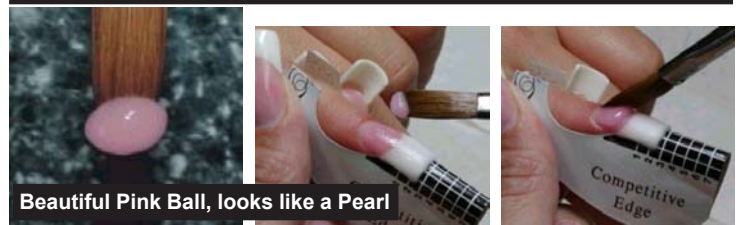
Beautiful Pink Ball, looks like a Pearl



**2<sup>nd</sup> Ball is Nail-body**

Place 1/2 way down nail-body (Do not touch White ball until you stroke) PLACE ball - LIFT brush - Let Flow - (Count: 1,2,3) Stroke: Side - Side - Center.

**3<sup>rd</sup> Ball - (Pink) Smaller, wet ball, - Stroke, Stroke, Stroke**



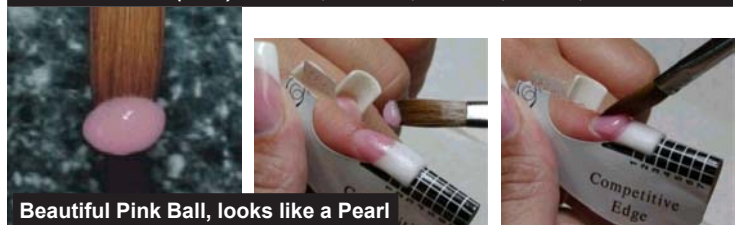
Beautiful Pink Ball, looks like a Pearl



**3<sup>rd</sup> Ball is Cuticle area**

Place 1/32<sup>nd</sup> of an inch away from the cuticle. PLACE ball - LIFT brush - Let Flow - (Count: 1,2,3) Stroke: Side - Side - Center.

**4<sup>th</sup> Ball - (Pink) Smaller, wet ball, - Stroke, Stroke, Stroke**



Beautiful Pink Ball, looks like a Pearl



**4<sup>th</sup> Ball is Stress area**

Place between the 2<sup>nd</sup> and 3<sup>rd</sup> balls on the nailbed. To reinforce and strengthen the stress area of the nail. PLACE ball - LIFT brush - Let Flow Stroke: Side - Side - Center.

**Pinch C-Curve**



Pinch C-Curve when nail is not sticky.

## 9. FILE - File the nails in 5 Steps.




- 9-1. Left Side (All 10)      9-4a. Cuticle & Contour (All 10)  
 9-2. Right Side (All 10)      9-4b. Road  
 9-3. Nail Tip (free-edge) (All 10)      9-5. Client's Angle (All 10)



Filing the Free-Edge angle:  
(100 grit Purple Terminator)



Tilting your file to get the desired tip shape:

- 90 degree angle = Square   
 45 degree angle = Square-Oval   
 almost flat = Oval 

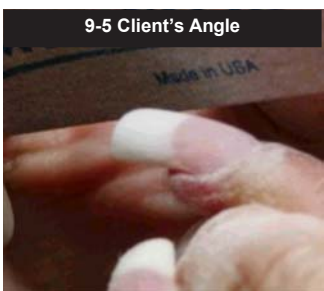
File back and forth across tip of free-edge until the desired shape is achieved.



### 9-4a Cuticle and Contour area (T.T. Long Lasting Zebra File)

Bevel up one side of the nail, across the top and bevel down the other side, using the exclusive Tammy Taylor "Horseshoe Pattern". Continue the same motion all the way to the free-edge.

**9-4b Road-** File around cuticle area making sure there is a little road between the acrylic and the cuticle.



### 9-5 Client's Angle (T.T. Long Lasting Zebra file)

Use the Zebra file and file the client's angle. While pointing client's fingertips towards them, look at the same angle the client will be looking at. The client will be looking at this angle for the next two weeks, it must look good to them!

## 10. BUFF - Apply T.T. Perfume Scented Cuticle Oil to the nail and cuticles. (Available in 8 different fragrances: Peach, Vanilla, Gardenia, Coconut, Opium, Poison, Giorgio™ and Beautiful.) Then buff with the T.T. Clean Finish Buffer, Block or File, to smooth nail and remove scratches. Shine with the T.T. Super Soft Shiner. (All 10)



## 11. WASH HANDS - Squirt a small amount of the T.T. fragrant shampoo (available in Peach, Mango, Pineapple and Signature) on a manicure brush and hand it to the client to wash their hands. A little squirt of T.T. Peach Scrub is also a nice touch. This is also an excellent way to build retail sales.

## 12. POLISH - Apply the A-Coat to keep the nails Pink and White and Z-Coat to protect the A-Coat from various cosmetic oils, soaps & sunscreens. Note: Also use Z-Coat over color polish. (All 10)



### Tammy Taylor Warnings for Monomer (Liquid) & Brush Cleaner

**FLAMMABLE MIXTURE / DO NOT USE NEAR HEAT OR FLAME!!!**

Harmful or fatal if swallowed. Keep away from heat or open flame. Avoid frequent or prolonged contact with skin. Use only in well ventilated areas. Do not breathe vapors. If swallowed, induce vomiting, call physician immediately.

### Non-Lifting Primer

**WARNING/CORROSIVE MIXTURE, CAUSES BURNS!!!**

Harmful or fatal if swallowed. Keep away from eyes. Avoid contact with skin. Use only in well ventilated areas. Do not breathe vapors. If swallowed, do not induce vomiting. Call physician immediately. In case of skin contact, flush with water 15 minutes, wash with soap and water.

For complete Material Safety Data Sheets on all products, please call your Tammy Taylor Educator.

In case of emergency, call Chemtrec at 1-800-424-9300.

## PROBLEM NAILS

**Thin nails** are smooth, so they need more etching and weak so they need more product because the strength is in the product.

**Thick nails** are porous, so they etch easily, and strong so the product is applied thin because the strength is in the natural nail.

- A) Cracking & Breaking –** 7 Main Causes
- 1) Too long
  - 2) Too thin
  - 3) Too flat
  - 4) Filing too much
  - 5) Over-filing sides
  - 6) Filing the free-edge too oval
  - 7) Nails are old

- B) Yellowing –** 8 Main Causes
- 1) Contaminated liquid and/or powder
  - 2) Not using A-Coat
  - 3) Not removing all polish completely
  - 4) Nails are old
  - 5) Sunscreens & chemicals
  - 6) Medications
  - 7) Pump dispensers for liquid
  - 8) Using a Pre-prime

- C) Lifting –** 10 Main Causes
- 1) Too long
  - 2) Not etching properly with 100 Grit File
  - 3) Applying product after 2nd coat of primer has dried.  
**Note:** Primer must be wet when you apply acrylic.
  - 4) Product too close to cuticle
  - 5) Using a Pre-Prime
  - 6) Product too thick at cuticle
  - 7) Using a cosmetic brush to dust nail
  - 8) Not using a Pterygium Stone
  - 9) Nails are old
  - 10) Mixing product brands

## PEELING

**Peeling** - the natural nail is peeling away from the sculptured nail, under the free-edge. This usually happens after about 3-6 months. Soaking off and applying a new set might be necessary.

### How to fix this?

Without Drill: Only do step #2 and step #3.

With Drill: Do all 3 steps, step #1, step #2 and step #3.

**Step #1.** Very lightly, drill the natural nail underneath the free-edge just to smooth it out.

**Step #2.** Apply a thin coating of glue around the edge natural nail or anywhere else the natural nail has peeled away.

**Step #3.** Coat the underside of the free-edge with a very thin coating of product. This will seal the natural nail.

## ODOR CONTROL

**Q:** How can I prevent the buildup of odor in my salon?

**A:** You probably will not be able to stop all odors; however, let's decide where the odors are coming from:

- Towel for wiping brush 55%
- Trash can 30%
- Your dappen dish 10%
- Open containers and miscellaneous 5%

### Remedy:

Materials Needed:

1. Small sealed container (heavy-duty plastic containers with a pop-up lid).
2. Tammy Taylor "Odor-Free" trash can cover.
3. Tammy Taylor Towelette's.
4. Tammy Taylor "Deep Ceramic Dappen Dish".

When your towelette gets wet with liquid after finishing a few nails, put soiled towelette in sealed container along with any cotton used to remove polish. Also, any paper towels or towel wipes that get wet should be placed into your sealed container.

When Tammy first began teaching classes, her father would cut up large disposable towels into small squares. This way, they didn't waste a big towel just for wiping off their brushes. This practice proved to be beneficial to them because it cut down on fumes as well as waste. Tammy's Towelette's are lint free, super absorbent and economical. They are also great for removing polish!

The "natural air flow" in any salon will circulate odors, so it is very important that you keep waste in proper containers with proper odor controlling lids.

Try this and smell the difference – **IT WORKS!**



### Odor Control

It is important to always work in a well ventilated area. The best way to ventilate the area is to vent the vapors and dust to the outside, but other systems such as air filter systems, or ventilated manicuring tables can be effective if installed properly. Many heating and air conditioning experts can help with the proper ventilation system for your salon at a reasonable price.

If vapors and dust seem to be a chronic problem for you, you can always protect yourself by wearing a dust mask and eye goggles. Providing a mask and eye wear may also be a good idea for those clients prone to allergies.



## Full Set of Sculptured Nails for Nail-Biters

This video is so impressive. It shows an extreme nail biter, with balls of skin overlapping the nail. Leaving Tammy only half of a nail-bed to work she creates a beautiful Full Set of Pink & White Sculptured nails.

When a nail biter has a beautiful set of sculptured nails, they will never want to bite their nails again. Nail techs who can do nail biters without using tips, will definitely be looked upon as the best Nail Techs in town.

And, this video shows how easy it is to do and how drastic the difference is.



## Nine Most Popular Nail Procedures

This is the all-around awesome video. Tammy demonstrates the 9 most popular nail procedures, needed in every Salon.

She demonstrates how to do:

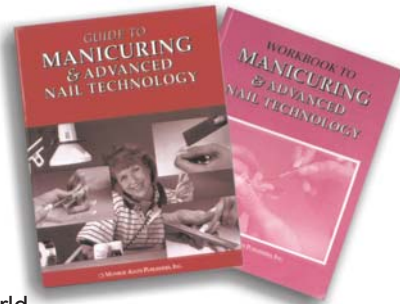
- 1) A Pink & White Sculptured nail using Odor-Less acrylic.
- 2) A Pink & White Sculptured nail using regular acrylic.
- 3) A Tip applied with glue.
- 4) A Tip applied with acrylic.
- 5) One-Ball Fill-in.
- 6) Pink & White Backfill using a drill.
- 7) A Sculptured nail on a nail biter using a nail form for a woman.
- 8) A Sculptured nail on a nail biter for a man.
- 9) A Natural Nail Shine for men and women.
- 10) Pink & White acrylic toenails.
- 11) Practice on Tammy's "Practice Sheet" using regular acrylic & Odor-less.
- 12) Practice on oil bottle lid.

And more: Forms, Drill Bits, Shortening and Thinning & Retailing.

**This is the perfect video for starting a video library.**

## Tammy Taylor's Guide to Manicuring & Workbook

Available in both **English and Spanish**, this Guide to Manicuring is the most professional nail application and procedures book available in the world.



This **guide** is so complete, all states that require licensing of nail technicians have **approved** this manual.

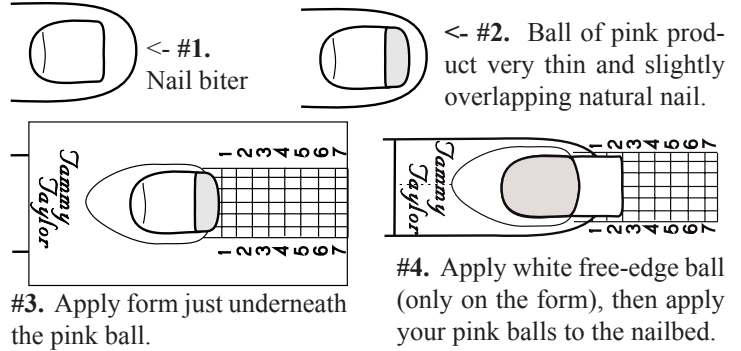
**Every salon owner and every nail technician** needs one of these for reference. Over **460 photos** and **illustrations**. Tammy personally does every nail procedure herself and explains every step with pictures and explanations. Workbook is also available. Workbook can be used to study how much you've learned.

## NAIL BITERS

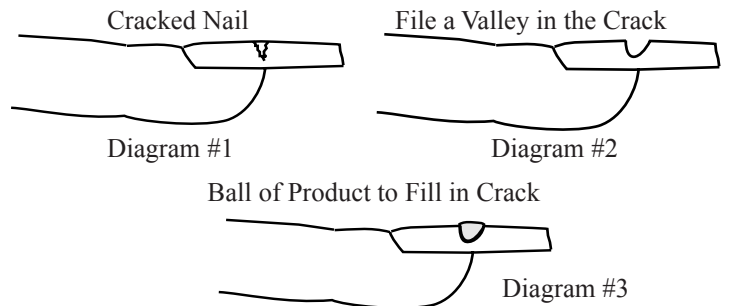
Follow the same directions as with the Full Set procedure.

Just make a nailbed first with Pink acrylic product.

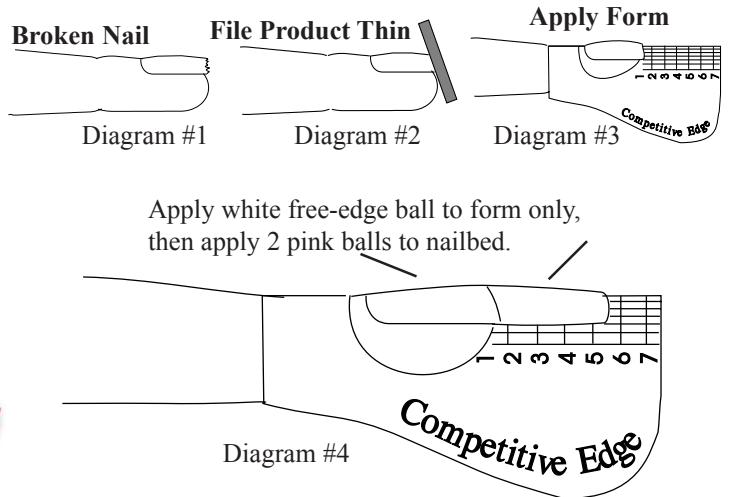
### How To Do a Nail Biter



## HOW TO REPAIR A CRACKED NAIL

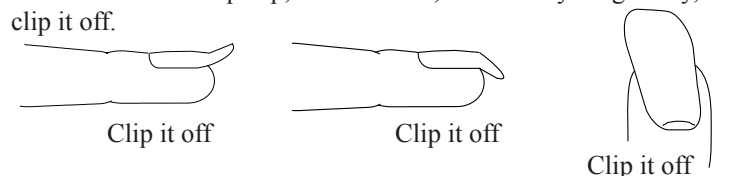


## BROKEN NAIL REPAIR



## HOW TO CORRECT FLIP-UP, CURVE-DOWN and CURVE-AWAY FINGERNAILS

If the natural nail flips up, curves down, or does anything funny, clip it off.



The pressure of the sculptured nail will help correct the way a nail grows.

# “Beautiful Pink & White Backfills” (In under One Hour)



**When doing Pink & White Fill-ins.  
A good drill and the proper drill bit will  
make it a lot easier.**

## 1. Tammy Taylor Backfill Carbide Pencil

This is the drill bit Tammy uses in her Pink & White Backfill video. It is used on sculptured nails, not tips. This drill bit quickly cuts into the acrylic. It makes a deep valley as it cuts away the old Pink that has grown onto the free-edge. This makes it very easy to apply the White product in a perfect Happy-Face.



## 2. Tammy Taylor Backfill Diamond Pencil

This drill bit is similar to the one Tammy uses in her Pink & White Backfill video. It is best used on tips. It quickly files a deep valley and a beautiful Happy-Face, making it very easy to do a Beautiful Pink & White Backfill.



## 3. Tammy Taylor No Shadow Backfill Teardrop

This drill bit is perfect for nail technicians who are just starting out doing Backfills. It is used just like the Backfill Pencil drill bits, but it files the valley a little slower, giving you more control.



## 4. Tammy Taylor No Shadow Backfill Wheel

This drill bit is also perfect for nail technicians who are just starting out doing Backfills. Hold the drill straight on and drill out the Happy-Face. This bit does not need a lot of angle manipulation, which makes it very easy to use.



**Note:** The T.T. Pencil shape drill bit comes in Carbide for Sculptured acrylic nails or Diamond for Tips with acrylic overlay.

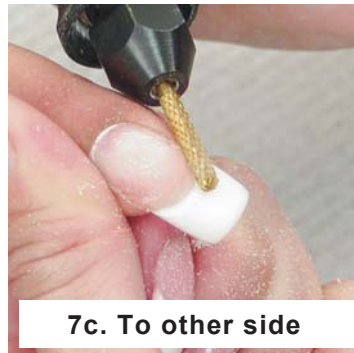
**7. Drill** - out Happy-Face where the Pink grew out. Use your T.T. Pencil shape drill bit to get a nice Happy-Face valley. **Drill out all of the Pink that has grown out onto the free-edge. Drill almost all the way to the natural nail. The Pink causes shadows on the free-edge, not the White.**



7a. Drill from side



7b. Work Across



7c. To other side

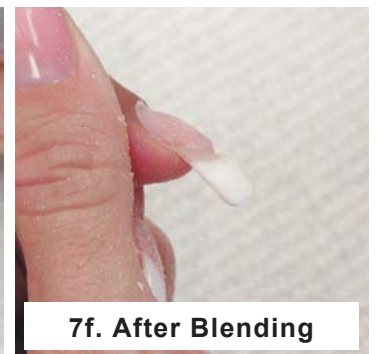


7d. Valley before blending

**\* Drill out all of the Pink to Eliminate Shadows.**



7e. Blend out



7f. After Blending

## Tammy Taylor Pink & White Backfill

**1. Sanitize** - with Peach, Coconut, Vanilla, Gardenia or Giorgio Spray Sanitize.

**2. Remove** - A-Coat with T.T. Acetone Polish Remover or have client purchase her own Dip-Off Polish remover Jar and Tammy Taylor Acetone Polish Remover.

**3. File** - using a 100 grit Purple Terminator. File product smooth at cuticle area. Note: Nip if there is any loose acrylic and prepare any cracks or breaks.

**Note:** If there are fill lines, apply primer to melt the acrylic then use the T.T. Aluminum Oxide file to smooth.

**4a. Etch** - natural nail with a T.T. 100 grit Purple Terminator file, then use the T.T. Pterygium Stone.

**5. Dust** - with a Plastic Manicure Brush.

**6. Prime** - the natural nail and let dry.

**8. Dust** - using a Plastic manicure Brush.



8. Dust



9. Re-Prime

**Note:** This will not cause yellowing of the acrylic.

**9. Prime** - Re-Prime natural nail at cuticle area and Happy-Face. Primer needs to be wet when product is applied.

**10. Apply product** - ONE very wet, small to medium ball of White on the free-edge. ONE wet, small to medium ball of Pink on the base.



10. Make a White ball



10-1a. Apply White ball



10-1b. Pat



10-1c. Stroking White Ball, thinning Tip



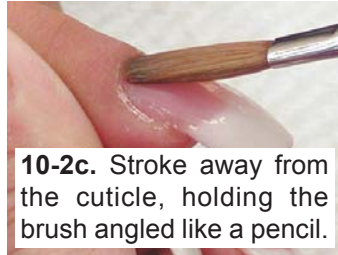
10-1d. Happy-Face



10-2a. Make a Pink Ball



10-2b. Apply Pink ball to cuticle area.



10-2c. Stroke away from the cuticle, holding the brush angled like a pencil.

**11. Shorten and thin nail with drill first, before filing in 5 Steps.**



11-a. Hold drill straight up and down and work yourself across the tip to shorten.



11-b. Hold finger, and drill the underside of free-edge to clean.



11-c. Hold drill at an angle and bevel the thin tip.

**11. File** - using the **5-Step System**. Use your *T.T.* 100 grit Purple Terminator file and 180 grit *T.T.* Long Lasting Zebra file.

**12. Buff** - using the *T.T.* Perfume Scented Cuticle Oil and the *T.T.* Clean Finish Buffer file. To shine the nail, use the *Tammy Taylor* Super Soft Shiner.

**13. Wash hands** - Squirt a small amount of the *T.T.* fragrant shampoo (available in Peach, Mango, Pineapple and Signature fragrances) on a manicure brush and hand it to the client to clean their hands and nails.

Also, a nice touch and a great way to improve retail sales, is to squirt *T.T.* Peach Exfoliating Scrub in their hands and have them scrub them together, then rinse. This leaves their hands soft and smooth.



14. Apply A-Coat, then Z-Coat

**14. Polish** - using A-Coat followed by Z-Coat. Make sure the client knows how to take care of her Pink & White Acrylic nails using the *T.T.* Maintenance kit.

**Note:** Use the A-Coat to protect the acrylic from yellowing, then put on Z-Coat to protect the A-Coat from getting sticky due to chemicals and sunscreens.

## Most Common Problems with Pink & White Backfills

1. The White free-edges have gray shadow lines.
2. The nails get too thick.
3. The Pink has fill-lines.

### The Solution:

**1. To eliminate gray shadow lines**, the Pink outgrowth on the free-edge has to be drilled out almost all the way to the natural nail. Any Pink on the free-edge will show through eventually as a shadow line.

**2. To make the nails thinner**, only use one ball of White and one ball of Pink. The White ball needs to be a very wet, small to medium ball. When the White ball is too dry, it makes it very difficult for the White ball to flow into the Happy-Face valley. Usually this means extra White ball's which causes free-edge to get too thick. The Pink needs to be a wet medium ball.

**3. The fill-lines in the Pink** are caused by lifting around the cuticle area. When the acrylic nail lifts, it must be nipped off. Whenever the nail is nipped a fill-line will appear. About 70% of the fill-line can be erased by adding a dab of primer to that area to soften the acrylic and then smooth with a 180 grit Aluminum Oxide file. Of course the best prevention is to eliminate lifting. Make sure to always use a 100 grit Purple Terminator to Etch, followed by the Pterygium Stone, and 2-coats of primer allowing the first coat to dry and the second coat to remain wet when the acrylic is applied.

# TAMMY TAYLOR® T.T. Tools of the Trade

## **Tammy Taylor Acrylic Nail Products**

Tammy Taylor acrylic nail product does not get brittle or crystallize. Because of the chemical bond between the acrylic and the primer, Tammy Taylor Nails do not lift. The liquid and powder have cross-linkers that weave together to form tremendous strength to eliminate breaking. The product does not yellow because of added UVA and UVB inhibitors. Tammy Taylor Nails are not porous, which means they will not stain and are easier to file.

## **The Ultimate in Education!**

The Tammy Taylor Educational Classes are the most respected in the industry. Thousands of nail technicians credit their success to Tammy Taylor and her Educators!

## **Tammy Taylor's Educational Video Library.**

Tammy's video library includes step-by-step, easy to follow procedures from start to finish done by Tammy herself. Your choice (1) Full Set of Sculptured Nails, (2) Salon Fresh Odor-less System, (3) Faster Nails with Product Consistency, (4) Pink & White Backfill, (5) Nine Most Popular Nail Procedures, (6) Pink & White Acrylic Toenails & Backfill, (7) Full Set of Sculptured Nails for Nail Biters, (8) One Ball Fill-in, (9) Pre-Etched Tips Original Whitest-White Applied with Glue & Acrylic, (10) Peach Spa Manicure, (11) Peach Spa Pedicure, (12) 2-Colour Manicure and Aroma Spa (Pedicure/Manicure) and (13) How to Survive the Nail Business in the New Millennium.

**Posters.** These color posters are a beautiful asset to any nail salon. Our posters feature many hand pose variations and toenail variations. Also available on CD.

## **Eliminate Lifting**

**Non-Lifting Nail Primer.** Methacrylic acid that acts as an antiseptic, dehydrator and bonding agent. The best product on the market for making acrylic stick to the natural nail. A 1/2 oz. bottle will prime 1,000 nails.

**Primer Bottle Holder.** Do not use primer without this holder. Primer can burn if you spill it on you or your clients skin. This is the best and most inexpensive investment you will ever make. The flexible rubber holds the bottle tightly, even when you tilt it. Available in black.

**Pterygium Stone.** Eliminate 100% of lifting caused by excessive cuticle on nail plate by using the Pterygium Stone. This stone removes cuticle even in hard to get corners of the cuticle groove. No more deformities of the natural nail caused by sharp edge cuticle pushes.

**Deep Ceramic Dappen Dishes.** Warning! Do not use a pump or acrylic liquid. It can cause contamination. Our Deep Ceramic Dappen Dishes are so easy to clean and use, you will never have contamination. These beautiful dishes weigh a 1/2 pound and have a cork bottom to avoid tipping. The well for your liquid was designed to keep down fumes for less odor and makes your acrylic balls perfect every time. The cork lid keeps your liquid from evaporating. You can use acetone to clean your dish and it will not affect the ceramic. These dishes make a beautiful addition to your work station!

Our Deep Ceramic Dappen Dishes come in black and white.

**Peach Exfoliating Scrub.** Made with all natural Pumice suspended in peach creme. The Pumice in the scrub stays where you apply it and does not separate. You can apply with your hand for manicures or the callus grinder for pedicures. It removes dry skin and calluses instantly on feet, elbows and knees when used with the callus grinder, or it can exfoliate the dry, dead skin on hands, body and arms gently when applied with your hand. Promotes healthier, smoother skin.

**Long-Lasting 100 & 180 Grit Zebra Files.** Specially coated zinc oxide sandpaper. Easiest for filing smooth the top of acrylic or any other artificial nails. Files like a dream! And can be disinfected.

**100 grit Purple Terminator.** The filing surface on this file doesn't smooth down as you use it. The grits break off and make more grits, so it stays coarse. This is a great file for etching and shaping.

**Clean Finish Buffer File & Block.** This washable buffer is made out of the highest quality cloth material. Will not leave any grit or filing particles in or on the nail surface when buffing. Use with or without oil to finish the nail to a smooth surface. Lasts 5 to 10 times longer than other sanding buffers.

**Super Soft Shiner.** This 2 sided Shiner leaves the nail with a shiny, glass like finish for that durable high gloss look and feel. White side is smooth, gray side is smoothest.

**Aluminum Oxide File.** 180 grit clear Mylar file. Great with tips. Files down the base flush with the natural nail before applying acrylic. Does not leave any dark filings on nail surface.

**Spray Pain Away.** Spray Pain Away is wonderful for arthritis, neck aches, backaches, elbows, and shoulders. Relieves minor aches and pains for up to 4 hours. You will love the aromatherapy smell and tingly feeling, Available in a convenient 4 oz. spray.

**Peach Moisture Lotion and Crème.** Formulated to care for skin exposed to sun, water, wind and cold. Fortified with liposomes, rare botanicals and vitamins. No mineral oil, no alcohol, noncarcinogenic and no animal testing done. Keeps moist throughout your whole manicure and pedicure massage without any greasy after feel. Your clients skin will feel so soft and luxurious, they will want to take a bottle home to use all over their body.

**Tammy created the first oval brush ever with a flat ferrule.** She would squeeze the ferrule flat with a pair of pliers in order to get the control of a flat brush with the flow of an oval brush. Now, each Custom Brush is specially made to create a perfect crimp every time. Real sable hair is hand picked and hand shaped for every brush. We guarantee you will get the highest quality brush available.

**Our custom brushes are offered in small, original and large sizes, and in two designs: "Original" and "Flat".**

**Towelette's.** When Tammy first began teaching classes, her father would cut up large disposable towels into small squares. This way, they didn't waste a big towel just for wiping off their brushes. This practice proved to be beneficial to them because it cut down on fumes as well as waste. Tammy Taylor's Towelette's are lint free, super absorbent and economical. They are also great for removing polish!

**Brush Cleaner with Conditioners.** When you use our brush cleaner, your brush will stay beautiful and smooth for a long time. We have manicurists who have been using the same brush for over 2 1/2 years! Straight acetone can ruin a brush, but our brush cleaner contains special conditioners formulated for real sable hair so it will not dry out. Removes hard product in under 1 minute.

**Perfume Scented Oils and Conditioning Cuticle Oils.** The Perfume Scented Oils and Conditioning Cuticle Oils are luxuriously scented oils. The Giorgio, Opium, Poison and Beautiful scented oils are available in 1/4 oz. and 1/2 oz. sizes. The Peach, Coconut, Vanilla and Gardenia scented oils are available in 1/4 oz, 1/2 oz, and 4 oz sizes. Our oils not only smell fabulous but they heal dry cuticles, dry polish and smooth out scratches instantly when buffing. When clients use the oil each day they will have less lifting caused by picking at dry cuticles. The 4 oz can be used as is or filled into 1/4 diamond cut bottles for retail.

*Tammy Taylor*