



@BeautyattheGate



/BeautyattheGate

October 2015

# Beauty

at the gate



ENVIRON®

**Environ – Scientific Skincare that really Makes a Difference**

**Does Your Make-Up Bag Need a Makeover?**

**October Offers**

**Facials, Nails**

**Massage**

**& Laser**

**Hair Removal!**

## Kim Kardashian

**Therapist Melissa Stanwick Gets to**

**Grips with Kim Kardashian's Big Issue**



**New CND® Shellac® Colours**

**We look at the new Aurora Collection**

PROFESSIONAL  
*beauty*2016  
Awards

**BATG Reach Final of National Salon Awards**

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# News at the Gate

We're delighted to have made it to the final of the Professional Beauty UK salon of the Year Awards! We're one of five finalists shortlisted for what is regarded as the most important award in the beauty industry for salons. The winner will be announced at a gala awards ceremony in London in February. We're really proud to have made it to the final five and all the girls are extremely excited about what is going to be an amazing night for everyone. All conversations at the salon now seem to be focussed around diets and dresses.

Samantha was delighted to be asked to appear in Professional Beauty magazine's 'Ask the Experts' column last month, giving advice on own branded products (pictured right).

We're extending our opening hours so treatments will now start from 9:15am and go on until 8:45pm Monday to Friday. A little bit more time at the Gate means we will be able to fit more of you in!

Our new treatment room is now up and running so we're able to offer more relaxing and results based treatments, hopefully this means you won't have to wait so long for an appointment. We've also extended the period of time when you can take up our monthly offers – so as long as you book in the month the offer came out you can have the treatment any time within the next two months.

All the treatment rooms in the salon are now fitted with a new heating and air-conditioning system to keep us cool in summer and snug throughout the winter months. Lucy & Lindsey have both now completed their Elemis & A-Lift Facial courses and are looking forward to offering them to clients once they have completed the practice and revision process back at the salon.



## I'm thinking about creating a branded product line. Where do I start?

There are a lot of things to take into consideration when thinking about launching your own line of products – the type of product, ingredients, cost, whom are you going to sell to and how you are going to market and pitch them. Research is vital, you need to fully understand your own client base if you are only looking to sell within your own salon. If you're looking to sell to a wider market then you need to understand that market, how will it react to a new brand and what is going to make your products stand out from the competition.

Think about how much of an impact you can make in that particular market with the marketing budget you may have compared to that of any potential competitors. We started by just retailing to our own client base. We looked at creating a small range of luxury pampering products, such as body scrubs, washes and face masks. Once you find the right company to help you, it is then a case of putting together a range and deciding on your ingredients.

Branding and labelling is also vital as it gives your products the "wow" factor on shelf. We developed our range with The Natural Spa Factory, which made the process very easy, even taking care of legislative matters that we didn't know about. Look at making products that you can use to create signature treatments. This way you are adding value to the products and you should see sales immediately. It has certainly added value to our salon, not only in revenue but also in branding terms. **PB**

**Samantha Beatty** is owner of Beauty at The Gate in Holton-le-Clay, Lincolnshire, where she specialises in facials and runs a team of seven therapists. The salon recently launched its own range of branded luxury bath and body care products and sachet face masks.



## Editorial

*Welcome to this month's bulletin. We'll be getting to know a bit more about Melissa, our longest serving therapist, and what treatments she'd recommend if Kim Kardashian pops into the salon!*

*We're taking an in-depth look at Environ, the skincare product line that really works. Louisa Webb, Sales Director at iiaa, tells us what's in the pipeline for the brand that doesn't advertise but everyone's talking about.*

*Local professional make-up artist, Tina Brocklebank, tells us the five things she can't live without, she also popped into the salon for a facial – read her review on page 9. We asked Tina to share her tips on keeping your make-up fresh and clean after we discovered research that shows some women keep their products for up to six years after the expiry date!*

*Samantha and Melissa met Environ founder Dr Des Fernandes at the iiaa Live event in London – hear all the news from the event on the latest research and advances in skincare on page 10.*

*We have some great offers this month and as long as you make the booking in October the special prices are valid through to December. The skin plumping Collagen Power Facial is just £49, a saving of £10, an hour long Elemis Full Body Massage is £35, a course of six sessions of Laser Hair Removal on the upper lip is just £150, usual price £210, and a Shellac manicure is just £20 – don't forget to book early for your Christmas manicure!*

*Fiona Durkin - Editor*



## In Deep with BATG Therapist Melissa

Melissa joined the Beauty at the Gate team just over a year ago and has built up a loyal clientele who love her warm personality and passion for her work. She loves learning new treatments and techniques and is highly dedicated to her career as a beauty therapist.

### What first attracted you to BATG?

Its reputation for excellence. People were, and still do talk about what an amazing salon it is and how it's nothing like any other in the area. I needed to be a part of it!

No other salons look after you and push you the way Beauty at the Gate do. Every member of the team is sent away on proper brand training for each individual treatment we do.

I love the fact that they don't want to stop here. They have a vision and a plan and are only going to keep getting bigger and better! The fact that we have just been nominated for UK Salon of the Year shows that we are going in the right direction.

When I found out there was a vacancy I told my course tutor at college I was going to apply... She told me not to get my hopes up because everyone she knew who had applied, had not been successful. Knowing this made me want the job more - I like a challenge! I took great pleasure in telling everyone when I got the job. I was so proud and thankful to Sam and Paul for seeing something in me and inviting me in to such a great place.

### What's the best thing about working at BATG?

Well I would say it's my monthly product allowance as I'm an Environ junkie, the little gifts we find in our lockers or the chance to go to glittering awards nights or amazing beauty related events in London. In all honesty it's probably the satisfaction and pride I have for being part of such an amazing salon and team. The support that is given to all of us who work there is beyond anything I could have expected or hoped for.

Oh, and all the lovely ladies I get to meet every day... I love seeing them leave feeling like a new woman :-)

### Where did you train as a therapist?

I attained my level 3 Beauty Therapy and CIBTAC qualifications at Grimsby College which was a great learning experience, although I feel I actually learned how to be a beauty therapist here at Beauty at the Gate. I left college thinking I knew how to wax an eyebrow but it wasn't until I did my HD training that I actually learnt how to really wax an eyebrow with the wow factor.

### What made you want to become a therapist?

I've loved anything to do with beauty since I can remember. I believe that all women are beautiful but often they don't have confidence in themselves so to be able to help give my ladies that boost they need to feel sexy and confident in their everyday lives is great.

### Where did you work previously?

I used to work in the pub trade. I went back to college to re-train in beauty and worked at my dad's takeaway to support me whilst I was at college.

### What would you like to achieve as a therapist?

World Domination!!!

### What's your favourite treatment and why?

Collagen Stimulation Therapy all the way! This treatment has literally changed my life! I had a lot of pit holes left on my face from where I had acne and this amazing treatment is plumping all those holes out and getting rid of the darkness of the scarring. I have so much more confidence in myself now and can quite happily walk around without foundation on now knowing that my scars are dramatically reduced and with further treatments will go altogether. Not only can it be done on the face but the body too. Great for getting rid of stretch marks or any scars you may have issues with.

### What's your favourite beauty product and why?

Advanced Nutrition Programme Skin Omegas+. We all think it's just about what you put on your skin but we have supplements with high grade vitamins that can treat your skin from the inside out!



### What's your favourite perfume and why?

Angel by Thierry Mugler. It's sweet and strong, you always know when someone's got Angel on, you either love it or it gets right up your nose. It's a bit like me really. Lol!



### If you could choose anybody to treat who would it be and why?

Kim Kardashian! Yes she has a great butt but there's no way she doesn't have cellulite! I'd do some body sculpting on her bum. Lord knows I think she needs it!



### Do you have any hobbies?

I enjoy horse riding with my son and I have a group of friends that I meet up regularly with to go train-spotting. I know it's a bit old-school but you really can't beat the excitement of seeing a rare locomotive heading towards you. We are all members of the BR Database Forum online, which is amazing. It contains all the information on every locomotive that has run on British Railway lines since 1927.

You can normally see us every Wednesday night at the end of Grimsby Town Platform but my favourite location is at the end of Platform 3 in Doncaster, you really see some sights there and I'm not just talking about the trains.



### What do you do to relax?

Eat, drink, sleep and be merry. Or....Take a nice soak in the bath using the Elemis Frangipani Monoi range. It smells divine! Pure mental relaxation.

### What can't you get through the weekend without?

Fun! Whether it be taking my little boy out on an adventure which normally involves me scrambling down a zip wire or going for a cheeky night out with my friends.

### What's your favourite holiday destination and why?

Morocco. It's always warm and it's really nice to chill out over there. The food is amazing! Oh and I have family over there so it's always great to catch up with them.



# Professional Beauty Awards 2016

We are absolutely delighted to announce that we've been shortlisted as a finalist in the 2016 Professional Beauty UK Salon of the Year Awards.

The Professional Beauty Awards is the most prestigious and established awards in the beauty, spa, nails and aesthetics industry and recognises those who set the highest of standards and whom have really made a difference in the industry.

We're really proud to have made it to the final five and are up against some amazing salons in our category – we're hoping to put Grimsby and the little village of Holton le Clay firmly on the beauty map! In fact we're the only beauty salon in the final located north of London so we're flying the flag for the North.

The first Professional Beauty Awards was held in 1997 and since then it has grown in size and importance within the industry. The competition is open to all beauty salons and spas all over the country so to make it to the final five means we've been judged against some of the best salons nationwide, we're really humbled and proud to have made the final nominations especially as we've been open less than 2 years.

We're looking forward to the final judging stages which involve two visits from judges to sample our treatments and scrutinise the finer details of everything we do. Whilst we'll know when one of the judges books in we'll also have a visit from a mystery shopper who will book in for a treatment sometime in the next couple of months. Our aim is to provide a five star service for each and every one of our clients so we're always ready to be mystery shopped, in fact we do already mystery shop our girls anyway!

The winner will be announced on Sunday 28th February at a glittering awards gala held at The Brewery, a Grade II listed venue in London. The whole Beauty at the Gate team will be travelling down to London to attend the glamorous event and enjoy the celebrations whatever the outcome, it will be an amazing experience for everyone here at BATG!



Have a look at the other amazing finalists in our category. We are looking forward to meeting all the other girls from the other salons and genuinely wish everyone good luck on the night, whoever wins will be fully deserving of it!

**The Cabin, Isle of Wight** - [www.thecabin-ventnor.co.uk](http://www.thecabin-ventnor.co.uk)

**Hazelwood, Chippenham** - [www.hazelwoodbeauty.co.uk](http://www.hazelwoodbeauty.co.uk)

**Mimosa Beauty, Chelmsford** - [www.mimosabeautyroom.com](http://www.mimosabeautyroom.com)

**Perfection Health and Beauty, Malmesbury, 2015 winners** - [www.perfectionspa.co.uk](http://www.perfectionspa.co.uk)



PROFESSIONAL  
beauty 2016  
*Awards Finalist!*

# Holiday 2015 Aurora Collection



CND Co-founder, Jan Arnold

**We take a look at the stunning new CND® Shellac® range of Arctic inspired nail shades to take us into Winter**

We love Shellac® at BATG, the choice of colours is fantastic and just when you think they couldn't possibly come up with a new shade, a whole new collection is launched! Each season sees a new colour palette to complement the latest trends in fashion along with a gorgeous range of classics to choose from.

The new Aurora holiday collection is inspired by the Arctic landscape featuring shimmering frozen pastels and glacial inspired surreal hues.

"This holiday season, nail trends capture a crystalline essence with icy, glistening finishes." Says CND Co-founder and Style Director, Jan Arnold. "Shapes range from the elegantly slender almond to a naturally subtle square, with shimmer that evokes the glint of sun setting across the snow."

Our resident Nail Technician, Jemma, is a huge fan of the brand

so we asked her what she thinks of the new Aurora collection.

"When I saw the new Aurora collection I was really excited to see that they have released not one but two new glitter shades. Glacial Mist is an icy blue with various different sizes of silver glitter which reminds me of Disney's Frozen and Nordic Lights is a really deep purple gloss with multi-coloured pieces of glitter which I'm sure will be an absolute favourite. It is very versatile and will look stunning layered over other Shellac shades too.

The other two shades joining the collection are Winter Glow - a beautiful creamy pastel pink which will look stunning on any skin tone and paired with a touch of glitter this Christmas will be perfect for any occasion.

Tundra is a gorgeous metallic rose pink with an almost chrome like finish which will be a perfect switch up for those who love their nudes or mid-pinks.

These colours are all over the catwalk and I predict this collection will be a huge hit with our clients over the 2015 Autumn/Winter Period."



## The Top 5 Reasons Why CND® Shellac® is the Top Choice for Nail Colour

- 1. 14+ days of high performance wear**
- 2. Stunning crystal shine**
- 3. Zero dry time**
- 4. Amazing 5 minute removal**
- 5. No nail damage**





**Environ is a skin care range for anyone who takes anti-ageing and skin care seriously. The brand has earned a worldwide reputation for outstanding salon and homecare treatments, special expertise in advanced vitamin skincare and for delivering the ultimate in skin transforming results.**



Environ was created by Dr Des Fernandes, a renowned plastic surgeon, in 1990 after he treated the melanoma of two young, charismatic patients, who both died before they were twenty-three years old. Such a horrifying experience leaves an indelible scar on one's life as a doctor. For this reason, he started to study the mechanism of skin cancer and the skin - and thus Environ was born.

Environ treatments and products are results driven, for those who would like to see a visible change in their skin and particularly for those with problem skin. Environ products will rejuvenate the

skin with regular use and you'll see an improvement in fine lines, texture, sun damage, acne and rosacea.

Dr Fernandes formulated the products using ingredients with scientifically proven effectiveness, pioneering the use of vitamin A in effective doses to normalise and protect skin of every type and age. Vitamin A also works as an active anti-ageing ingredient. It improves and prevents photo-damage, is effective in treating acne and has skin soothing properties.

Environ skin care products are manufactured under strictly controlled laboratory conditions at the Environ factory in Cape Town, South Africa and are exported to over 60 countries worldwide.



**AVST Moisturiser - Environ's core product**

### **AVST – Environ's core range for everyday use**

The AVST Moisturisers 1 – 5 form the basis for Environ's innovative skin care regime. First time users of Environ products start with AVST 1 and gradually build up to AVST 5 as the skin adjusts to increasing amounts of vitamin A.

The moisturisers contain vitamin A and antioxidants including vitamin E, vitamin C, Green Tea Extract, Honeybush and Rooibos Tea Extracts, Resveratrol and Beta-Carotene.

The potent combination of vitamins A, C and E along with powerful antioxidants, flavonoids and peptides protect and normalise the skin, promoting firmness and improving uneven skin tone.

AVST moisturisers are endorsed by the prestigious Swiss Vitamin Institute ensuring that the client receives the highest quality product with the claimed vitamin content.

### **Salon Treatments**

Environ products can be boosted with salon treatments using an Ionzyme DF Machine which uses sound waves to help push the active ingredients of Environ's topical creams deep into the epidermis thus greatly improving results. For those who want to see results even quicker and target specific problems such as sun damage, acne, pigmentation

and loose skin then salon treatments complimented with homecare will ensure that happens.

Environ provides a viable alternative to more invasive anti-ageing treatments such as Botox and fillers, although the results are not as dramatic or quick to show, expect to see noticeable improvements that accumulate with continued use.

### Results You Can See

Clients here at BATG are certainly benefitting from using Environ and we are producing some fantastic results. Lisa Crossland from Louth came to the salon as a last resort and six months later her skin is totally transformed after a course of Environ treatments in conjunction with an at-home regime of AVST Moisturiser and C-Quence Eye Gel. The tone and texture of Lisa's skin is visibly improved, fine lines have been erased and the under eye area is less puffy. Overall her skin looks much fresher and rejuvenated - the course of treatments and products have taken years off her appearance and Lisa is delighted. "My skin is much smoother and the puffiness is gone, it no longer feels greasy and I've now got the confidence to go out without foundation which I would never have done before. It's given me an all-round confidence boost and I don't feel like I need surgery now!"

Lisa's treatment has been so successful it has featured in the iiaa's monthly bulletin and Dr Des Fernandes even spoke about it at iiaa Live in London last month.

We recently had the chance to speak with Louisa Webb, Sales Director at the International Institute for Anti-Ageing (iiaa) about her background and Environ.

Louisa Webb studied as a beauty therapist and went on to travel the world as a senior therapist aboard the luxurious QE2 cruise ship. When she returned from her trip, she went on to work in top salons across London, and performed treatments on the likes of Kate Moss and Sadie Frost. Louisa's



**Louisa Webb, Sales Director at the iiaa**

natural ability in sales led her to her becoming an Area Manager where she was able to really shine, as her competitive streak stood out. Louisa became National Sales Manager, managing the entire sales team, and is now the Environ Sales Director at the iiaa.

### What do you love most about the brand?

I love that Environ offers a unique 'step-up' system, with increasing levels of ingredients like no other. This means that the results we get are unparalleled. I believe there is no other brand like it, the changes we can make are visible and the level of client loyalty we see speaks for itself.

### Are there any new products/ treatments in the pipeline?

A new peptide serum, Avance DFP 312 launched this month. And there is an exciting

upgrade to an existing line in the pipeline that we will reveal next year.

### What are the future plans of the brand?

Our aim is to become the number one brand used by professionals in the UK and Ireland, so that even more clients will be able to experience the skin transforming benefits of Environ products and treatments.

Environ is used by Bupa in their hospitals to prepare and help skin heal from surgery and is recommended by skincare experts worldwide, it also has a whole host of celebrity fans including Kate Winslet, Linda Evangelista, Claudia Winkleman and Emilia Fox who are more than happy to sing the praises of their favourite products.

Environ is now well established as a leading skin care brand, regularly appearing in the press and winning countless beauty awards.

Revival Masque, which launched this year, has already won two prestigious awards – Woman's Hot 100 Best Face Mask 2015 and Cosmopolitan magazine's Best Instant Facial – and has been dubbed the "facelift in a bottle".



Environ Revival Masque, £49.95

## BEST INSTANT FACIAL

# MAKE-UP BAG MAKEOVER

## Is it time to give your make-up bag a makeover?

**Local Professional make-up artist, Tina Brocklebank, shares her tips on keeping your products fresh.**

Many women don't realise that make-up has an expiry date and keep trusted old products long after they have actually expired. Make-up that's been in your make up bag for too long may actually be harbouring bacteria that can cause breakouts and even worse, skin and eye infections.

According to a survey by escentual.com some women are keeping make-up for up to six years after the expiry date, putting themselves at risk from breakouts and bacterial eye infections.

It seems that eyeshadow is the product we're most likely to keep lingering in our make-up bags and eye make-up is the most likely item to cause problems as it can become a breeding ground for bacteria that can lead to eye infections such as conjunctivitis and blepharitis, an inflammation of the eyelid. Mascara is the worst offender for spreading eye infections and should be binned after 4 months, although most items can harbour bacteria – even powders.

All make-up now carries the Period After Opening (POA) symbol which looks like an open tub with a number followed by



an 'M'. This is the number of months to the expiry date from the first time you use the product. Even though it's painful to throw away a product that you've only used a few times, it should be discarded after the timescale shown.

We asked local professional make-up artist, Tina Brocklebank, for her advice and tips on keeping your make-up clean and hygienic.

### **What can happen if you've got make-up that's 'gone off'?**

Apparently some women keep their products for up to six years after they've gone off! – this may be a potential ticking time bomb for their health. Keeping hold of out of date make-up exposes you to toxins and bacteria which leads to breakouts and a risk of infections.

**Anything that looks cracked or smells strange – bin it! Do look at the symbols on the products for a guide - here's a rough guide to how long your make up will last.**

- Eyeshadow** 1 year
- Lipstick** 1 year
- Liquid foundation** 6 months
- Eyeliners** 1 year
- Mascara** 4 months
- Concealer** 8 months
- Blusher and bronzer** 2 years
- Face powder** 2 years

### **How often should you clean your brushes and what's the best way to clean them?**

Brushes are expensive so why should you neglect them? After so long they become breeding grounds for bacteria that you, in turn, put back on your face. Every two weeks is fine for cleaning (some more often). A good way to judge is when the brush is no longer soft and when it feels and looks caked with residue. The best

way to clean them is with warm water – you can use unscented bar soap if you wish, but be gentle and don't immerse them in water, just treat the brush itself.

You can also use an anti-bacterial detergent or baby soap. (I use Parian spirit to clean between clients and then thoroughly clean with anti-bacterial washing up liquid.) Dry gently on a towel (don't rub, be gentle). Then lay them on a table, with the brush part free, so the air can circulate around them to dry. For brushes that are extra cakey, add olive oil to break down the residue, then clean as above.

### **Can you give us some tips on keeping make-up fresh. Where is the best place to keep it?**

You can spray your make-up with an alcohol spray (I use Beauty So Clean spray). Store make-up in a cool, dark place away from direct sunlight – which can turn the colour a strange shade, so if possible keep it in boxes. Warm conditions will encourage bacteria to breed so avoid keeping your bag near a radiator for example.

Another good tip is keep and store your powder puff upside down in your pressed powder as any oil/bacteria won't touch the powder and will prevent a film forming on the surface of the powder.

General tips on hygiene – always apply your make-up with clean hands, use clean sanitised brushes and don't use out-of-date products.

Don't let other people share your make-up as they may have something you don't want – eg a cold sore or



## Challenge Jemma

Every month we run a competition on Facebook to Challenge Jemma, our resident Nail Tech, with your favourite nail art design. The more elaborate the better! Submit a picture of the design on our Facebook page, this month we are looking for Halloween inspired designs. Jemma will pick the winner who will be invited to Room at the Gate to have the design recreated. The winner must be available within 2 weeks of the competition close. Pictured is this month's winning Galaxy design recreated by Jemma.





# 5 THINGS I CAN'T LIVE WITHOUT



Tina is an award winning Professional Make-up artist with over 25 years experience. She has built up an excellent reputation, not only locally but nationally. She set up her own freelance make-up business in Lincolnshire 13 years ago and is based in her make-up studio in Healing. She now specialises in bridal and special occasion make-up and is also a regular expert columnist for The Lincolnshire Journal and The Lincoln Journal,



together with writing her own blog on her website [www.tinabrocklebank.co.uk](http://www.tinabrocklebank.co.uk) Tina loves nothing more than making her clients look and feel amazing.

**Make-up/art** - Being a Pro Make-up artist and make-up columnist for The Lincolnshire Journal and Lincoln Journal, it goes hand in hand with being a total make-up junkie! I love reading about new products and also trying them out, (that goes for beauty products too.) I love everything about make-up and it is just "in me". My Husband always says that if anyone was to cut me open, I would bleed make-up! I also love art and drawing, visiting art galleries - my favourite place ever has to be the V and A in London.



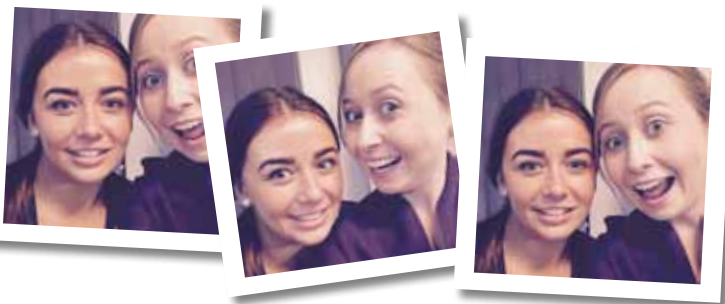
**Embrace** - I have been a massive fan of the band since the late 90's, some would say a bit obsessed, but I would say "appreciative"! Down to earth, talented, Yorkshire lads who make epic music and put on great gigs. There isn't any other band which would make me dress up in a white boiler suit with a mask and turn up at a secret location, (e.g. a boxing club in Halifax), and get covered in paint for! Their music really helps me though life through...does that sound cheesy?!...so good for my soul and for me, its worth being appreciative!

**The gym** - I am not a gym person and have never been that into exercise - until about 2 years ago, I joined a gym...and to my surprise, I loved it! Not only is it good for my health and shape, (which is yet to be perfected if there is such a thing), but it is great for me mentally. I feel great after every workout, and I love doing weights, (thanks to the amazing Marie Bellamy.)



**I hate to say it - but my iPhone** - i organise everything on it, and would be lost without it, (or would I?). I like to be an organised person and it helps me a great deal! I can't say I am a particularly technical person, but these gadgets really do make a difference to my life, (it's just knowing when to turn them off though isn't it.) I do have a shut off period and I think that is key, rather than letting it rule your life and being addicted to it. I think in this day and age, technology is amazing and if you want to run a successful business, then joining in is the only option these days.

**SPF** - I have worn a sun protection factor cream ever since I was in my late teens and I wouldn't feel right leaving the house without it! I love the whole process of cleansing my face too, and looking after it with skincare products, the smells and consistencies - see here I go again!!!



## #thoughtwehadgotawaywithit

It's not all serious at BATG, we do like to have a laugh at ourselves sometimes and it seems like these two BATG Therapists thought it would be fun taking secret selfies on the bosses phone.

He who laughs last.....

# iiaa Live Event



The iiaa (International Institute for Anti-Ageing) hosted a special skincare event – iiaa Live at the Royal Institution in London on September 8th which Samantha and Melissa attended. Special guests from the cutting edge of skincare technology presented talks and took part in talk-show style interviews.

Dr Des Fernandes focused on using SPF as Melissa explained, "he stressed how important it is to wear sunscreen and to apply it correctly. Most people apply it too thinly but you really need to slap it on as more often than not you don't get the full benefit of the factor you're using. If you're using SPF 20 you might only get the protection of SPF 8.

He also spoke about the importance of looking after your skin from within by taking supplements and eating a healthy

diet including plenty of green veg, oily fish and drinking green tea."

Dr Des used Melissa's case study of Lisa Crossland from Louth to illustrate how successful Environ treatments are.

"It's great to get a mention and be recognised for really making a difference and achieving such fantastic results, It really was amazing and such a proud moment to see my work and the results that Lisa has had up on the big screen at such an event!



**Melissa, Dr Des Fernandes and Samantha**

**"Meeting Dr Des... Was AMAZING! He was so lovely and down to earth."**



**Our case study on the big screen**



Other topics included intrinsic/extrinsic ageing, the effects of UV radiation on ageing, the power of peptides and how to nourish skin from within. Vitamin A once again emerged as the true hero when it comes to beautiful, healthy skin, with Dr Madden describing it as 'the holy grail' of skincare and rejuvenation.

The event was hosted by well-known TV presenter Anna Richardson and attended by over 450 skincare professionals from all over the UK.

## Avance DFP 312 – Environ Launch Latest Power Peptide Serum

'One cream, three results - for plump, firm and richly moisturised skin'

Environ's latest innovation in anti-ageing skincare, Avance DFP 312, launched last month and has already grabbed the attention of the beauty press with Grazia magazine recommending switching to Avance for its anti-ageing properties.

"Collagen-boosting is the name of the game here, too. Environ's new Avance DFP 312 uses a cocktail of highly targeted peptides to do the job."

The product combines a scientific formulation of three powerful 'super smart' peptide complexes that work to keep your skin looking younger for longer. Collagen levels are restored making the skin appear plumper and more radiant.

This new multi-functional moisturiser has been developed using a unique combination of powerful peptide complexes. "We believe that our chosen peptides work optimally in concert. This offers great opportunities for making lustrous, smooth looking skin," says Environ founder Dr Des Fernandes.

The launch of Avance also means that for the first time Environ now has an anti-ageing moisturiser that can be used by clients during pregnancy!



# Beauty at the Gate Price List

## Facials created by *Samantha Beatty*

THE Facial 90 minutes .....	<b>£65.00</b>
..... <b>or £75.00 with Samantha</b>	
THE Advanced Acne Facial	
90 minutes .....	<b>£65.00</b>

## Laser Hair Removal

*Initial consultation - 30 minutes - £15.00*

*Redeemable against treatment*

Chin .....	<b>£35.00</b>
Upper Lip .....	<b>£35.00</b>
Upper Lip & Chin .....	<b>£60.00</b>
Sideburns .....	<b>£35.00</b>
Hands & Fingers .....	<b>£40.00</b>
Underarms .....	<b>£50.00</b>
½ Arm .....	<b>£50.00</b>
Full Arm .....	<b>£90.00</b>
½ Leg .....	<b>£90.00</b>
Full Leg .....	<b>£150.00</b>
Buttock Crease .....	<b>£40.00</b>
Buttocks .....	<b>£75.00</b>
Bikini .....	<b>£50.00</b>
Extended Bikini .....	<b>£60.00</b>
Thong .....	<b>£70.00</b>
Hollywood/Brazilian .....	<b>£90.00</b>

**15% OFF All courses of 6 Treatments**

## Environ

Environ Introduction .....	<b>£40.00</b>
<i>60 Minutes</i>	
Precision Express .....	<b>£30.00</b>
<i>Treatment 30 Minutes</i>	
Purifying Express Treatment .....	<b>£30.00</b>
<i>30 Minutes</i>	
Ionzyme Active .....	<b>£49.00</b>
<i>Vitamin Facial 60 Minutes</i>	
Advanced Active .....	<b>£59.00</b>
<i>Vitamin Facial 80 Minutes</i>	
Collagen Power Facial <i>60 Minutes</i> .....	<b>£59.00</b>
Environ Cool Peel .....	<b>£54.00</b>
<i>Treatment 60 Minutes</i>	
Ionzyme HydroBoost .....	<b>£55.00</b>
<i>Facial 60 Minutes</i>	
Ionzyme Frown .....	<b>£59.00</b>
<i>Treatment Facial 45 Minutes</i>	
Ionzyme Body Sculpt .....	<b>£50.00</b>
<i>Treatment 60 Minutes</i>	

## A Lift

Miracle Moments <i>30 Minutes</i> .....	<b>£30.00</b>
Angelic Ritual - Lifting .....	<b>£49.00</b>
Non-Surgical Facelift Treatment	
<i>50 minutes</i>	
Pure Zenergise .....	<b>£59.00</b>
A Candle-Lit	
Supercharger <i>75 Minutes</i>	
Divine Indulgence: .....	<b>£64.00</b>
The Ultimate A-Lift	
<i>Experience 90 Minutes</i>	

## Elemis

Skin Specific Facial .....	<b>£45.00</b>
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## Skin Solution Facials

Modern Skin Facial .....	<b>£45.00</b>
<i>60 Minutes</i>	
Oxygen SkinCalm Facial .....	<b>£45.00</b>
- For Sensitive Skin <i>60 Minutes</i>	
S.O.S. Purifying Facial .....	<b>£45.00</b>
- For Oily/Congested & Problematic Skin <i>60 Minutes</i>	

## Anti-Ageing Facials

Pro-Collagen Quartz Lift .....	<b>£50.00</b>
Facial - For Fine Lines and Wrinkles <i>60 Minutes</i>	
Tri-Enzyme Resurfacing Facial .....	<b>£50.00</b>
<i>60 Minutes</i>	
Visible Brilliance Facial .....	<b>£50.00</b>
For Ageing, Stressed & Slackened Skin <i>60 Minutes</i>	
Face & Body Sensation .....	<b>£55.00</b>
<i>60 Minutes</i>	

## Elemis Massage

Deep Tissue Muscle Massage .....	<b>£25.00</b>
<i>30 Minutes</i>	
Full Body <i>60 minutes</i> .....	<b>£40.00</b>
Face and Body Sensation .....	<b>£55.00</b>
<i>60 Minutes</i>	

## Elemis Body

Exotic Lime and Ginger .....	<b>£30.00</b>
<i>Salt Scrub 30 Minutes</i>	
Exotic Frangipani Nourish .....	<b>£40.00</b>
<i>Wrap 45 Minutes</i>	
Exotic Coconut Rub and .....	<b>£40.00</b>
<i>Milk Ritual Wrap 45 Minutes</i>	
Musclese Aroma Spa Wrap .....	<b>£50.00</b>
<i>75 Minutes</i>	

## Body Detox

Cellutox Aroma Spa Wrap .....	<b>£50.00</b>
<i>75 Minutes</i>	
Body Sculpting Cellulite and .....	<b>£45.00</b>
<i>Colon Therapy 60 Minutes</i>	
Face & Body Sensation .....	<b>£60.00</b>
<i>60 Minutes</i>	

## Collagen Stimulation Therapy

Initial Consultation <i>30 minutes</i> .....	<b>£15.00</b>
Redeemable against treatment	
Initial Session <i>2 Hours</i> .....	<b>£200.00</b>
CST Session <i>2 Hours</i> .....	<b>£150.00</b>
Course of 6 treatments .....	<b>£850.00</b>
Prices include Homecare Products!	

## HD Brows

Standard HD Styling <i>30 Minutes</i> ..	<b>£25.00</b>
Advanced HD Pro Styling	
<i>45 Minutes</i> .....	<b>£35.00</b>

## LVL Lashes

<i>55 Minutes</i> .....	<b>£40.00</b>
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## The Room at the Gate Nail Treatments

Gel Manicure .....	<b>£28.00</b>
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Gel Pedicure .....	<b>£30.00</b>
Shellac Manicure .....	<b>£22.00</b>
Shellac Pedicure .....	<b>£26.00</b>
Zoya Organic Manicure .....	<b>£22.00</b>
Zoya Organic Pedicure .....	<b>£26.00</b>
Jessica Prescriptive Manicure .....	<b>£22.00</b>
Jessica Prescriptive Pedicure .....	<b>£26.00</b>

## Nail Extras

File and Polish .....	<b>£15.00</b>
Shellac Removal with Re-application	<b>£2.00</b>
Gel Removal with Re-application .....	<b>£5.00</b>
Shellac Removal .....	<b>£5.00</b>
Gel Removal .....	<b>£10.00</b>
French Polish .....	<b>£5.00</b>
Repair from .....	<b>£5.00</b>
Effects/Glitter up to 2 nails .....	<b>£2.00</b>
Effects/Glitter more than 2 nails .....	<b>£5.00</b>
Nail Art from .....	<b>£5.00</b>
Gold Package .....	<b>£7.00</b>
IBX Nail Care System	
Initial Treatment <i>30 Minutes</i> .....	<b>£15.00</b>
Maintenance <i>20 Minutes</i> .....	<b>£10.00</b>

## Lycon Precision Waxing

Strip/Hot & Lycojet Waxing	
1/2 Leg .....	<b>£14.00</b>
Full Leg .....	<b>£20.00</b>
Full Leg & Bikini .....	<b>£23.00</b>
Full Leg & Californian .....	<b>£29.00</b>
Bikini Line .....	<b>£8.00</b>
Underarm .....	<b>£8.00</b>
1/2 Arm .....	<b>£10.00</b>
Full Arm .....	<b>£15.00</b>
Chin .....	<b>£6.00</b>
Upper Lip .....	<b>£6.00</b>
Eyebrows .....	<b>£10.00</b>
Upper Lip, Eyebrow & Chin .....	<b>£16.00</b>
Advanced Intimate Hot Waxing Californian (Also called .....	<b>£15.00</b>
Extended Bikini wax) <i>30 minutes</i>	
G-String (Also called a Thong .....	<b>£20.00</b>
wax) <i>40 minutes</i>	
Brazilian/Hollywood .....	<b>£30.00</b>
<i>60 minutes</i>	

## Electrolysis

15 minutes session .....	<b>£20.00</b>
30 minutes session .....	<b>£25.00</b>
45 minutes session .....	<b>£30.00</b>
60 minutes session .....	<b>£35.00</b>

## Tinting

Brow .....	<b>£8.00</b>
Eyelash .....	<b>£12.00</b>
Eyelash & Brow .....	<b>£15.00</b>
<i>*You will require a patch test 24 hours before the treatment.</i>	

## Holistic Treatments

Hopi Ear Candling <i>45 Minutes</i> .....	<b>£25.00</b>
Indian Head Massage <i>30 Minutes</i> ..	<b>£25.00</b>
Reflexology <i>60 Minutes</i> .....	<b>£35.00</b>

## Therapist's Signature Treatments

Hannah's Glamorous Glow .....	<b>£45.00</b>
<i>60 Minutes</i>	
Melissa's Arabian Abyss .....	<b>£45.00</b>
<i>60 Minutes</i>	



## **Environ Pro-Collagen Facial – Save £10 ONLY £49**

Get the results that Louth Resident Lisa Crossland has had with this amazing anti-ageing facial.



## **Shellac Manicure ONLY £20**

Enjoy a free glass of wine or prosecco on top of receiving 10% off our most popular nail treatment.



## **Elemis Full Body Massage ONLY £35**

Melt away and escape the winter weather with an hour long deep tissue massage.



## **Upper Lip Laser Hair Removal Course ONLY £150**

Banish Upper Lip hair permanently with a course of treatments saving you £60.



## Opening Hours

<b>Monday - Friday</b>	9:15am – 8:45pm
<b>Saturday</b>	9:15am – 5:00pm
<b>Sunday</b>	11:00am – 4:00pm

We are open 7 days a week. Because we know how busy life can be. We're there for you when you need us, which is usually outside of office hours, when you're not working and those shops are closed. We know how hard it is trying to fit in some 'me' time so we offer appointments every weekday up to 8:45pm, on Saturdays to 5:00pm and we even open on Sunday between 11am and 4:00pm.

Telephone: 01472 289555

