

UBT201M

Make-up applications

Unit reference number: T/615/0653

Level: 2

Guided Learning (GL) hours: 40

Overview

This unit will enable learners to provide basic make-up services to clients/models for a variety of occasions. Learners will develop their knowledge and skills to prepare and provide a professional make-up service. Learners will also develop an understanding of health, safety and hygiene, possible contra-indications and the uses of a variety of make-up products.

Learning outcomes

On completion of this unit, learners will:

LO1 Know the salon/studio requirements for make-up services

LO2 Understand the benefits and effects of different products and techniques used in make-up application

LO3 Be able to prepare for make-up services

LO4 Be able to provide make-up services

Assessment requirements

Learners must complete **all** four assessment requirements related to this unit:

1. Service
2. Graded practical assessment
3. External examination
4. Graded synoptic assessment

1. Service portfolio

Learners must produce a make-up service portfolio.

At a minimum the service portfolio should contain evidence the learners have:

- Performed a minimum of 3 make-up services
 - Minimum
 - Intense
 - Special occasion
 - Natural
- Used all appropriate equipment
 - Couch, chair or stool
 - Workstation or trolley
 - Foundation sponges or brushes
 - Make-up brushes
 - Mixing palette
 - Mirror
 - Tweezers
 - Eyelash curlers
 - Brush cleaner
 - Make-up sanitiser
- Used all appropriate products
 - Eye make-up remover
 - Cleanser
 - Skin toners, fresheners, astringents or tonics
 - Moisturising creams
 - Eye creams or gels
 - Pre-base products (mattifying, light reflective, anti-ageing)
 - Colour corrective products (lilac, green, orange)
 - Foundations (cream, liquid, mousse, gel, compacts, cakes, light-reflecting, all-in-one, mineral, matt), tinted moisturisers
 - Concealers, brightener and correctors (cream, liquid, gel, stick, palette)
 - Face powders (loose, compact, mineral, light-reflecting, shimmer, translucent)
 - Bronzing products
 - Shaders, highlighters
 - Cheek products (cream, powder, liquid tints, mineral-based)
 - Eyebrow products (pencils, powders, gels)
 - Eyeshadows

- Eyeliner products (liquid, gel, kohl pencil, pencil, cake)
- Mascara (waterproof and non-waterproof)
- Lip liner
- Lipstick
- Lip gloss or lip lacquer
- Fixing product
- Given all types of advice
 - Aftercare
 - Possible contra-actions
 - Post-treatment restrictions
 - Additional products and services
- Considered all resources needed
 - Tools and equipment
 - Products
 - Time
- Used all techniques
 - Precision base application
 - Contouring
 - Concealing/colour correction
 - Blending
 - Stippling
 - Eye products
 - Lip products
- Used all types of additional media
 - False eyelashes (strip and flair)

The service portfolio must be completed prior to learners undertaking the graded practical skills test. Whilst service portfolios will not be graded, they may be sampled by the VTCT External Quality Assurer (EQA).

Evidence from the graded practical assessment must also be presented in the service portfolio.

2. Graded practical assessment

Learners must carry out a complete make-up service which will be observed, marked and graded by centre assessors. The grade achieved in the graded practical assessment will be the grade awarded for the unit.

The graded practical assessment must take place in a real or realistic working environment on a real client/model. At a minimum the graded practical assessment for this unit must cover:

- Service – one complete make-up look on a client/model demonstrating a range of techniques creating one overall look, the theme being either minimal, intense, special occasion or natural
- Resources – appropriate selection of equipment to demonstrate the full range of service and to meet the service needs and outcomes
- Product – at a minimum the candidate is expected to demonstrate the use of foundation, concealer, blusher, eye-shadow, eye liner, mascara, lip liner and lipstick and setting products
- Techniques – base, blending and concealing, contouring, eye and lip products application, correction techniques used where applicable

Recorded professional discussion can also be used as an assessment method attached to the graded practical assessment and is particularly useful for gathering evidence for criteria related to evaluation and reflection. Professional discussions should be planned and recorded.

3. External examination

Whilst the theory content of LO1 and LO2 may be naturally assessed in the graded practical assessment, they will be tested by an external examination towards the end of the period of learning.

External examinations will test knowledge and understanding from across the whole vocational area (mandatory units). Learners should use the unit content section of this unit to aid revision since exam questions will test the full breadth of this section.

External examinations will be set and marked by VTCT and will contribute to the overall qualification grade.

4. Graded synoptic assessment

In the last term or final third of their qualification, learners will be required to undertake a graded synoptic assessment. This will require learners to carry out a range of services from across the whole vocational area (mandatory units). Assessment coverage will vary year on year, although all services will be covered over time.

VTCT will set a brief for centres which will detail the services to be covered in the graded synoptic assessment. Grading descriptors for the synoptic assessment will also be provided by VTCT.

The graded synoptic assessment will be marked and graded by centre staff and externally verified by VTCT.

The graded synoptic assessment will contribute to the overall qualification grade.

Unit content

LO1 Know the salon/studio requirements for make-up services

Learners must know how to prepare the work area:

- Prepare the work area to allow for:
 - Ease of access and free movement around the make-up chair/couch
 - Effective lighting
 - Hygienic and safe set up of equipment, tools and products
 - Suitable temperature
 - Selection of products and equipment to meet the needs of the client
- Ensure a safe working area:
 - Appropriate ventilation
 - Clean and hygienic
 - Effective positioning of make-up chair/couch and mirrors
 - Neat and clutter-free working area, particularly when working in confined areas
 - No trailing wires or obstructions

Learners must know how professional make-up artists/therapists present themselves:

- Clean professional uniforms create a positive impression of the make-up artist/therapist and the salon/studio
- Make-up artists/therapists should wear appropriate uniform agreed by the department they are working in. Hair should be tied back
- Personal hygiene and cleanliness including showering, covering cuts and abrasions, wearing deodorant or antiperspirant, oral hygiene, including clean teeth and fresh breath are all important elements of professional presentation

Learners must know the salon/studio requirements for record keeping:

- Accurate appointment systems, stationery, loyalty, rewards, acknowledgement of occasions
- How to establish and record clear information that is accurate and in logical order, how to refer to existing records
- Skin sensitivity tests, adaptations and modifications, recommendations
- Make-up plan and how to update records at the end of the treatment, update at each visit, maintained electronically, paper records

Learners must know the insurance requirements for the delivery of make-up treatments:

- As a minimum a salon/studio should hold, where applicable, employer's insurance as well as public liability insurance and professional indemnity
- Requirements for self-employment and working within a business

Learners must know the legal requirements for providing treatments to minors:

- The age at which an individual is classed as a minor and how this differs nationally

Learners must know about professional working relationships:

- Clients, agents, bookers, employers
- Call sheets, bookings and confirmations
- Unethical client consultation

Learners must know the importance, purpose and methods for carrying out patch tests:

- A patch test is designed to alert the make-up artist/therapist to any pre-disposed skin sensitivity on the client's/model's behalf. Any active, new or known ingredient that can potentially produce a reaction is usually patch tested 24-48 hours before treatment. All patch tests provided need to be noted and recorded, listing all products and where patch test took place on the body, if appropriate; client signature and date
- Patch testing for make-up applications would include all active or new products to be used within the treatment such as the products for cleansing and moisturising the skin as well as the cosmetics and adhesive for strip eyelashes. Client records need to be updated with results. The tests are conducted to ascertain suitability of products and sensitivity of the client
- Patch test application techniques
 - Cleanse area (either crook of elbow or behind ear)
 - Apply product to the area with a brush
 - Allow to dry
 - Leave on for a minimum of 24 hours
 - Explain positive and negative reactions
 - Remove excess product
 - Complete record card with results, products used and where placed

Learners must know how to interpret results of the patch test:

- Positive – red, itchy, irritated, swelling, sore
- Negative – no change to skin

Learners must know the correct procedure to take when a contra-action occurs:

- An allergic reaction to eye products – the client may experience sensitivity or a burning sensation. Remove all products immediately and apply a cold compress; if make-up has entered the eye use an eye bath to flush, record the information on the client's record card; seek medical advice if symptoms persist
- An allergic reaction to skin make-up products – the client may experience redness, itching, swelling, rash, burning or stinging, blistering. Remove all make-up or skin products immediately with suitable remover, clean the area with cool water, apply a cool compress, record the information on their record card, and seek medical advice if symptoms persist. Recommend hypo-allergenic products

LO2 Understand the benefits and effects of different products and techniques used in make-up application

Learners must know the uses, benefits and effects of the selection of products, tools and equipment to suit treatment outcomes:

- Eye make-up remover – removes all traces of eye make-up
- Cleansing lotions, milks, creams, foams, oils and gels – remove grease and dirt from the skin
- Skin toners, fresheners, astringents and tonics – remove any cleanser left on the skin and tightens pores
- Moisturising creams – protect the skin and helps retain moisture
- Eye creams and gels – minimise dark circles, bags, puffiness and fine lines
- Serums – serums are concentrated products which penetrate deeper than a moisturiser
- Pre-base products (mattifying, light reflective, anti-ageing) – used to smooth and conceal fine lines and uneven skin texture and give longevity of the make-up
- Colour corrective products – lilac helps brighten a sallow skin, green is used to hide redness, peach is used to conceal pigmentation and yellow helps to disguise dark circles under the eyes
- Foundations (cream, liquid, mousse, gel, compacts, cakes, light reflecting, all-in-one, mineral, matt) – create an even skin tone, brightens the skin, helps protect the skin and provides a base for other make-up products
- Tinted moisturiser
- Concealers (cream, stick, liquid) – used to cover blemishes, pigmentation and dark circles under the eye, brighteners and correctors
- Face powders (loose, compact, mineral, light reflecting, shimmer) – are applied on top of foundation and set the make-up to ensure longevity
- Bronzing products (powder, gel, liquid) – give a suntanned look to the skin
- Shaders – are darker than skin colour and can be used to shade areas of the face and disguise flaws, used for contouring
- Highlighters – are lighter than skin colour and can be used to create an illusion of extra width or length to the face, used for contouring
- Cheek products (cream, powder, liquid tints, mineral-based) – add colour warmth and depth to the skin
- Eyebrow products (pencils, powders, gels) – define and darken eyebrows
- Eyeshadow (powders, cream, water colours, mineral, pigment) – used to draw attention to the eye and enhance the natural eye shape and colour
- Eyeliner products (liquid, gel, kohl pencil, pencil, cake) – help to accentuate the eye
- Mascara (waterproof and non-waterproof) – enhances natural lashes making them appear longer, darker and thicker
- Lip liner – used to give definition to lips
- Lipstick – helps accentuate lips and add colour to the face
- Lip gloss – can be used on its own or over lipstick. It is not recommended for a mature client as it tends to bleed into the lines around the lips
- Fixing products – preserve make-up for long periods of time

Learners must know the uses, benefit and effects of selecting the correct tools to apply cosmetic products:

- Brushes – shapes (flat, round, small, domed, medium, large, short, long), styles and effects of application, buffing, patting, stippling, blending
- Sponges – shapes, styles and effects
- Others – mixing palette, tweezers, spatulas, scissors

Learners must know the safe and effective methods of attaching false eyelashes:

- False eyelashes – cluster or spray ‘individual’ lashes and strip
- Reasons for application – enhance overall look of make-up and client/model, complement chosen themes and treatment plan

Learners must know how to use corrective techniques for a make-up service:

Corrective methods to include:

- Face shapes – using contouring effects by highlighting and shading, used to achieve the illusion of an optimal visual appearance of an oval face for the following face shapes – square, heart, round, long, diamond, pear
- Eye shapes – the use of colour to create illusion of depth, size and alter the shape of hooded, large, small, close set, prominent, drooping, deep set and wide apart eyes
- Nose shapes – long, wide, short, naso-labial folds
- Lip shapes – large or full, thin, asymmetrical mouth
- Flaws and blemishes – dark circles under the eyes, spots, blemishes, uneven pigmentation, broken capillaries, puffy eyes
- Skin tones – the skin tone of a client needs to be carefully considered when choosing make-up colours. The learner needs to consider warm and cool skin tones and how to adapt for deep/black skin tones
- Make-up brushes – the different brushes available and their uses to achieve optimum results to include brushes available for application of: foundation, powder, blusher, contouring (highlighting and shading) eyeliner, eyebrow products, lipsticks

Learners must know how to achieve a variety of make-up looks:

- Overall look – natural, minimal, intense looks, special occasion
- Eyes – smokey eye, colour wash, classic eye with lines
- Shaping and highlighting – contouring, bronzing, highlighting, shaping, blushing of the facial structure
- Lips – correction of uneven, thin or asymmetrical lips and how to select products to enhance the overall effect require lip lining
- Eyebrow enhancement – definition and correction
- Foundation – dewy and matt finishes

Learners must understand the factors that influence make-up service:

- Make-up services can only be performed if the client has no contra-indications. The make-up artist/therapist will need to be aware of the protocols for referral to another healthcare professional, if it is in the best interest of the client
- The condition of the skin will need to be factored in when advising a client of treatment outcomes
- The importance of using the correct sequence of make-up application
- How to adapt make-up for a client who wears contact lenses or glasses
- The learner must also consider the effects of lighting on the finished make-up, to include fluorescent light, yellow and filament light, daylight. Natural daylight is the only light which shows true colour and is the best light for make-up application; standard light

bulbs give a yellow colour which dulls blue tones and makes red tones appear darker. Fluorescent light can make colours appear cold

- Overall colour theme for the occasion should be discussed with the client
- How environmental and lifestyle factors affect the condition of the skin

Learners must know the contra-indications to make-up services:

- Example of contra-indications that may prevent treatment – viral (herpes simplex, herpes zoster, warts), bacterial (impetigo), fungal (tinea), parasitic infections (pediculosis, scabies), conjunctivitis, severe skin conditions and eye infections, severe acne, boils, hypersensitive skin, open cuts and abrasions, swelling
- Examples of contra-indications that may restrict treatment – open cuts and abrasions, swelling, skin irritation, recent scar tissue, healed eczema and psoriasis, hyperkeratosis, skin allergies, bruising, scar tissue (two years for major operations and six months for a small scar), sunburn, hypersensitive skin, botox or dermal fillers (one week following treatment), styes, watery eyes, blepharitis

Learners must know the possible contra-actions that may occur during or after a make-up service:

- False eyelashes – adhesive entering the eye, sensitivity, allergic reaction or burning sensation. Action to take – remove product immediately, use eye bath to flush eye, model to seek medical attention if problem persists, record reactions on model record card
- Allergic reaction to products – redness, swelling, rash, itching, burning or stinging sensation. Action to take – remove products immediately, clean area with water, apply cold compress, client/model to seek medical attention if problem persists, record reactions on client/model's record card
- Minor contra-actions – watery eyes – allow client/model time for eyes to recover when applying eye make-up, blot with tissue to avoid affecting other make-up, client/model perspiring – keep client/model cool and use a tissue to blot and prevent runs in make-up

LO3 Be able to prepare for make-up services

Prepare and check the client/model, work area, equipment and products prior to the make-up service:

- Prepare area according to salon/studio requirements – ensure a sturdy workstation/couch, trolley and stool are available to use
- Organise access to skin cleansing and make-up products and equipment
- Prepare yourself and your client/model
- Check the client by completing a consultation
- Ensure all equipment and products are to hand
- Ensure any relevant PPE is available and to hand

Agree the service and check for contra-indications:

- Verbal communication – speaking manner and tone, sensitive to client, open questioning related to treatment
- Non-verbal communication – eye contact, body language, listening
- Record keeping – contra-indication check, signatures, name, address, contact numbers, age range, reason for treatment, occupation, sport/hobbies, medical history, allergies/hypersensitivity, contact lenses, contra-actions, skin sensitivity tests recorded
- Establish
 - Skin types – normal, oily, dry, combination
 - Skin conditions – sensitive, dehydrated, mature, broken capillaries, pustules, papules, open pores, dark circles, hyperpigmentation, hypopigmentation, sun damage, scarring, erythema
 - Current sensitivity levels, skin condition, medication and health concerns
 - Client expectations and wishes. Client commitment, both financial and economic
 - Age of client and the legal requirements for providing treatments to minors

Explain the procedure to the client/model:

- Explain how the client/model should position themselves for the service, how long the service will take and the sensation the client should expect to feel. Discuss the client/model's expectations from the service

Instruct the client/model on positioning for the service:

- Protecting the clothing as appropriate, positioning throughout the treatment

LO4 Be able to provide make-up services

Prepare the client/model's skin with appropriate products and techniques:

- The area should be cleansed of all products using suitable products and techniques for skin type and conditions
 - Cleanser applied using effleurage movements
 - Toner applied
 - Moisturiser applied using effleurage movements

Select the required equipment and products for the service:

- Selection of equipment and make-up to suit client/model's skin type and tone and treatment objectives

Use make-up techniques as appropriate in accordance with manufacturer's guidelines:

- Make-up techniques to include the use of pre-base, colour corrective base products, foundation, concealer, powder, blusher, shader, highlighter, eye shadow, eyeliner mascara, lip liner, lipstick
- Colour corrective product chosen is suitable for client/model's skin tone
- Foundation is colour matched for facial skin tone, applied evenly and blended around the edge of the face
- Corrective techniques used to colour correct skin tone and depth of colour, disguise skin blemishes enhance face shape, eye shape and lip shape
- Eye shadow colours are blended well and enhance the shape of the eye
- Eyeliner is applied with precision. Pencil is sharpened prior to use or liquid eyeliner is applied using disposable brush for each entry into the liquid liner container
- Mascara has even application ensuring lashes are separated – disposable mascara wand is used for each entry into the mascara container
- Eyebrow products used to achieve the desired look defining and shaping the eyebrows
- Blusher is applied to enhance cheek area and colour choice complements the overall look
- Outline of lips, if required, with lip pencil/foundation. Lip product, colour and finish complements the overall look. All lip products to be used in a hygienic manner
- Prevent excess waste of treatment time and consumables by preparing effectively and working efficiently
- Reassure the client/model and communicate your positioning instructions clearly during the service
- Client feedback should be obtained and any adjustments made if requested

Provide aftercare advice:

- Avoid touching the skin too often. This will assist longevity of make-up application
- Make-up product and colour recommendations
- Make-up reapplication techniques
- Effective methods of make-up removal
- Suitable skin care regime and homecare treatments to suit client/model's skin type and conditions
- Healthy eating and advice on fluid intake is recommended to ensure the client's skin is at the optimum health and receptive to future treatment

- All lifestyle activities individual to the client that may need to be considered and appropriate advice given (such as smoking, extreme outdoor sports or a dedication to swimming)
- Advice on retail products to continue the beneficial effects of the service

Update the client/model's treatment records:

- Record the outcomes of the service, ensuring records are up to date with the service carried out, any contra-actions, aftercare given and feedback from the client

Prepare the work area for the next service:

- Dispose of all waste, sterilise all metal tools, sanitise work surfaces and non-metal items, gently clean brushes with appropriate cleanser, rinse and dry. Remove and safely store equipment and products as per manufacturer's instructions
- Ensure the treatment area is left clean and prepared for the next service

Skin cancer awareness

Please note this information will not be assessed for the achievement of this unit.

Public awareness of skin cancer has never been higher, and yet skin cancer remains the fastest growing cancer in the UK, especially amongst young people. The chances of a positive outcome can be dramatically increased with early identification and diagnosis.

Professionals in hair, beauty, sports massage and health and wellbeing industries work closely with clients and in many cases have sight of areas of skin which may not be easily visible to the client. An informed awareness of the signs, symptoms and changes of appearance to be aware of when checking for early signs of cancer is a crucial tool for the conscientious practitioner in order to provide the most thorough service and in some cases, possibly lifesaving information signposting.

Signs to look for when checking moles include utilising the ABCDE guide:

A - Asymmetry – the two halves of the area/mole may differ in their shape and not match.

B - Border – the edges of the mole area may be irregular or blurred and sometimes show notches or look 'ragged'.

C - Colour – this may be uneven and patchy. Different shades of black, brown and pink may be seen.

D - Diameter – most but not all melanomas are at least 6mm in diameter. If any mole gets bigger or changes see your doctor.

E - Elevation/evolving – elevation means the mole is raised above the surface and has an uneven surface. Looks different from the rest or changing in size, shape or colour. Anyone can get a suspicious mole or patch of skin checked out for free by the NHS by visiting their doctor, who may then refer to a dermatologist (an expert in diagnosing skin cancer).

If you require any additional NHS information please refer to <https://www.nhs.uk/be-clear-on-cancer/symptoms/skin-cancer>

If your learners are interested in learning more about skin cancer awareness alongside this qualification, VTCT runs the following qualification: VTCT Level 2 Award in Skin Cancer Awareness for Non-Healthcare Professionals.

This qualification has been specifically designed for those working in the sports massage, health and wellbeing, beauty, hairdressing and barbering sectors. It will enable learners to identify any changes to their client's skin and to highlight those changes to the client using appropriate language and communication skills. It will enable the learner to raise awareness of skin cancer and signpost their clients to public information about skin cancer.

This qualification will enable hair, beauty and wellbeing professionals to gain the appropriate knowledge and communication skills required to provide non-diagnostic, professional advice and information to clients in a discrete, empathetic and confidential manner.

For more information please refer to the Record of Assessment book:

<https://qualifications.vtct.org.uk/finder/qualfinder/1Record%20of%20Assessment%20Book/AG20529.pdf>

Assessment criteria

Assessment criteria will be applied to the graded practical assessment. In order to pass this unit, learners must at a minimum achieve all pass criteria. The pass criteria relate to the proficient demonstration of skills and knowledge. All criteria within a given grade must be achieved to be awarded that grade.

Learning outcome The learner must:	Pass The learner can:	Merit To achieve a merit grade, in addition to achievement of the pass criteria, the learner can:	Distinction To achieve a distinction grade, in addition to achievement of the pass and merit criteria, the learner can:
LO3 Be able to prepare for make-up services	P1 Prepare and check client/model, work area, equipment and products prior to the make-up service P2 Agree the service and check for contra-indications P3 Explain the procedure to the client/model P4 Instruct the client/model on positioning for the service	M1 Adjust communication techniques to meet the client's needs M2 Ensure client comfort throughout the service M3 Use techniques to promote the retail of products or additional services	D1 Explain their choice of methods, tools and techniques used during the service D2 Create a finished look that reflects a commercially skilled application
LO4 Be able to provide make-up services	P5 Prepare the client/model's skin with appropriate products and techniques P6 Select the required equipment and products for the service P7 Use make-up techniques as appropriate in accordance with manufacturer's guidelines P8 Provide aftercare advice P9 Update the client/model's treatment records P10 Prepare the work area for the next service		

Assessment guidance

Assessors must use the amplified assessment guidance in this section to judge whether assessment criteria have been achieved in the graded practical assessment.

P1 Prepare and check client/model, work area, equipment and products prior to the make-up service

Learners must demonstrate that they have set up the service area in line with service and health and safety requirements (e.g. the work area is free from clutter to prevent tripping hazards, the equipment where relevant - is safe to use and has an up to date PAT label). All the required products for the service are to hand and are fully stocked in advance.

P2 Agree the service and check for contra-indications

Learners must demonstrate that they have consulted with the client/model using appropriate questioning techniques, as well as conducting visual and manual checks for contra-indications. Learners must explain the service in full to the client/model and ascertain the client's service expectations. Learners must correctly identify the client's skin type and condition and any service-limiting conditions during the consultation and recommend the most appropriate method for the make-up service. Any service preferences should also be discussed and agreed with the client/model.

P3 Explain the procedure to the client/model

Learners must explain the service step-by-step to the client/model. At a minimum the explanation should include the procedure for the make-up, the benefits of the chosen products used and what effects should be expected after the service. All communication must be clear, concise and delivered in a manner that the client can easily understand. The therapist must check the client's understanding of the explanation.

P4 Instruct the client/model on positioning for the service

Learners must demonstrate that they have provided their client/model with instructions on how to prepare for the make-up service. Learners must demonstrate that they have instructed the client on what (if any) clothing or jewellery needs to be removed, with safe storage offered. The provision of modesty covering was arranged where required and advice and guidance was provided to the client on how to position themselves for safety and comfort and to facilitate the service.

P5 Prepare the client/model's skin with appropriate products and techniques

Learners must demonstrate that they have prepared the area with the most appropriate products for the client/model's skin type and the amount and type of make-up worn. The area should be cleansed of all products using suitable products and techniques for the skin type and conditions, with the skin left clean and moisturised ready for make-up application.

P6 Select the required equipment and products for the service

Learners must demonstrate that they have chosen the correct equipment and products for the client/model's skin type and conditions. The learner will demonstrate the correct application method of the chosen make-up products. A minimum level of proficiency for selection of the most appropriate products could be demonstrated by choosing the correct foundation, eye products, and lip products to suit skin tone and deciding which corrective methods of make-up to apply to the client.

P7 Use make-up techniques as appropriate in accordance with manufacturer's guidelines

Learners must select make-up products to suit client's age group, skin type, skin condition, client preferences and desired outcome.

Make-up techniques to include the use of pre-base, colour corrective base products, foundation, concealer, powder, blusher, shader, highlighter (contouring), eye shadow, eyeliner mascara, lip liner, lipstick; colour corrective product chosen is suitable for client/model's skin tone, foundation is colour-matched for facial skin tone, applied evenly and blended around the edge of the face and in the creases of the skin (such as around the nose and eyes), corrective techniques used to correct skin tone and depth of colour, disguise skin blemishes, enhance face shape, eye shape and lip shape; eye shadow colours are blended well and enhance the colour of the eyes, eyeliner is applied with precision. Pencil is sharpened prior to use or liquid eyeliner is applied in a hygienic manner. Mascara has even application ensuring lashes are separated – disposable mascara wand is used for each entry into the mascara container. Eyebrow products used to achieve the required look defining and shaping the eyebrows. Blusher is applied to enhance cheek area and colour choice complements eye make-up and client/model's skin tone. Outline of lips is defined with lip pencil/foundations. Lipstick colour complements eye shadow and blusher colour. Lip pencil to be sharpened before use. Lipstick and lip gloss to be applied in a hygienic manner. Prevent excess waste of treatment time and consumables by preparing effectively and working efficiently. Reassure the client and communicate your positioning instructions clearly during the service. Client feedback should be obtained and any adjustments made if requested.

P8 Provide aftercare advice

Learners must demonstrate that they have provided the client/model with the following advice, how to maximize the benefits of application by avoiding touching the make-up, avoid excessive exposure to UV or too much heat, how to touch up the application if required, what colours or specific products to use in future applications, such as advice on tones of make-up and the use of products with an SPF ingredient, lifestyle activities that may need to be considered to prolong the effects of application, and advice on retail products to assist the client in achieving the same effects when applied by them at home.

P9 Update the client/model's treatment records

Learners must demonstrate that they have updated and recorded the client/model's records in line with salon/studio requirements to cover the following information; aftercare advice, products used, service performed, future recommendations, contra-actions, client/model's signature as acknowledgement for the information given and recorded.

P10 Prepare the work area for the next service

Learners must demonstrate that they have prepared the work area by wiping down the area, cleaning lids or outside of bottles and removing and returning to storage all products and unused consumables, removing used towels for laundering, throwing away couch roll or used consumables, refreshing consumables used and ensuring ease of set up for the next service.

M1 Adjust communication techniques to meet the client's needs

Learners must demonstrate that they have adjusted their style of communication to suit and respond to the client. Learners must demonstrate that all communication with the client is ethical, respectful, unobtrusive and inoffensive and of a suitable and appropriate content and context. Learners must give clients the opportunity to digest any technical information and encourage clients to ask questions. Learners must be confident in asking probing questions in a sensitive manner. Learners must show that they can assure and reassure the client throughout the consultation. Learners must demonstrate the consideration of the individual needs of the client.

M2 Ensure client comfort throughout the service

Learners must demonstrate that they have checked with the client at regular intervals throughout the service to ensure client's comfort. Learners should demonstrate that they have taken action to protect the client's skin and clothing during the service such as the use of a hairband to protect the client's hair and a gown or neck towel to protect the client's clothing. Learners should also demonstrate that they have responded to the client's comfort needs throughout the service, for example checking comfort levels in regard to temperature, positioning etc.

M3 Use techniques to promote the retail of products or additional services

Learners must demonstrate that they have at a minimum recommended one relevant product or additional service to suit the client's needs to acknowledge a 'buying signal' – visual or verbal. Advice on appropriate skin care and methods for reapplying make-up at a later date, along with additional homecare techniques should be provided to ensure the client's service experience continues to provide optimum results. Advice should be offered on alterations to personal habits or lifestyle choices, which will further benefit the client's skin. The advice should include the features and benefits of using the specific products recommended.

Learners should recommend further follow-on, alternative or additional beauty treatments and offer to re-book the client for their next appointment.

D1 Explain their choice of methods, tools and techniques used during the service

Learners must be able to justify the methods and techniques used in the make-up, including providing the rationale for their selection of products and techniques. For example did they choose to apply contouring products and if so, why were these chosen? Why did the learner select the colours and tones of the make-up applied? Were concealing products used?

Learners must give justification of adaptations to technique that were made in consideration of achieving desired outcomes.

D2 Create a finished look that reflects a commercially skilled application

The finished make-up look must have the characteristics of professionally applied make-up. Examples of the characteristics of professional make-up include visible, even skin tone, with well blended application, suitable highlighting of each facial feature to ensure balance with another. Colour themes, if required, are echoed in the application. All necessary corrective work is completed subtly.

Resources

The special resources required for this unit are access to a real or realistic working environment which supports the provision of make-up services. Learners must also have access to health and safety standards, manufacturers' instructions and make-up products and equipment.

Delivery guidance

Teachers are encouraged to use innovative, practical and engaging delivery methods to enhance the learning experience. Learners may benefit from:

- Meaningful employer engagement so they relate what is being learned to the real world of work and understand commercial competency and product, tools and equipment usage
- Work experience within a commercial salon/studio so they can practise to hone their skills in a real and supervised environment
- Using interactive information and technology, systems and hardware so they can learn about concepts and theories; research current trends; research product knowledge and produce visual aids

Links with other units

This unit is closely linked with the following units:

UCO34M Health, safety and hygiene

The health and safety unit will provide knowledge and understanding of the responsibilities for health and safety as defined by any specific legislation covering the role of a professional therapist. This unit greatly underpins all practical unit delivery.

UBT193M Consultation techniques and client care

Client consultation is an effective and necessary tool for the beauty consultant to help establish the unique needs and requirements of the customer so they can recommend the most appropriate products and provide the best advice. Effective record keeping will allow the consultant to keep the customer informed of any offers or promotions and will inform any future campaigns as to the specific needs and requirements of the customer, making marketing more effective. The consultation and record keeping unit underpins all technical units within this qualification and should be delivered prior to the delivery of any technical beauty therapy unit.

UBT207M Display stock to promote beauty sales

This unit additionally underpins the other units within the beauty counter consultancy qualification by introducing the learner to the reasons for and the methods of creating eye-catching displays using promotional materials, equipment and stock from the concession/salon. The knowledge of this unit will allow learners to plan, prepare and maintain a display, assisting with promoting additional products or services of the concession/salon

UBT204M Principles of effective customer service skills

The customer service skills unit will help develop the key skills and knowledge required to organise and deliver customer service, resolve customer problems, understand the needs of customers and customer retention strategies which are all an integral components of effective customer service strategies. This unit will provide the opportunity to demonstrate excellent customer service, to respond to customer issues, to analyse problems and improve the way in which customer service is delivered in an organisation

UBT209M Instruct on make-up application

The Instruct on make-up application unit is a vital tool for the beauty counter consultant. By achieving an effective consultation it is possible for the learner to provide a full and complete service for the customer. Working in tangent with the make-up applications unit, learners will develop the skills to ascertain the customers' needs and wishes enabling them to select and apply make-up for a customer and offer advice and guidance on how the customer can achieve the same look at home.

UBT210M Instruct on product application

The instruct on product application unit works hand in hand with the consultation and record keeping unit to provide the learner with the skills and knowledge required to correctly ascertain the customer's needs, demonstrating product application to achieve maximum benefits and providing advice and guidance on how to correctly apply the products for effective home care use.

UBT211M Express facial treatments

The express facial unit will provide knowledge of the underpinning theory and practical application processes of express facial treatments to clients, treating the required areas of the face and décolleté. Learners will develop the knowledge and skills to prepare for and provide a professional treatment whilst at the same time developing their understanding of possible contra-indications, along with indications for, and benefits and effects of professional express facial treatments.

UBT213M Anatomy and physiology for beauty counter consultants

The anatomy and physiology unit will provide knowledge of the structure and function of the skin, tissues and circulation, as well as the relevant diseases and disorders the therapist is likely to encounter, in the areas under treatment. The anatomy and physiology unit most significantly underpins the knowledge and practical skills gained in the practical skin and make-up units. Other elements of anatomy and physiology are also relevant to this unit in terms of understanding contra-indications to treatment as well as possible contra-actions.

UBT196M Manicure treatments

Knowledge of manicure products and techniques significantly underpins the beauty therapist's ability to use safe and effective working methods. This is also relevant to this unit in terms of understanding contra-indications and contra-actions as well as the storage, handling, usage and disposal of manicure products and equipment in a real or realistic working environment.

UBT197M Pedicure treatments

Knowledge of pedicure products and techniques significantly underpins the beauty therapist's ability to use safe and effective working methods. This is also relevant to this unit in terms of understanding contra-indications and contra-actions as well as the storage, handling, usage and disposal of pedicure products and equipment in a real or realistic working environment.

UBT198M Waxing services

Knowledge of the waxing products and techniques significantly underpins the beauty therapist's ability to use safe and effective working methods. This is also relevant to this unit in terms of understanding contra-indications and contra-actions as well as the storage, handling, usage and disposal of waxing products in a real or realistic working environment.

UBT195M Skin type analysis

An effective skin analysis is the corner stone of all successful facial treatments. This unit will develop the therapist knowledge and understanding of skin types, conditions and characteristics as well as variations between skin types, to allow for effective product selection and treatments planning. The knowledge of contra-indications to treatment and safety precautions when treating the skin will also be developed. This unit must always be delivered in conjunction with Make-up application unit.

UBT194M Facial treatments

Facial treatments are arguably the most commonly known beauty treatments. This unit will enable learners to provide facial applications to clients, treating the required areas of the face, neck and décolleté. Learners will develop the knowledge and skills to prepare for and provide a professional treatment whilst at the same time developing their understanding of possible contra-indications, along with indications for, and benefits and effects of professional facial treatments.

UBT199M Eyebrow shaping services

This unit is about providing eyebrow shaping treatments to enhance the appearance of the brows. Learners will develop the knowledge and skills to be able to prepare for and provide eyebrow shaping treatment. This unit will provide learners with the skills to assess the eyebrow shape and proportions in relation to facial features. Learners will also develop their understanding of possible contra-indications along with the benefits and effects of the treatment.

UBT200M Eyelash and eyebrow tinting services

The eyelash and eyebrow tinting unit will enable learners to enhance the appearance of the eyelashes and eyebrows. Learners will develop the knowledge and skills to be able to prepare for and provide eyelash and eyebrow tinting. Learners will also develop their understanding of possible contra-indications along with the benefits and effects of tinting treatments.

UBT202M Anatomy and physiology for beauty therapists

Knowledge of the structure and function of the systems of the body, as well the diseases and disorders most significantly underpins the knowledge and practical skills gained in this unit. Other elements of anatomy and physiology are also relevant to this unit in terms of understanding contra-indications to treatment as well as possible contra-actions, benefits and effects.

UBT222M Anatomy and physiology for make-up artists

The anatomy and physiology unit will provide knowledge of the structure and function of the skin, hair and nails, as well as the relevant diseases and disorders the therapist is likely to encounter, in the areas under treatment. The anatomy and physiology unit most significantly underpins the knowledge and practical skills gained in the face and body painting unit. Other elements of anatomy and physiology are also relevant to this unit in terms of understanding contra-indications to treatment as well as possible contra-actions

UBT219M Dress and finish hair services

The ability to dress and finish hair and hair substitutes is an integral part of working in the make-up industry, this unit will allow learners to develop the knowledge and skills to provide a style, dress and finished look for clients/performers or models. Learners will use a range of products, tools, electrical equipment and techniques to provide the finished styles. Learners will also develop their understanding and knowledge of possible contra-indications, how to work safely and hygienically, consider client lifestyle, equality and diversity and other factors which can influence the styling, dressing and finish of hair services.

UBT218M Continuity hair services

Maintaining continuity is imperative in the world of television and film and hair maintenance and cutting skills are an integral part of working in the make-up industry to ensure visual continuity of the actor's appearance. This unit is about developing the knowledge and skills to maintain existing styles by mastering the core cutting skills. In addition, these skills will then be applied to cutting hair additions and facial postiche; also an integral part of working within the make-up industry.

Graded synoptic assessment

At the end of the qualification which this unit forms part of, there will be a graded synoptic assessment which will assess the learner's ability to identify and use effectively in an integrated way an appropriate selection of skills, techniques, concepts, theories, and knowledge from a number of units from within the qualification. It is therefore necessary and important that units are delivered and assessed together and synoptically to prepare learners suitably for their final graded assessment.

Version	Details of amendments	Date
v5	Skin cancer awareness page added	14/06/17