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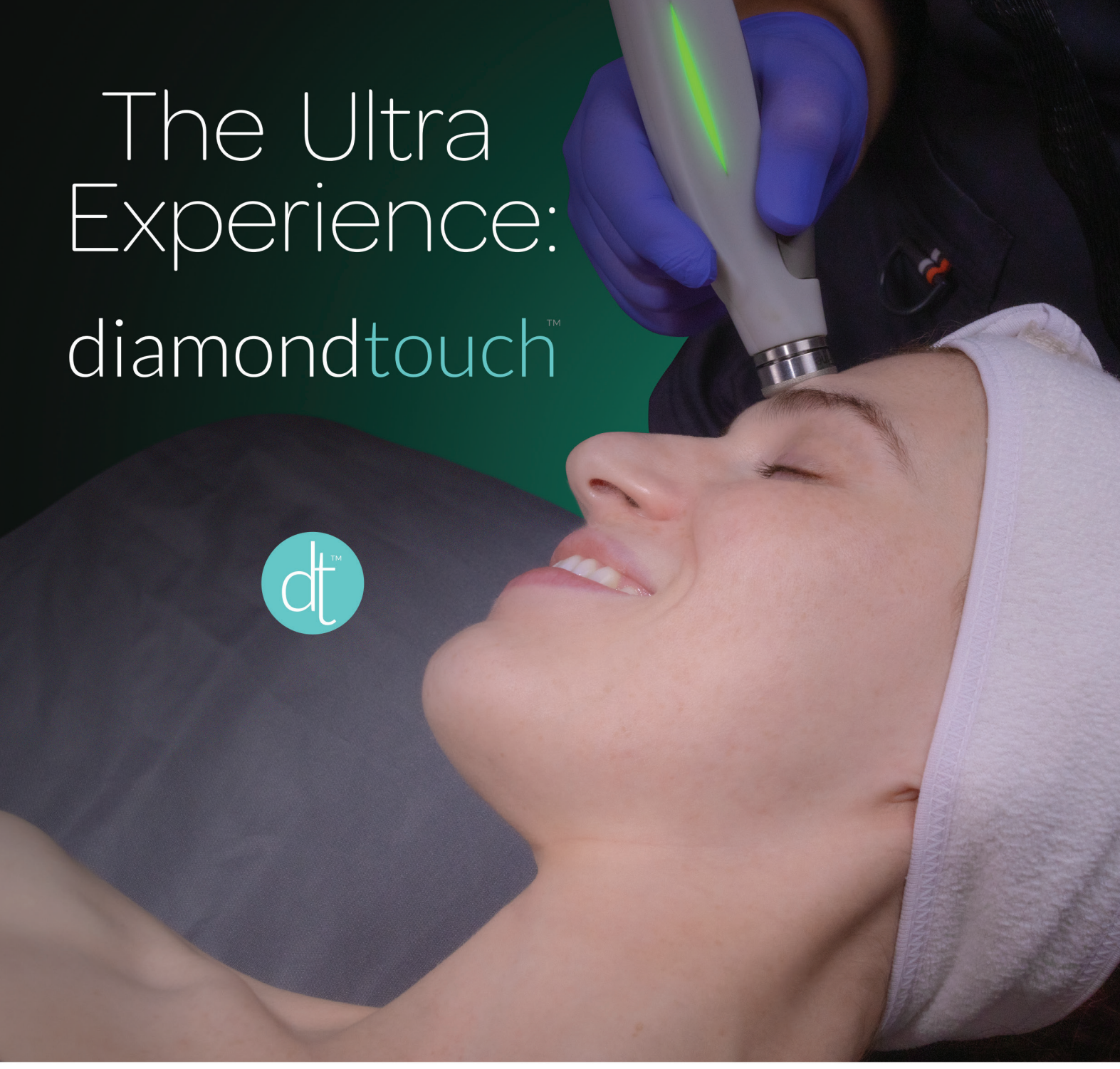

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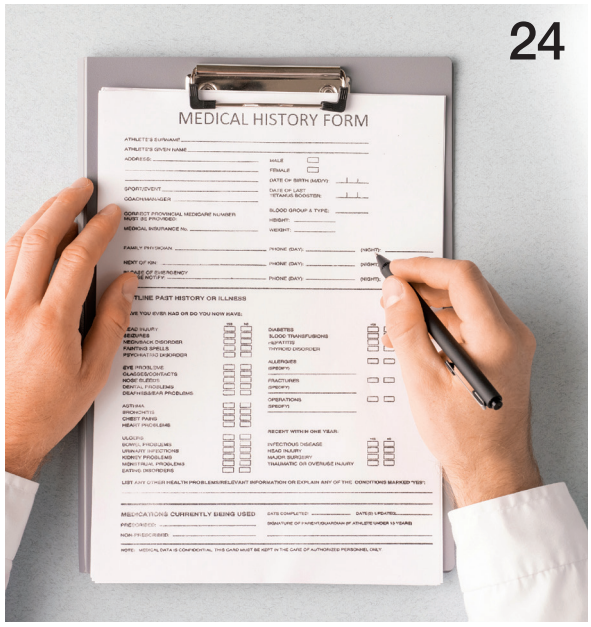

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On My Radar



KATIE ANDERSON
Editor in Chief
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What I Missed About Spa!

SKIN INC. EDITOR IN CHIEF KATIE ANDERSON SHARES WHAT'S ON HER MIND THIS MONTH.

I'm back! Though I never really left, I am coming back to man the helm at *Skin Inc*. Our beloved Maggie Walker has decided to pursue her dreams of writing novels, and though we will miss her terribly, I will be the first in line for her book signing. Over the past few years, I have led the editorial teams at our sister publications in nails (*Nailpro*) and salon (*Beauty Launchpad*), and while I loved my experience there (and learned a ton!), it truly made me appreciate all of the things that I love about the pro skin care industry. So, to celebrate being back with all of you, here are the things I missed about spa!

1 The Scents of Spa

There is just something about the spa scents, am I right? This became most evident to me after attending my first co-located show, when I walked from the hair and nail side to the spa side. I know you know what I mean. After hours of acrylic monomer, hairspray and heated hair scents, I walked over to the spa side to be greeted with wafts of green and floral notes. I realized how much I loves the scents of a spa, though partial to specific scents of lavender, eucalyptus, geranium, neroli and peppermint. The spa industry is designed to help clients relax and unwind, and it just smells good!

2 My Esthy Besties

Since I joined the spa community in 2015, I have made so many wonderful friends. We have been together through so many industry changes (cough…COVID), family events and great times. Many of my esthy besties started off as authors, speakers or advisors but became friends and confidants. It has been tough over the past few years to not see my esthy besties as much, but I am excited to see each and every one of their faces more often now.

3 The Spa Community

I just want to take a moment to appreciate how special the spa community is. Our community is one of healers, literally licensed to touch people to not only bring them better skin, but moreover help heal their whole person. This is exemplified by all the the spa owners, estheticians, massage therapists and spa practitioners that are in this industry to improve the lives of others. You can't find that in many places, and I am so excited to come back to this community of individuals dedicated to improving the wellness and lives of everyone they meet.

4 Skin Care Innovation

For lack of another way to say it, we just have so much cool stuff in the skin care industry. I know I am not alone when I say that I get so jazzed every time I see a new ingredient, innovative protocol or device technology. The skin care industry has new innovations seemingly on a daily basis, and I cannot wait to see what comes in the future. You can find me at all the shows like a kid in a candy store getting really pumped for all the new offerings from my favorite vendors.



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It's Peel Season!



10% TCA Depigmentation Peel

mild but very effective and delivers lighteners down to the melanocyte without traumatizing the skin

20% Lactic Lightening Peel

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30% Glycolic Peel

excellent peel for cell renewal, working to dissolve desmosomes that bond cells together to reveal healthier revitalized skin

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www.bcsoftwear.co.uk

The SupremeSoft Deluxe and Pure Spa Deluxe ranges will include extra-large treatment towels with or without head holes, an Oxford pillowcase, an extra-large spa duvet and a luxury robe, with or without a wider collar.

Progeskin Serum

Biologique Recherche

www.biologique-recherche.com

Formulated with Progescence and Pro-KL to combat aging, reduce the accumulation of senescent cells over time and delay cellular senescence for firmer, more toned skin and visibly reduced fine lines.





The Cure Cream

Doctor Babor

www.us.babor.com

A combination of eight biogenic plant based extracts sourced from around the globe enhance this formula that invigorates and strengthens the skin with natural collagen production.



RE:GEN Smoothing Body Serum

Wild Element

www.wildelements.com

The lightweight, plant-forward formulation will hydrate, smooth, soften and brighten skin and improve texture for visibly tighter skin and a firmer appearance.

Chill Alchemy Candle and Reed Diffuser

Naturopathica

www.naturopathica.com

Both the candle and the diffuser disperse a relaxing blend of chamomile with mood-boosting lemongrass and lemon, a layer of grounding sage, cedarwood and aura-cleansing eucalyptus and camphor.





Lamination Station Set

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www.grandecosmetics.com

The conditioning and nourishing 2-step set delivers a salon-inspired look for bolder, fuller, laminated brows with GrandeBROW Brow Enhancing Serum and GrandeBROW-LAMINATE Brow Styling Gel with Peptides.



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www.drdennisgross.com

This limited-edition bundle from Dr. Dennis Gross Skincare and Slip features Dr. Dennis Gross Skincare Advanced Retinol + Ferulic collection and Slip's pure silk pillowcase to help optimize sleep heath.



Customizable Powder Mask

Circadia

www.circadia.com

The collection includes five distinctive powders that combine with a gel base to create facial masks, including niacinamide, L-ascorbic acid, mandelic acid, amino acid and a calming blend.

For more detailed descriptions of each product shown and for additional products, log on to *www.SkinInc.com/products*.

HAPPENINGS

Industry news from skin care facilities, suppliers and professionals

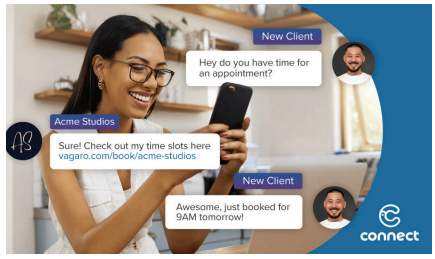
OPENINGS, MOVES AND GROWTH



SpaStar Celebrates Get Ready Wrap Spa Partnership Milestone

SpaStar's Get Ready Wrap is celebrating a significant milestone by partnering with more than 600 spas and resorts nationwide. Founded by celebrity esthetician and beauty business icon Lori Crete, the luxury spa wrap and headband are enhancing revenue and guest satisfaction in day spas, aesthetic practices, and world class resorts including 21C Museum Hotels, Fairmont, Four Seasons, Langham Hotels, Miraval, JW Marriott and Montage Resorts. The Get Ready Wrap was born out of a need for comfortable and inclusive luxury resort wear that fits seamlessly into both spa operations and every woman's wardrobe. Reinvented without Velcro, snaps or bulky terry cloth material, the Get Ready Wrap has developed a cult following among spa enthusiasts. *https://spastar.net*

Vagaro Launches Two-Way Communication Platform



Vagaro has launched Connect by Vagaro. Connect is an extension of Vagaro's business management software, which enables two-way chat, both for clients and team members, through Vagaro Pro on desktop and the downloadable Connect app on mobile. Connect by Vagaro was developed to address a persistent challenge within the salon and spa industries. Professionals in these sectors frequently resort to using their personal phone numbers for communication with existing and prospective clients, as well as for collaboration with team members and staff. Now, Connect allows professionals to keep all client communications organized on a dedicated business line, and easily turn conversations into conversions by enabling them to text an appointment link that goes directly into a service provider's calendar. Providers can also efficiently access customer notes and message history within Connect. *www.vagaro.com*

EDUCATION



Skin Script Skin Care Reveals Details of Philly Master Course

Skin Script Skin Care has announced the details of its third three-day master course slated for this September in Philadelphia. Designed specifically for skin care professionals seeking to deepen their expertise in advanced skin care techniques and familiarize themselves with the comprehensive Skin Script Skin Care product line, the intensive three-day master course promises unparalleled insights and practical knowledge. Distinguished experts will lead the sessions, ensuring participants gain invaluable insights into advanced skin care related topics and product proficiency. Attendees will receive outstanding knowledge, and resources including a Training Manual, protocols, products and exclusive discount for additional purchases. *https://skinscriptrx.com*

ANNOUNCEMENTS



Destination Healthy Skin Provides Free Skin Cancer Screenings

The Skin Cancer Foundation has officially launched the Save Destination Healthy Skin campaign to raise funds for the purchase of a new RV for the Foundation's mobile skin cancer screening and education program, Destination Healthy Skin. Massage Envy signed on as a lead sponsor of the campaign, donating $25,000 to support the Foundation's efforts. Inside the Destination Healthy Skin RV, which travels nationwide each year, local volunteer dermatologists provide free full-body skin cancer screenings in private exam rooms. All visitors receive information about skin cancer warning signs and proper sun protection, as well as product samples courtesy of program sponsors. Through the Destination Healthy Skin program, volunteer dermatologists have provided more than 29,000 free skin cancer screenings, identified nearly 12,000 potential skin cancers and precancers — including 529 suspected melanomas — and distributed free skin cancer educational materials and sun protection products to more than 100,000 people. *www.skincancer.org*

Photos courtesy of companies featured.

Tuning In

Editor's Picks

Did you join us as we experienced Spavia Elmhurst's Citrus Squeeze Summer Facial?
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Sounds Like Spa



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SPICE UP
Your Treatments This Fall

By Shannon Esau



Fall harvest is such a bountiful time of year! Many of the ingredients traditionally found in the grocery stores during this season deliver a wealth of nutrients to the body and the skin. Ingredients like pumpkins, apples, grapes and a variety of herbs are popping this season and skin care formulations are no different. Always remember, ingredient combinations, percentages, quality, purity and the science of chirality all play significant roles in the effectiveness of any formula.

PUMPKIN IN SKIN CARE

Perhaps Charles Schultz was onto something when he created the Great Pumpkin, the unseen character in It's the Great Pumpkin, Charlie Brown. Indeed, it is that time of year again – pumpkin time! Pumpkin is a great life-giving super food, loaded with potassium, zinc, vitamins and beta-carotene. These same properties also make it a powerful treatment-room ingredient to reverse the signs of aging and boost antioxidant protection. To list all the benefits of this amazing fruit takes several pages. Let's look at a few key elements to wow you clients with when using pumpkin this season:

- Naturally rich in vitamin A and beta-carotene
- Often referred to as "Nature's Natural Collagen"
- Boosts protection from UVA/UVB rays thanks to its high levels of zinc
- Removes toxins trapped deep within pores
- Neutralizes free radicals
- Promotes cellular turnover and rejuvenation

Our **Pro Series Pumpkin Parfait Enzyme** and **Pumpkin E Serum** are favorites and support rejuvenation and repair of summer damaged skin. The **Pumpkin Parfait Enzyme** may smell like pumpkin pie but do not let that fool you, this formula exfoliates the skin beautifully. The pumpkin ferment is equivalent to a 10% glycolic acid making it great for those with thicker, photo-aged skin or even clients struggling with pustular acne. We love to buffer this enzyme with the Pumpkin E Serum to reduce the activity and get this fall favorite on more skins.

Pumpkin E Serum is an excellent treatment serum – oxygenate and hydrate! Known for its silky, hydrating texture, this serum boosts healing and antioxidant protection while melting into the skin. A go to nutrient massage serum all season long.

Images courtesy of Rhonda Allison; Background by hitdelight at Adobe Stock



APPLES, GRAPES AND HERBS

Anyone bobbing for Apples this fall? Apples are another favorite rich in nutrients and malic acid, which is a member of the Alpha Hydroxy Acid (AHA) family. Malic Acid is a gentle exfoliant with firming and tightening (toning) properties. Excellent for skins with a loss of elasticity or enlarged pores. Grapes, more specifically wine, is another excellent ingredient that is harvested during this fall season. Wine contains high levels of flavonoids, which are potent antioxidants that also act as inhibitors to the enzymes that breakdown healthy collagen, elastin, and hyaluronic acid. Tartaric acid, which is derived from grapes, is also considered one of the firming AHA's.

Our **Pro Series Apple Wine Peel** not only boosts tissue regeneration, but it helps tone and firm skin and is a favorite as we kick off peel season! **The Grape Seed Parfait Mask** is a cool, creamy mask ideal as we transition into the cooler months.

Herbs are another blend of ingredients often used when preparing delicious fall meals and can be great for the skin too. Rosemary, Thyme, and Basil help reduce inflammation, bacteria and boost antioxidant properties. While Cinnamon and Clove create a stimulating antibacterial and detoxifying element to the skin.



Some of our powerful herb formulas are **Italian Herbal Peel**, **Rosemary Basil Mask** and **Honey Paprika Mask** giving you beautiful option to fill your treatment room with fall aromas and results!

PEEL SEASON

Rejuvenating peels are perfect for reducing cellular buildup, softening the skin's texture, reducing fine lines, wrinkles, enlarged pores, addressing summertime damage and more. A series of treatments using these seasonal ingredients will brighten, slow aging and have your clients ready for the upcoming holidays!

- **Pumpkin Peptide Polish** will stimulate collagen activity and leave your client's skin feeling smooth and looking bright and more youthful without taking a lot of time out of their day. The Sake Peel and Pumpkin Parfait Enzyme work in partnership in the enzyme application to reduce fine lines, tighten the skin and help fight free-radical damage.
- **Pumpkin Apple Peel** is ideal for aging, dull skin and those with uneven skin tone. This treatment utilizes the natural benefits of pumpkins, apples and peptides to firm, tone and brighten skin dulled by summer. Pumpkin enzymes and a blend of ursolic, salicylic and L-lactic acids prep the skin by activating cell turnover and reducing oxidative and free-radical stress associated with chemical peels. Two peel applications follow —the first is the Apple Wine Peel, which firms, tones, and regenerates, and the second is the Vitamin A+ Peptide Peel which stimulates the natural desquamation process to improve smoothness and uneven pigmentation. A dose of omega 6 essential fatty acids will start the healing and repair process. Skin will be nourished, bright and toned.
- **Pumpkin Apple Fall Facial** packs the benefits of nutritious pumpkin and apple wine extract to tighten, firm and rejuvenate dry skin. This corrective facial is ideal for aging skin and helps to brighten and infuse the skin with antioxidants. The result is glowing, radiant skin that will last.

Take advantage of these amazing ingredients and formulas this season while boosting the results your clients are looking to achieve!

RHONDA ALLISON

Scan code to find out more or go to *rhondaallison.com*



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5 Facial Technologies For Home And The Treatment Room

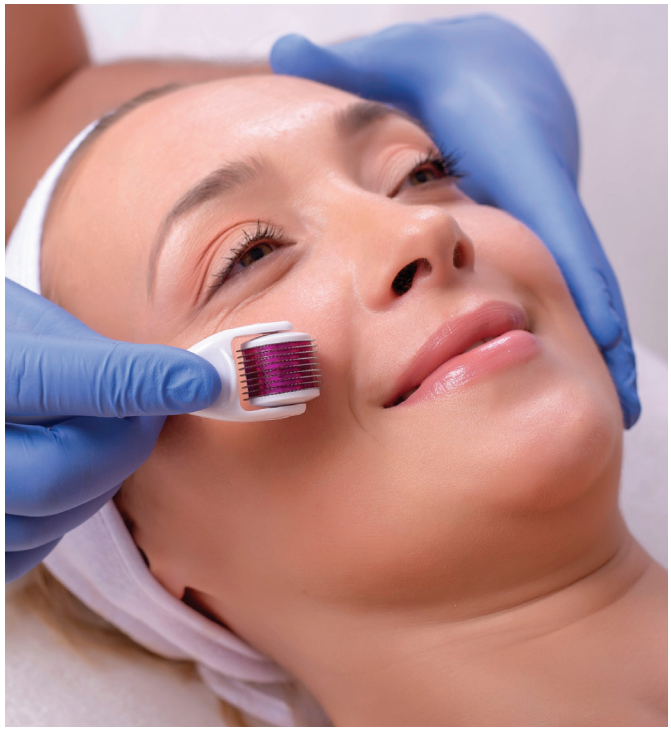
By Candace Noonan

In our exciting industry, constant innovation and development exist in every aspect of this ever-growing arena. Staying ahead of the curve is the priority for every manufacturer, in technology, ingredients, devices or treatments. In this article, we will bring at-home skin care devices into focus, and like a Monday morning quarterback, discuss technology features and benefits, and whether these devices should be in the hands of consumers or remain with professionally trained skin care providers.

1. ULTRASONIC TECHNOLOGY

Achieving increased efficacy when applying skin care products is often a challenge, and if using a therapeutic and proven skin care brand, making the skin healthier-looking will increase the skin's function of being that healthier acting barrier.[1] Science has shown that low-frequency ultrasound addresses this issue by creating cavitations[2] allowing for better product efficiency.[3]

HOW LOW-FREQUENCY ULTRASOUND WORKS: Unlike high-frequency ultrasound, low frequency (22 kHz) is superior at the job of product delivery.[3] When combined with iontophoresis through a targeted probe, low-frequency sonophoresis (LFS) offers 40X better product efficacy[4] vs. simple topical application of the product. When combined with targeted, proven, and therapeutic ingredients, increased beneficial outcomes can be enjoyed by an individual either at home or with a professional skin care provider.



Regulations on microneedling vary by state.

2. COSMETIC MICRO-NEEDLING

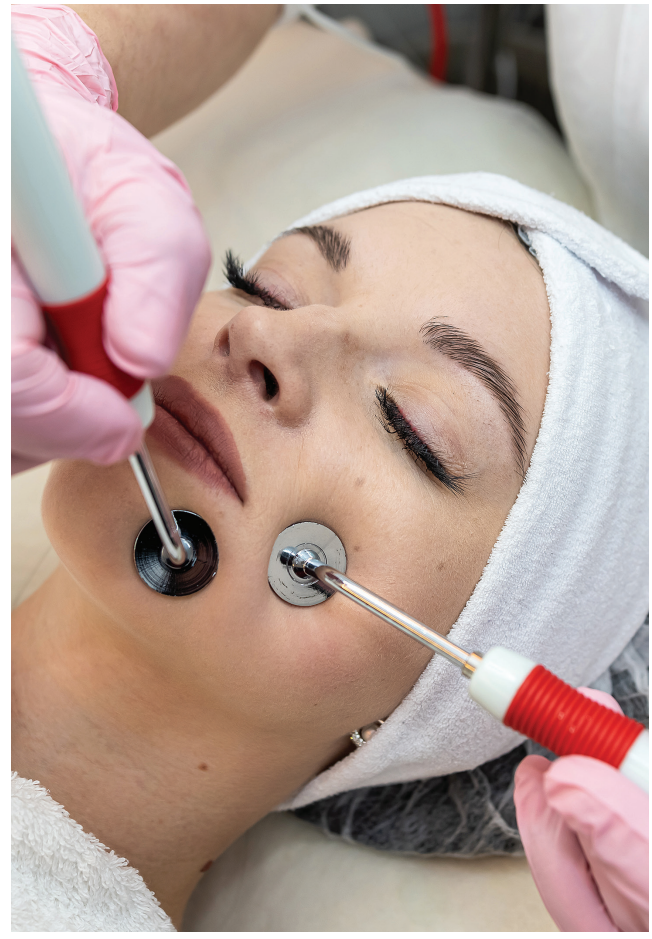
Modern cosmetic micro-needling was pioneered by Dr. Des Fernandes, when he recognized that the use of therapeutic, scientifically proven ingredients helps make the benefits of the skin's barrier function more efficacious. This poses a huge problem for skin care professionals to continue to make changes in the appearance of the skin when the skin is functioning optimally and impedes the delivery of ingredients, its top function.[5] The state's regulations determine if skin care providers can do cosmetic needling on clients. Check with the local cosmetology board to ensure you follow their specific rules.

HOW COSMETIC MICRONEEDLING WORKS: By using a roller with needles that protrude only 0.1 mm, we can make hundreds of pain-free microchannels that allow for up to 100X better efficacy of topically applied products*. After cleansing and toning, use gentle but firm pressure to roll the cosmetic device over the skin in various directions for 3-5 minutes. Follow with treatment serums and creams. Perform this only in the evening to avoid affecting SPF or makeup application.

3. MICROCURRENT TECHNOLOGY

One of the key concerns for many individuals is sagging or lack of firmness in the appearance of the skin. Unfortunately, as we age, muscles tend to lengthen, offering less support to facial skin to which they are directly attached.[6] Another aspect of aging is bone density loss, which results in more skin than the bone structure can support.[7] Microcurrent technology offers a revolutionary approach that mimics the body's natural electrical currents[8] to stimulate facial muscles. This method is known for its ability to contour the look of the face, resulting in a lifted and tightened appearance.

The origins of microcurrent technology date back to the 1970s, with Thomas W. Wing being recognized as the father of modern microcurrent.[9] Today, the fanfare of microcurrent use is more associated with beauty and skin care than its medical origins. Nevertheless, it shines as both an at-home and in-office treatment hero.



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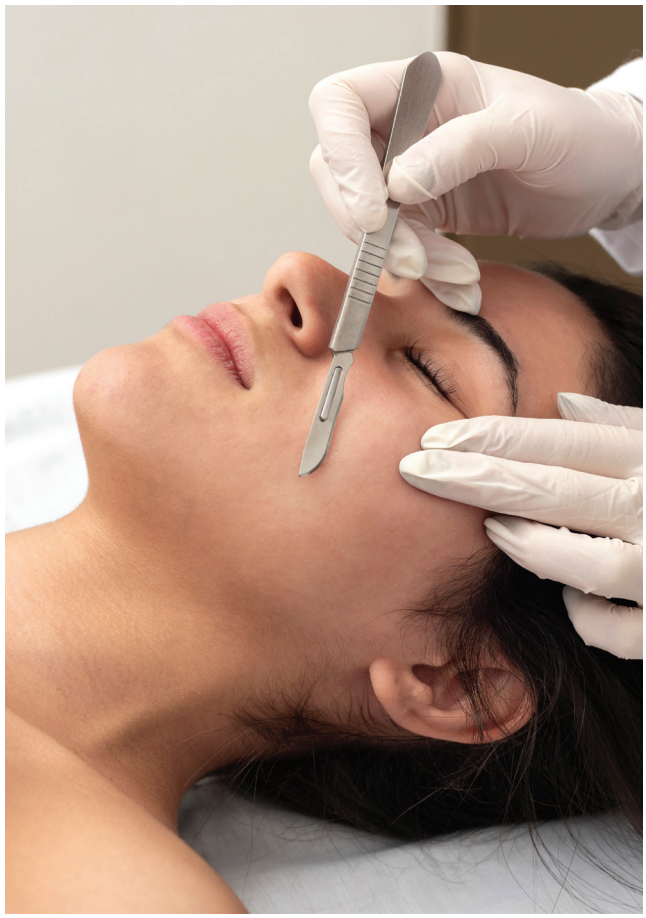
HOW MICROCURRENT TECHNOLOGY WORKS: Microcurrent technology delivers low-level electrical currents that mirror the body's natural electrical currents. The current and wavelength are used to determine the outcome of the treatment. Shallower wavelengths target superficial tissues above the muscle. Science has shown this enhances the benefits of ATP (adenosine triphosphate) production which boosts collagen and elastin synthesis, increases intracellular hydration, reduces the appearance of fine lines, and improves the overall look of skin tone and radiance. Deeper wavelengths target the effects of deeper muscle tissues, lifting, toning, and tightening the appearance of the face.[10] These wavelengths enhance overall radiance, like shallower wavelengths, but with an emphasis on the signs and look of muscle firming. The process is non-invasive and painless, making it a popular choice for anyone wanting an alternative to a more invasive procedure like a facelift.





4. DERMAPLANING DEVICES

The industry has modernized the outlook on exfoliation, emphasizing nourishing the skin with vitamin A, rather than relying on harsh physical exfoliation. Dermaplaning, which involves gently scraping off the top layer of skin with a stainless-steel blade, has gained popularity for its ability to reveal smoother, brighter skin. But its true value is in the removal of vellus hair, a problem plaguing many aging women, as hormonal changes become the playbook guide.

HOW DERMAPLANING WORKS: Involving the use of a sterile blade to exfoliate the surface of the skin, it not only removes dead skin, but fine vellus hair (peach fuzz), too. This process requires intricate training and a steady, confident hand to not nick or cut the skin. This procedure should remain firmly in the confident and well-trained hands of a skin care professional. This will also need to be a treatment performed regularly as the regrowth of the hair may feel rough to the touch.

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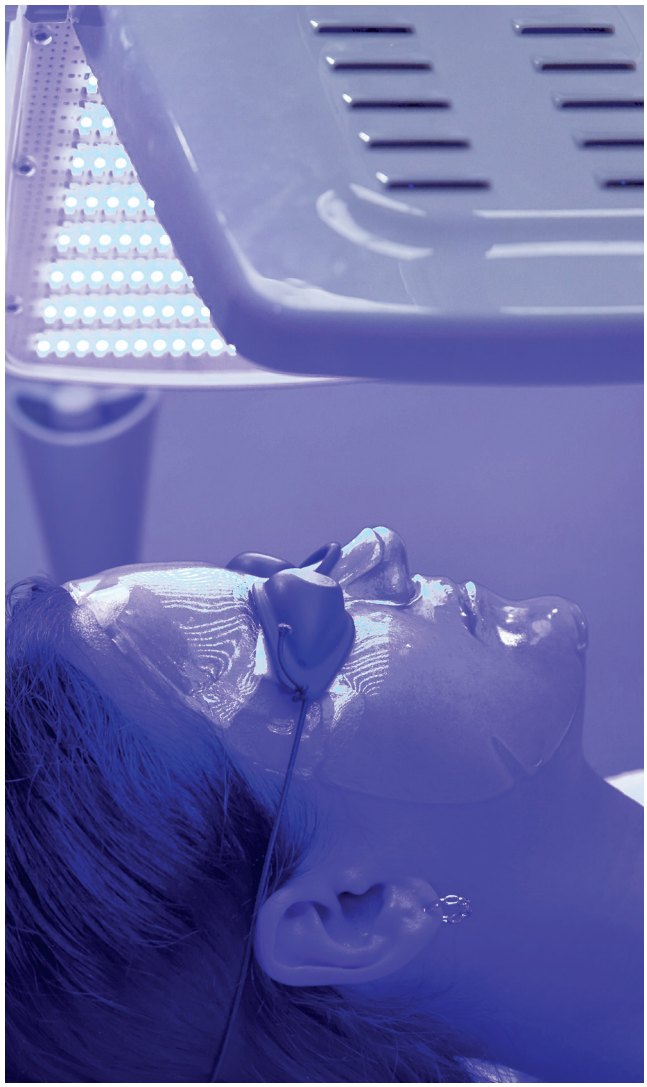

5. LED LIGHT THERAPY

When it comes to LED, this is a fan favorite! LED was popularized by NASA which, after taking it to space to help Astronauts who were suffering from slow wound healing,[11] was the catalyst behind the immense uptick in research around LED and the wavelengths that science has now proven to be beneficial for human skin. In terms of conjunctive therapies, LED therapy is the perfect best-supporting player on the team. We need sunlight to survive and remain healthy. We know that certain wavelengths are harmful, the dangers of UVA and UVB have long been studied and proven. For human skin, only some wavelengths are beneficial. And, like microcurrent, each wavelength induces a different biological manifestation. LED has, until recently, been a professional-only play, but with the introduction of at-home mask versions of LED panels, consumers can not only enjoy this outstanding treatment as an add-on to any professional facial treatment, but take this technology home and use it with home care regimens. An excellent example of this would be to cleanse and tone with your favorite products, then perform cosmetic micro-needling, apply a water-based treatment product for a specific concern to a targeted area, utilize a Low-frequency sonophoresis device to enhance efficacy, and then occlude with a mask. If this mask happens to be a see-through hydrogel option, then one can top this off with an LED mask and treat for 20 minutes. An illuminating and brilliant performance choice!



Top Image by Space_Cat at Adobe Stock; Bottom image by andrey_orlov. at Adobe Stock

HOW LED LIGHT THERAPY WORKS: Light-emitting diodes (LEDs) deliver a specific wavelength to the skin.[12] When you see a rainbow, this is an example of the wavelengths of light that are non-ionizing and are not damaging to the skin like the more dangerous UVA or UVB wavelengths. Science has proven that 633 nm, red light therapy is scientifically known for its anti-aging benefits, as it stimulates collagen production and reduces the appearance of fine lines and wrinkles.[13]



Blue light therapy at 414 nm, on the other hand, targets acne-causing bacteria, helping to clear and prevent breakouts.[14] Other, newer wavelengths being used are exciting and offer a deeper level of regeneration at 1072 nm. This wavelength stimulates the benefits of the body's natural defense and repair mechanisms, and in clinical trials, improves the appearance of skin complexion and reduces the appearance of under-eye puffiness.[15]

Tailoring your skin care arsenal for optimal results when striving for optimal skin care results, consider the most important concerns to address first. Understand your clients' worries and leverage skin physiology knowledge to recommend suitable products and devices. Incorporating cutting-edge devices will revolutionize your approach to skin health and beauty, offering radiant, youthful results for you and your clients.

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Candace Noonan is a master trainer and director of education for DermaConcepts. She hosts trainings on the science of products and ingredients. She holds certificates for internationally recognized programs such as Advanced Skin Analysis, Dermal Needling and Oncology Esthetics, and is a frequent public speaker at medical and skin care conferences throughout the U.S.



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LIP BLUSHING:

Autumn's Top Beauty Trend

By Leah Lynch

As we swap out our summer wardrobes for cozy sweaters and pumpkin-spiced everything, it's also the perfect time to refresh our beauty routines. This fall, lip blushing is emerging as the must-have trend for anyone looking to effortlessly enhance their natural beauty. If you're curious about this semi-permanent makeup technique, read on to discover why it's the perfect complement to the season.

What Exactly is Lip Blushing?

Lip blushing is a semi-permanent tattooing procedure that enhances the color and shape of lips, giving them a natural, flushed appearance. Unlike the harsh, bold look of traditional tattoos, lip blushing uses a delicate technique and specialized pigments to achieve a soft, diffused color that looks naturally beautiful.

Why Lip Blushing is Autumn's Best-Kept Secret?

1. **Effortless Beauty**

As we transition into fall, our schedules tend to get busier. Between back-to-school activities, work projects ramping up, and holiday preparations, who has time for constant touch-ups? Lip blushing offers a low-maintenance solution that keeps you looking polished from your first cup of coffee to your evening wind-down.

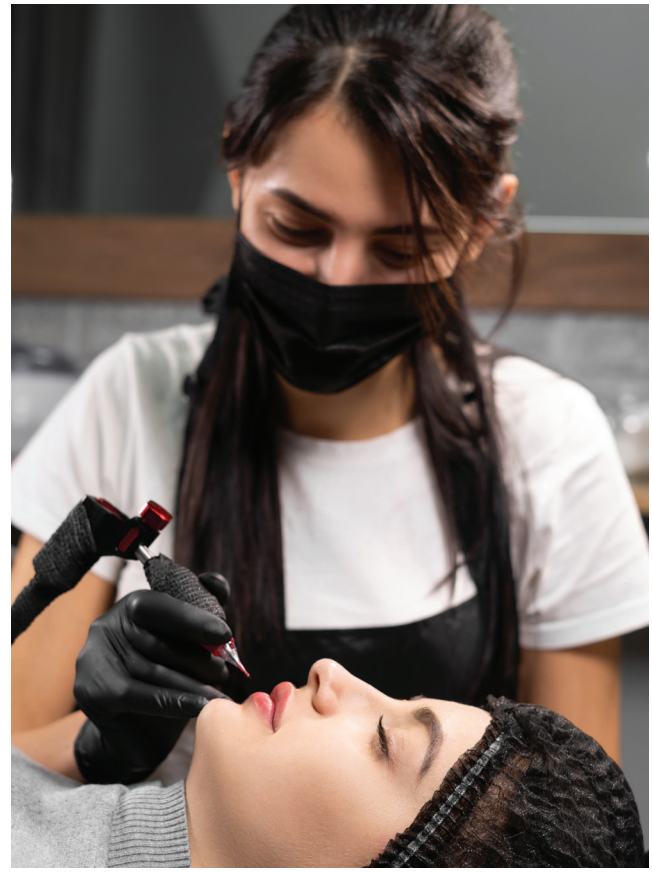
2. Perfect Seasonal Hues

Fall is synonymous with deep, rich colors. Whether you love a subtle nude, a warm berry, or a rich rose, lip blushing can be tailored to your favorite autumnal shades. These tones not only enhance your natural beauty, but also perfectly complement fall's earthy fashion palette.

3. Hydration Helper

The cooler, drier weather can wreak havoc on our lips, leaving them chapped and lackluster. Lip blushing not only adds color, but also helps create the illusion of fuller, more hydrated lips, reducing the need for constant lip balm and lipstick applications.





The Lip Blushing Experience: Step by Step

Thinking about trying lip blushing? Don't be nervous, here's what the process involves.

1. Consultation

Your first step is a consultation with a skilled artist to discuss your desired look and to ensure there are no contraindications. They'll help you choose a pigment that best suits your skin tone and aesthetic goals. Some artists may even have a lip gloss that matches your chosen color that you can try out!

2. Preparation

On the day of your appointment, the artist will outline your lips and apply a numbing cream to ensure you're comfortable throughout the procedure. Don't drink alcohol or take blood thinners before arrival.

Top: Image by mtrlin at Adobe Stock; Bottom: Image by Mynameislisenok at Adobe Stock

3. Application

Using a fine needle, the artist meticulously deposits pigment into your lips' top layers. The entire process typically takes 1-2 hours, depending on the complexity and desired depth of color.

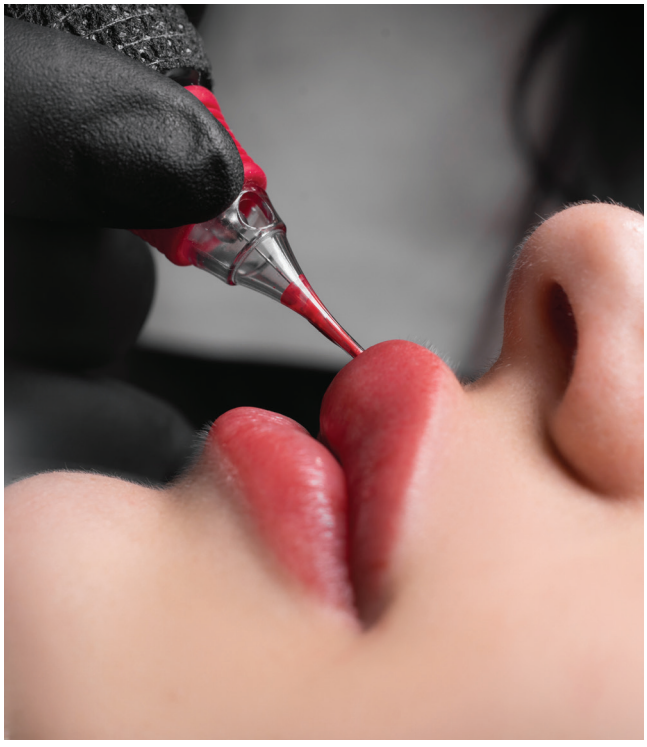
4. Healing

Post-procedure, your lips will undergo a healing phase, including some initial darkness, peeling and eventual lightening of the color. After a few weeks, you'll be left with beautifully blushed lips that look effortlessly natural.

Is Lip Blushing Right for You?

Lip blushing is perfect for anyone who wants to enhance their natural lip color, improve lip asymmetry and enhance shape with minimal daily maintenance. It's especially beneficial if you:

- Seek a time-saving addition to your beauty routine
- Desire a more defined lip contour
- Have pale or uneven lip color
- Want the convenience of waking up to perfectly tinted lips





Enhance Your Look

So this fall, why not indulge in a beauty treatment that saves you time and enhances your look? Lip blushing might just be the perfect addition to your seasonal beauty routine, giving you one more reason to smile as you embrace everything autumn has to offer.

PRO TIP: When sourcing a professional artist, check their work! Make sure they have a professional Instagram with tons of before and after photos with healed results, not just right after the service. Its important to see how the color heals. Also be sure to check for professional training certification and proper sanitation practice for results that make you say wow, not make you say "ow!"



Leah Lynch is the owner of Beautique Salon, Spa & Lash Lounge in Newburyport, Massachusetts, and is an award-winning master lash artist, trainer, speaker and judge. Her business has won seven prestigious awards including "Best of Boston." A regular editorial contributor for numerous trade publications, Lynch is recognized internationally for her business acumen. Lynch is also the creator of Lash Mastery Academy, where lash artists can take their career to the next level by utilizing advanced materials, manuals and curriculums to become a trainer in their area.

Top: Image by mikeosphoto at Adobe Stock; Bottom: Image by mtrlin at Adobe Stock

MEDICAL HISTORY FORM

ATHLETE'S SURNAME _____

ATHLETE'S GIVEN NAME _____

ADDRESS: _____

_____

_____

SPORT/EVENT _____

COACH/MANAGER _____

CORRECT PROVINCIAL MEDICARE NUMBER MUST BE PROVIDED:

MEDICAL INSURANCE No. _____

MALE ☐

FEMALE ☐

DATE OF BIRTH (M/D/Y): _____

DATE OF LAST TETANUS BOOSTER: _____

BLOOD GROUP & TYPE: _____

HEIGHT: _____

WEIGHT: _____

FAMILY PHYSICIAN: _____ PHONE (DAY): _____ (NIGHT): _____

NEXT OF KIN: _____ PHONE (DAY): _____ (NIGHT): _____

IN CASE OF EMERGENCY PLEASE NOTIFY: _____ PHONE (DAY): _____ (NIGHT): _____

OUTLINE PAST HISTORY OR ILLNESS

HAVE YOU EVER HAD OR DO YOU NOW HAVE:

	YES	NO
HEAD INJURY	☐	☐
SEIZURES	☐	☐
NECK/BACK DISORDER	☐	☐
FAINTING SPELLS	☐	☐
PSYCHIATRIC DISORDER	☐	☐
EYE PROBLEMS	☐	☐
GLASSES/CONTACTS	☐	☐
NOSE BLEEDS	☐	☐
DENTAL PROBLEMS	☐	☐
DEAFNESS/EAR PROBLEMS	☐	☐
ASTHMA	☐	☐
BRONCHITIS	☐	☐
CHEST PAINS	☐	☐
HEART PROBLEMS	☐	☐
ULCERS	☐	☐
BOWEL PROBLEMS	☐	☐
URINARY INFECTIONS	☐	☐
KIDNEY PROBLEMS	☐	☐
MENSTRUAL PROBLEMS	☐	☐
EATING DISORDERS	☐	☐

	YES	NO
DIABETES	☐	☐
BLOOD TRANSFUSIONS	☐	☐
HEPATITIS	☐	☐
THYROID DISORDER	☐	☐
ALLERGIES (SPECIFY) _____	☐	☐
FRACTURES (SPECIFY) _____	☐	☐
OPERATIONS (SPECIFY) _____	☐	☐

RECENT WITHIN ONE YEAR:

	YES	NO
INFECTIOUS DISEASE	☐	☐
HEAD INJURY	☐	☐
MAJOR SURGERY	☐	☐
TRAUMATIC OR OVERUSE INJURY	☐	☐

LIST ANY OTHER HEALTH PROBLEMS/RELEVANT INFORMATION OR EXPLAIN ANY OF THE CONDITIONS MARKED 'YES':

_____

_____

MEDICATIONS CURRENTLY BEING USED

PRESCRIBED: _____

NON-PRESCRIBED: _____

DATE COMPLETED: _____ DATE(S) UPDATED: _____

SIGNATURE OF PARENT/GUARDIAN OF ATHLETE UNDER 18 YEARS) _____

NOTE: MEDICAL DATA IS CONFIDENTIAL. THIS CARD MUST BE KEPT IN THE CARE OF AUTHORIZED PERSONNEL ONLY

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How To Modify Your Treatments **FOR HEALTH CONDITIONS**

by Erika Lauren

Paperwork may seem like the least relaxing thing when arriving to the spa, but an intake form is the surest way to guarantee a relaxing departure. This form helps estheticians identify red flags before recommending treatment. Certain health conditions require modifications to ensure safe practice, and the intake form serves as a document that protects both you and your client.

The questions on the intake form should collect the necessary information for you to perform effective treatments safely. Allergies, medications, surgical history, significant medical conditions, lifestyle habits and topical product use will shape the treatment you agree upon. To make your clients happier, you may consider implementing a more thorough form for the initial consultation, and a simplified update and review on each day of treatment.



CURRENT MEDICATIONS

What are your clients' current medications? Many medications can cause thinning and fragility of the skin. Specifically, you want to be aware of medications that are photosensitizing, hypersensitizing or indicate a significant health condition. These clients will need modifications to the treatment modalities used and the level of exfoliation administered.

Blood thinners such as Warfarin, Coumadin, Xarelto, and even aspirin are anticoagulants, and will cause the client to have thin skin and increased bleeding which will be challenging to control. These clients are more likely to be left with "marks" from extractions and waxing, and often bruise easily, limiting some treatments. These clients typically have a heart condition, and treatments that require a higher pain tolerance may be reconsidered to reduce stress.

Antibiotics such as amoxicillin, doxycycline, and tetracycline will increase sensitivity to abrasion, peels, and waxing for up to three days post-use. Extreme caution must be taken with sun exposure, especially in the summer months, to avoid burns and hyperpigmentation.

TOPICAL PRESCRIPTIONS

Are your clients using any topical prescriptions? I recommend inquiring about topical creams separate from the medication list on your form, as clients don't often consider dermatological prescriptions to be medications, sometimes leading to major missed contraindications. For instance, waxing a client that uses a high-strength topical could result in the equivalent of a first-degree burn.

Retinols: Avoid waxing and more abrasive skin care treatments such as microdermabrasion if the client has used retinol in the last three days.

Accutane: Clients using Accutane will experience extreme sensitivity, and may not be a candidate for even the most basic treatments for at least six months following use.

ALLERGIES AND INTOLERANCES

You want to be very familiar with the ingredients in your clients' products. Some allergies are tied to other allergies that are not commonly known. For example, salicylic acid is an active metabolite of aspirin, so clients with an allergy to aspirin must also avoid peels and products containing salicylic acid.

A client with a latex allergy may also have an allergy or intolerance to fruits with similar proteins such as bananas, passionfruit, kiwi and tomato. Swelling and irritation may be observed in clients who have a known allergy to latex. and are treated with fruity treatments, particularly organic skin care. An allergy to shellfish will contraindicate the use of most cold-modeling masks. Other allergies to be mindful of include nuts, dairy, parabens, fragrances, dyes and plant extracts.



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HEALTH CONDITIONS AND MODIFICATIONS

Understanding modifications that should be made to skin care treatments regarding a client's health condition is crucial to avoid potential allergic reactions and adverse complications.

Diabetes

Diabetes is an immunocompromised disorder that affects the healing time of wounds. With diabetes, insulin production affects gland activity and the skin can appear dry, thickened or inflamed. The client may experience reduced pain sensation and slow healing, making them poor candidates for intensive resurfacing treatments and strip wax.

Epilepsy/Seizures/Heart Conditions with Metal Plates

For clients with such conditions, treatments that involve high frequency, microcurrent and LED are contraindicated. History of epilepsy and seizures also presents the risk of involuntary movements often initiated by stress, which renders these clients poor candidates for treatments that require them to remain perfectly still, like microblading or lash extensions.

Thyroid Disorder

With thyroid disorder, the client may have an over-active or under-active thyroid, each with different representations. Hyperthyroidism may cause unwanted hair growth and this client may benefit from more advanced hair removal modalities. Clients with hypothyroidism will have poor circulation, dryness of the skin and hair, and an intolerance to cold, and benefit from paraffin treatments and products rich in moisture and natural oils.

POTS and Vertigo

Postural orthostatic tachycardia syndrome (POTS) is a condition where blood flow and heart rate increase on changing the posture, such as lying down to sitting up or standing. Vertigo is the feeling of spinning when not moving, and can be triggered by postural change such as sitting up to lying down and vice versa. These conditions can cause dizziness, nausea or fainting. Limit reclining the client and advise that they take any prescribed or over-the-counter medications before visits.



Cancer

The power of touch is more beneficial than you realize for clients with cancer. Lymphatic drainage in your massage technique will help to mobilize larger particles that build up in the lymphatic system that is no longer efficiently transported due to the removal of lymph nodes or loss of tissue following radiation treatment. Lymphatic drainage can reduce unwanted swelling caused by lymphedema.

CUSTOMIZE YOUR INTAKE FORM

It's not always a pimple. I share this story to promote out-of-the-box thinking and encourage you to design an intake form that covers all grounds based on real encounters. I had a client come in for his first facial, solely to have a large pustule extracted on his lower cheek for an event he had that weekend. Squeeze after squeeze, the lesion was purulent with no sign of relief. Finally, I asked if he was experiencing any tooth problems. Yes, a dental infection can be so severe that facial cellulitis can develop on your cheek, jaw, or underneath your eyes, and the only thing we can do for that is point them to the nearest dental office. No questions on the intake form are random, and it hurts less to ask.



Erika Lauren is a licensed esthetician and makeup artist. She is the owner of Art + Sol, a mobile esthetic artistry and airbrush tan business. Contact her at ErikaLaurenEsthetics@gmail.com

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Device Driven

Use these products to aid in the delivery of ingredients during device skin services.



1. **Ageless Skin Hydrating Serum**
   Skin Script Skin Care
   www.skinscriptrx.com
   Ageless Skin Hydrating Serum works synergistically with the EstheticPro Micropen because of its powerful pro-aging and rejuvenating properties. It is formulated to maintain barrier function, improve hydration, lessen the appearance of wrinkles and plump the skin. When used with EstheticPro Micropen, it penetrates deeper into the skin, maximizing its effectiveness.

2. **Micro Needling Post Care Kit**
   Rhonda Allison
   www.rhondaallison.com
   Each product in this kit soothes skin and helps aid healing following professional skin procedures. The product perfect for all skin types, especially wounded and traumatized skin, to accelerate cell renewal and strengthening, relieve itching, reduce redness and provide essential moisture.

3. **Rehab Recovery Mask**
   Sorella Apothecary
   www.sorellaapothecary.com
   This soothing cream mask restores tired, or irritated skin post device services. The complexion is soothed and recharged using avocado and meadowfoam seed oil.

4. **Oxygen Boost Barrier Treatment Pro**
   Bioelements
   www.bioelements.com/pros
   This power treatment can be used with galvanic current to purify pores, add vibrance, maintain elasticity and improve barrier integrity.

To read more about devices, turn to Pages 14 or 38.

Product images courtesy of the manufacturers, Background: Image by Studio Romantic at Adobe Stock

WHAT'S MY ROUTINE?

TERRANCE BONNER

OWNER OF THE BONNER INSTITUTE



ON THE GO WELLNESS ROUTINE



This year has been full of tradeshows, traveling to offer continuing education around the world and still managing to see clients in my spa. Not having as much time as I would like to go in and see Neal, my esthetician, I have my "on the go routine" that keeps my skin in shape while traveling.

1. A concern of mine is keeping my immune system in tip-top shape, which includes getting enough rest, drinking plenty of water and stopping in to get my monthly IV hydration. It includes glutathione, vitamin C, zinc and B-12.

2. Having the right cleanser is crucial during the busy tradeshow season. I like to use my favorite, go-to cleanser, Dynamic Active Cleanser, by Facials bi Design Skincare, which is just the right combination of AHA and BHA for the road.

3. We aren't getting any younger, right? But, you can never start too early to maintain what you have! I like to incorporate my Vital A (age control) and Vital B (hydration and plumping), which are also great for under the eyes as well, from DermAware Bio-targeted skincare.

4. I like to follow up with another favorite of mine, which is the Emu Serum Cream, by Los Angeles Oil and Butter, to lock in everything.

5. Last, but certainly not least, my sunscreen Cast Away by Linder health. This sunscreen not only helps keeps the UVA and UVB rays away, but it also goes on so smooth with no cast with me having more pigmented skin, and leaves my skin with a great hint of moisture just right without any greasy finish. Now, I am ready for a classroom full of eager participants and fully booked spa day of treating clients.



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Snail Mucin, Bakuchiol and More Trending Skin Care Ingredients

By Jenny Ragolia



Working in the beauty industry, it can be hard at times to resist the siren song of viral products and ingredients on social media. If you've ever found yourself clicking 'add to cart' after scrolling the skin care side of TikTok, you are hardly alone.

As social platforms and influencer marketing increasingly drive consumer trends, it has become nearly impossible to avoid all the hype around popular skin care ingredients like snail mucin, tranexamic acid and others.

Fortunately, there is an upside to curiosity and continually trying new things. Every now and then, while testing out the latest products and trends to hit the market, I discover new-to-me ingredients that change the game. Here are a few I've been loving in recent seasons.

SNAIL MUCIN, BAKUCHIOL AND MORE TRENDING SKIN CARE INGREDIENTS

1. Snail Mucin

Derived from the natural substances secreted by snails, snail mucin was first used as a cosmetic ingredient by the ancient Greeks, and later popularized by K-Beauty brands. Today, snail mucin has been embraced by an even broader fanbase, as beauty lovers worldwide get to know its hydrating and plumping properties.

Although it's hard to argue with the nearly instant glass skin effect associated with using snail mucin-based skin care products, it's also worth taking a closer look at the compounds in the ingredient that make it so effective long-term. Snail mucin is naturally rich in glycoproteins, hyaluronic acid, glycolic acid and other enzymes that support healthy skin function. For aging skin, it's an excellent choice due to its hydrating, moisturizing and nourishing properties. It is even believed to promote collagen synthesis, helping to improve skin texture and elasticity with consistent use. Meanwhile, for sensitive or compromised skin, snail mucin is equally beneficial. It can be used to address skin redness and irritation, thanks to antimicrobial peptides that combat inflammation and encourage repair.

TIPS AND TRICKS FOR USING SNAIL MUCIN

Snail mucin is found mainly in serums, masks, and moisturizers, and layers well with other products. If used in the morning, it gives the skin a boost of extra glow, but it can be equally impactful for applying in the evening to calm the skin and support regenerative processes overnight.

In the treatment room, snail mucin could be used as a post-facial finishing product or you could apply a sheet mask infused with snail mucin following dermaplaning, microdermabrasion or enzyme exfoliation. After allowing the mask to sit according to instructions, gently massage any remaining product into the skin for maximum effect.



2. Tranexamic Acid

Tranexamic acid is a synthetic derivative of the amino acid lysine that has been getting impressive results in scientific trials, and similarly positive reviews from consumers who use it to address pigment-related concerns – including dark spots, discoloration, post-inflammatory hyperpigmentation, uneven skin tone and even melasma. Studies conducted within the last decade have indicated that tranexamic acid can help to not only prevent, but reduce excess pigment in the skin by as much as 78.6% after eight weeks of twice daily use. It works by targeting tyrosinase and preventing the production of new melanin. It's also been recognized as having fewer side effects, but equal efficacy, when compared to other well-known brightening ingredients like hydroquinone.

Using a serum containing tranexamic acid regularly in my own routine, I've noticed results on par with a good vitamin C serum, in terms of fading dark spots and reducing dullness. But, perhaps more excitingly, tranexamic acid pairs well with other antioxidants and can be used synergistically with vitamin C products, as long as both are well-tolerated by your skin.

TIPS AND TRICKS FOR USING TRANEXAMIC ACID

For clients concerned with dark spots or discoloration, skin care professionals would be remiss not to recommend tranexamic acid for home care. As with introducing any new ingredient into a client's routine, an initial patch test is always recommended. Additionally, tranexamic acid is starting to appear in more professional treatment room products like peels and masks. It works beautifully in conjunction with alpha-hydroxy acids like lactic acid to target discoloration, and produce overall brightening benefits.



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3. Hypochlorous Acid

As more and more skin care brands recognize the demand for products that address inflammation and promote barrier repair, another ingredient that's been generating a lot of buzz lately is hypochlorous acid. Known for having potent antimicrobial and anti-inflammatory properties, hypochlorous acid has been used since the early 1800s to clean wounds and fight infection in injured skin, but is now picking up traction as a beauty product.

Acting like a mild disinfectant, hypochlorous acid combats p.acne bacteria, which can help to prevent breakout activity. It has begun to appear as the star ingredient in toners, mists, and gentle cleansers, and is proving a popular option for skin prone to redness, rosacea, eczema and other inflammatory conditions.



TIPS AND TRICKS FOR USING HYPOCHLOROUS ACID

One important caveat to be aware of when using hypochlorous acid is that it is said to decrease the efficacy of antioxidants, and therefore, shouldn't be combined with most active ingredients. Rather than layering with other products, a best practice will be to wait at least 30 minutes before applying other formulas. That said, you might consider developing an acne protocol incorporating hypochlorous acid after cleansing and extractions, immediately followed by 30 minutes of blue light LED therapy to further target acne bacteria without counteracting the effects of any topical products used.



4. Mandelic Acid

Though it's been an esthetic treatment room staple for decades, mandelic acid has been appearing more often as the key ingredient in formulas for both home care and professional treatment. Like other members of the alpha-hydroxy acid family, mandelic acid is plant-based. It is derived from bitter almonds and packed with antioxidants that promote repair, as well as encourage cellular turnover.

Mandelic acid is also unique in that it features a larger particle size, compared to other AHAs, and its molecular structure prevents it from being absorbed too quickly by the skin. Brands that cater to sensitive or reactive skin love mandelic acid because it provides the right amount of gentle resurfacing needed to address common concerns effectively – including acne, uneven texture, hyperpigmentation, congested follicles and signs of aging – without causing irritation. For this reason, it is also an excellent option for melanin-rich skin that is at high risk for post-inflammatory hyperpigmentation.

TIPS AND TRICKS FOR USING MANDELIC ACID

New mandelic acid-based peels and enzyme masks hitting the market mean more options for providers seeking an alternative to aggressive chemical exfoliation treatments. They're also a great first peel for new clients or clients undergoing a progressive series. Additionally, because mandelic acid serums are also trending in the industry right now, beauty professionals would be wise to offer these as a retail home care, which clients can then use to enhance and prolong the results of professional services that incorporate mandelic acid.



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SNAIL MUCIN, BAKUCHIOL AND MORE TRENDING SKIN CARE INGREDIENTS

5. Bakuchiol

For anyone who covets the youth-enhancing effects of retinol, but prefers a botanical alternative, bakuchiol has emerged as a promising option and is appearing in an increasing number of beauty formulas – including treatment masks, moisturizers and serums. Technically speaking, bakuchiol is a natural extract from the psoralea corylifolia plant, but at least one study, conducted in 2022, found that it produces results similar to retinol for supporting cellular regeneration, collagen synthesis, wound healing and fibroblast activity. Not ready to give up your retinol? Not a problem. Bakuchiol can be used in tandem with, or as a supplement to your favorite retinol products for added defense against oxidative stress and signs of photoaging, such as dark spots, fine lines and wrinkles.

TIPS AND TRICKS FOR USING BAKUCHIOL

Licensed skin care professionals can offer bakuchiol-based serums to clients who are contraindicated to use retinols – including pregnant clients – as well as anyone who doesn't tolerate retinols or simply prefers not to use them. Bakuchiol may also be an appropriate option for anyone who is new to skin care or skin care for age management, as a first step before working their way up to full-strength retinol products.





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PROTOCOLS IN PRACTICE
DEVICES

SKIN SCRIPT AND ESTHETICPRO MICROINFUSION PROTOCOL

SKIN SCRIPT SKIN CARE AND ESTHETICPRO

This technology based treatment gently exfoliates and hydrates the skin.

Step 1 Double cleanse with Skin Script Green Tea CitrusCleanser. Rinse thoroughly.

Step 2. Apply Skin Script Coconut and Papaya Enzyme or Cherry Enzyme per manufacture directions.

Step 3. Perform a few extractions if needed or use an ultrasonic spatula.

Step 4. Mix one vial of the EstheticPro Sterile Saline Solution to 5 pumps of the Skin Script Ageless Skin Hydrating Serum to create a liquid consistency. Add more or less of each product to reach desired consistency.

Step 5. Adjust speed/depth parameters to .25 mm and medium speed. Generously apply serum to the section of skin you are treating. Starting on the forehead, perform the first set of cross-hatch passes. Continue onto the nose, upper lip, chin and cheeks. May perform an additional swirl pass on each section of the face, adding generous amounts of serum as you move through each section. May treat up to the lash line of the upper and lower eyelids, applying serum carefully around the eyes. The last section to be treated is the lips, carefully applying serum over the lips and performing glide or stamp techniques.

Step 6. Omit massage if service is booked for 60 min. Add massage if service is booked for 75 min.

Step 7. Apply Skin Script Gogi Berry or Seaweed Mask, follow manufacture directions.

Step 8. Spritz the face with Skin Script Mint Toner. Dispense a generous amount of Skin Script Ageless Skin Hydrating Serum and tap into the skin. *For a more corrective treatment, apply generous amounts of the Skin Script Vitamin C Green Tea Serum, Skin Script Citrus C Nourishing Cream and/ or the Skin Script Mandelic Brightening Serum. Dispense a generous amount Skin Script Peptide Restoration Moisturizer and tap into the skin. Apply Skin Script Peptide Eye Serum and Skin Script Ageless Lip Treatment. Finish with Skin Script Sheer Protection SPF 30.

Step 9. Record treatment on EstheticPro progressive treatment notes. Retail Skin Script home care products appropriate for their skin concerns.

ADVANCED LIGHTSTIM AND PCA SKIN PROFESSIONAL TREATMENT FOR AGING SKIN

LIGHTSTIM & PCA SKIN

This advanced LED and professional peel treatment will provide immediate smoothing, brightening and hydrating benefits to your patients' skin

Step 1. Cleanse the area of treatment thoroughly with the Facial Wash Oily/Problem, remove with warm water and pat dry.

Step 2. Apply Nutrient Toner with a cotton pad to prep the skin. Allow the skin to dry. This product may sting or tingle on some individuals. Assess sensitivity by asking the patient, "On a scale of one to ten, ten being extremely active, how do you rate this sensation?"

Step 3. For additional hydration and product penetration, apply a thin, even layer of Hydrate: Therapeutic Oat Milk Mask to the area of treatment. Allow the mask to remain on the skin for up to ten minutes. Massage (if desired) using gentle, but firm, pressure. Remove thoroughly with warm water on cotton pads or warm towels. If needed, Nutrient Toner may be applied.

Step 4. Administer the treatment using LightStim Anti-Aging ProPanel, Elipsa (Wrinkle Mode) or Professional Handheld Anti-Aging Light according to LightStim directions for rejuvenation and age control.

Step 5. Before using the Ultra Peel, gently agitate the product. Apply the solution to a cotton pad, placing the neck of the bottle directly onto the pad, spacing it to give a sufficient working area to complete a full-face treatment (about four to five spots on the pad). Use the scale of 1 to 10 to gauge sensitivity. Maximum recommended layers is 2 with a cotton pad when incorporated with LED.

Continue reading Steps 6-11 in the Digital Magazine

ADDITIONAL PROTOCOLS FROM:

FACTORFIVE, CIRCADIA + HYDRAFACIAL, CELLUMA LIGHT THERAPY, HYDRAFACIAL, BIO FRANCE LAB

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INDUSTRY INPUT

SEASONAL TREATMENTS

TOP TIPS, TECHNIQUES AND ADVICE FOR ADDING SEASONAL TREATMENTS IN YOUR SPA.

TIP 1: INCORPORATE SEASONAL SPECIFIC INGREDIENTS TO TREATMENTS

As the weather cools, clients seek warmth and comfort, making autumn the perfect time to incorporate cozy elements and seasonal ingredients into your spa treatments. Offer treatments that include warm towels and soothing massages to provide a nurturing and relaxing experience. Embrace the season by using ingredients like pumpkin, apple, and cranberry extracts, which are rich in antioxidants and vitamins. These seasonal botanicals not only enhance the sensory experience, but also address specific skin needs during the cooler months. Promote this as a seasonal special, emphasizing the comforting and restorative aspects of the treatment, and attract clients seeking a luxurious autumn escape.

—Rene Freeman, Osmosis Global Educator

TIP 2: START ADVANCED PLANNING FOR HOLIDAY SERVICES

Seasonal Spa Treatments are always a hit and can massively increase income. Clients always love the change-up of different treatments, fragrances, techniques and special offerings during the holidays. These seasonal treatments absolutely can spice up the treatment room and increase retail sales and general revenue. The key to success here is advanced planning. Don't wait until the last minute to buy back bar products, additional retail items or to begin marketing the promotion. Plan in advance and have these seasonal treatments ready to go a couple months early. Determining highlighted products, special pricing, creating social media posts, and marketing materials in advance will also relieve stress when holiday time hits. Start advertising early to create excitement and bookings in advance. September is a great month to set a holiday schedule beginning in October through December. Make these treatments unique with a limited time frame so when they are sold out, they are sold out! This creates demand and makes the client feel special to experience these unique seasonal treatments.

—Shawna Rocha, Director of Education, Hale & Hush

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Advanced LightStim and PCA SKIN Professional Treatment for Aging Skin

(Continued from Page 36)

LIGHTSTIM & PCA SKIN

This advanced LED and professional peel treatment will provide immediate smoothing, brightening and hydrating benefits to your patients' skin.

Step 6. Spot treat areas of laxity and wrinkling with the ExLinea Pro Peptide Serum.

Step 7. Apply one to two pumps of the Pro-Max Age Renewal to the treatment area to strengthen the ECM and increase hydration.

Step 8. Blend one to two pumps of the Hyaluronic Acid Boosting Serum and a pea-sized amount of the C&E Advanced to the treatment area to brighten, lighten and tighten the skin as well as increase hydration.

Step 9. Apply one to two pumps of the Dual Action Redness Relief to the area of treatment to reduce inflammation.

Step 10. Dispense two pumps of the Advanced Treatment Booster into gloved hands. Gently spread the product over the area of treatment, keeping application even and thin.

Step 11. Complete the treatment with this ReBalance and Hydrator Plus Broad Spectrum SPF 30 to calm, hydrate and protect the skin from UVA and UVB exposure.

Image byDasha at Adobe Stock

Microneedling Protocol with Renew Dermal Solution by FACTORFIVE

FACTORFIVE

This microneedling protocols renews the skin while providing healing ingredients.

Step 1. Gently cleanse the skin using a mild cleanser suitable for the client's skin type. Ensure all makeup, oils and debris are thoroughly removed.

Step 2. Apply a numbing cream to the treatment area and allow it to sit for 20-25 min. to ensure client comfort during the procedure.

Step 3. After removing the numbing cream, prepare the skin by swabbing with alcohol to disinfect and remove any residual oils.

Step 4. Use a microneedling device with needle lengths ranging from 0.25 mm to 0.75 mm, depending on the targeted skin concerns and areas.

Step 5. Use Renew Dermal Solution by FACTORFIVE as the lubricating agent during the microneedling process. Apply a thin layer of the solution to the treatment area.

Step 6. Apply FACTORFIVE peel over the treated area as a glide for the microneedling process. Leave the peel on for 4-6 min.

Step 7. After the desired time, neutralize the peel using cold water and gently remove with 4x4 gauze or sponges.

Step 8. Apply a growth factor mask generously over the treated area to aid in skin recovery and regeneration.

Step 9. Perform a gentle massage using cool globes over the skin for 4-5 min. to reduce inflammation and soothe the skin.

Step 10. Apply FACTORFIVE's post-calming solution to further soothe and calm the skin post-treatment.

Step 11. Finish the procedure by applying FACTORFIVE's post-treatment serum to enhance the skin's healing process and promote collagen production.

Clarifying Hydrafacial + Oxygen RX Treatment

CIRCADIA + HYDRAFACIAL

The treamtent increases circulation and oxygenation of the skin, as well as boosting fibroblast activity.



Step 1. Apply 1/2 pump Vitamin Veil Cleanser. Cleanse in circular motions and remove thoroughly.

Step 2. Combine 1 pump Lipid Replacing Cleansing Gel with a little water to create foam and apply to the face and cleanse in circular motions. Remove thoroughly. Pat skin dry.

Step 3. The first step in HydraFacial removes dead skin cells to reveal healthy skin. The peel solution is a mixture of glycolic and salicylic acids that delivers a peel without post- peel desquamation. Customizable for acne prone or oily skin with a different tip.

Step 4. Permorm Oxygen RX Treatment.

1. Empty Powder Vial & Gel Blister Pack into portion cup.
2. Stir carefully and quickly until powder is dissolved. The mixture will become white & foamy.
3. Apply mixture to face & neck with fan brush.
4. Massage for 2 minutes with gloved hands.
5. Apply 3-5 sprays of Enzyme Activator to face & neck.
6. Massage for 2 minutes with gloved hands.
7. Apply 3-5 sprays of pH Neutralizer to face & neck.
8. Massage for 1 minute.
9. Remove excess with spatula.
10. Apply 3-5 sprays of pH Neutralizer to face & neck.
11. Remove product using COOL damp towel.
12. Apply 3-5 sprays of Citrus Spray. (Have client purse their lips and hold their breath while spraying.)

Step 5. Perform automated vortex suction and extractions, if needed.

Step 6. Spray 3-4 sprays of White Willow and Juniper Mist (acne) or Aloe and Calendula Calming Mist (sensitive, rosacea) to the face. Apply 1 pump of Vitamin C Reversal Serum followed by light tapotement.

Step 7. Perform Enhancement Booster, Chronic Peptide Booster or Protect Plus Booster.

Step 8. This final step in the HydraFacial uses a multi-peptide and antioxidant blend to reduce the appearance of fine lines and wrinkles while helping to improve hydration and elasticity.

Step 9. Apply Spot Stop as needed to acne lesions. Apply 1 pump of Chrono-Comm Serum to the face and neck. Cocktail a small amount of Post Peel Balm and 1/2 pump of Light Day Sunscreen Broad Spectrum SPF-37 to entire face and neck.

Image by Veronika at Adobe Stock

Celluma Light Therapy Acne Protocol

CELLUMA LIGHT THERAPY

This light therapy protocols treats acne and inflmattion.

Step 1. Review the consultation card with your client ensuring there are no contraindications to light therapy and your service.

Step 2. Cleanse skin with the recommended acne focused cleanser.

Step 3. Exfoliate, apply decongest or softening product and perform extraction method (if necessary).

Step 4. Use post extraction solution and/or tone.

Step 5. Apply Celluma LED light therapy using the Celluma PRO on the acne setting for 30 min. Shape the device closely over the face, placing it as close to the skin as possible. This program emits blue light to kill acne bacteria and red light to reduce inflammation, increase circulation, and promote tissue repair.

Step 6. Follow the light therapy session with an acne focused serum or mask.

Step 7. Apply selected moisturizer and eye product.

Step 8. Complete service with appropriate SPF.

Hydrafacial's Platinum Treatment

POWERED BY SYNDEO HYDRAFACIAL

Hydrafacial's Vortex Fusion technology effectively cleanses, extracts and hydrates the skin.

Step 1. Provide lymphatic therapy.

Step 2. Begin by using the Hydrafacial wand with its gently exfoliating hydradermabrasion tip to deeply cleanse the skin's surface.

Step 3. Perform extractions with the Hydrafacial wand.

Step 4. From here, the treatment is entirely customizable with 15 boosters and serums, designed with specific skin concerns.

Step 5. Perform LED light therapy. Apply blue or red lights based on their client's skin's needs.

Step 6. Lastly, saturate the skin's surface with intense moisturizers and nourishing, personalized ingredients. The treatment can often conclude with the application of moisturizer and sunscreen.

Image by IKvyatkovskaya at Adobe Stock

24kt Gold Facial Treatment with Mask

BIO FRANCE LAB

This facial uses 24Kt gold and facial tools to rejuvenate the skin.

Step 1. Wet the face with warm water first. Because the cleanser is sulfate free, this helps the cleanser to activate. Apply 24kt Facial Cleanser gently to the face. Wash it off using warm water. Continue to cleanse with a 5 min. steam.

Step 2. Apply warm water to the face. Apply the 24Kt GOLD Facial Exfoliator in circular motion moving upward. After the scrub process is complete, remove using warm water and steamer. Make certain the scrub has been thoroughly removed and the face is dry.

Step 2a. Mix Enzyme Mask powder with water applies with a fan brush and let sit the mask for 5 to 10 min. under the steam, then wash it out. (Now you are ready for extraction if necessary.)

Step 2b. Caviar 24Kt Gold Foaming Mask on dry skin applies with a fan brush. Let the mask sit for 5 to 10 min. under the steam, then massage the mask for 2 min. and clean it out.

Step 3. Generously apply the 24Kt GOLD Facial Toner. While the toner is drying, go ahead and start the eye treatment.

Step 4. Start eye treatment.

Step 4a. Apply the 24Kt Gold Eye Serum both under and above the eye lids. This will be sealed into the skin with the peel off mask.

Step 4b. Use two tablespoons of powder and three tablespoons of water for the Eye Peel Off Mask. Mix the peel off mask vigorously until the mask is slightly more liquid than peanut butter. Apply the mask over both eyes. There is no need to take off any eyelashes.

Step 5. Perform mask treatment.

Step 5a. It is important to remember to always keep the 24Kt Gold Sheets in a sealed envelope. Otherwise, the gold can dry and separate from the paper. Each mask will take three sheets of gold. Cut each sheet in half. Apply each sheet to the six sections of the face. Pressing the gold sheet against the skin, like a temporary tattoo, remove the paper. If the skin is too smooth and the gold sheet is not adhering to the skin, apply a small amount of gold serum and press the gold sheet against the skin. Remove the paper.

Step 5b. After applying the gold sheets to the face, pump a small amount of serum into the palm of your hand. After thoroughly massaging the 24Kt Gold sheets into the skin, allow the skin to thoroughly absorb the serum. With the serum and gold thoroughly massaged into the skin, proceed with the peel off mask to seal the ingredients deeper into the epidermis layers.

Step 5c. Add 80 ml. of water to one scoop of powder. Vigorously mix until the mask is slightly more liquid than peanut butter. Apply the mask to the face using a spatula. Allow the mask to set for 20-25 min. for maximum benefit. When the mask is dry, peel the mask off as one piece from the bottom of the face upward. The eye and lip mask will naturally peel off at the same time. To remove the dried edges of the mask, use a cotton pad drenched with water to clean these areas only.

Step 6. Smooth 24Kt Gold Moisturizer gently into your face using upward and outward movements. Avoid direct contact with the eyes. Apply also to the decolte to lift and moisturize the skin.

Step 7. Symmetrically massage the face with the Cryo Freeze Globes rolling them up and down for a few minutes, closing the pores and further sealing the product into the skin.

TIP 3: PERFORM REVITALIZING TREATMENTS FOR FALL

Every season creates a different set of challenges. With the approach of fall, adjusting skin care routines is essential to hydrate and repair skin after summer exposure. Start with double dry- cleansing and gentle exfoliation to remove impurities and dead skin cells. Follow with gua sha massage to promote blood circulation and resculpt facial contours. Incorporate a mask with hyaluronic acid to hydrate and soothe weatherworn skin. Apply a cell-signaling serum with growth factors to jumpstart collagen renewal. Seal in hydration with a skin-specific moisturizer. Finish with sunscreen, because even on overcast days, skin is still bombarded by UV rays."

—Janel Luu, Le Mieux founder and CEO

TIP 4: OFFER SEASONAL DISCOUNTS OR SPECIALS

Encourage bookings by offering seasonal discounts or specials tailored to September. Consider promotions like a "September Spa Refresh" with discounted rates on selected treatments or a loyalty program where guests earn rewards for booking multiple sessions during the month. These incentives can help boost bookings during what might otherwise be a slower period post-summer. Consider offering incentives for client referrals as that can be another great way to get new clients.

—Shiri Sarfati, EVP and Partner at Repechage Skincare, Licensed Esthetician

TIP 5: USE SEASONAL FACIALS AS MARKETING CONTENT

When I would ask my regular clients what facial they wanted that day they would often respond wanting something new so I created seasonal treatments that kept my offerings fresh and exciting for my monthly clientele. Seasonal facials also helped me create content for marketing in hopes to get a few more bookings during the slower months.

—Emily Sindlinger. Sorella Apothecary Co-founder

Image by Esta Webster at Adobe Stock



TIP 6: PEEL, HEAL, REPAIR, REPEAT

Fall is the ideal season for your favorite peels to refresh the skin after summer sun damage, free radicals, pool chlorine, beach salt and sand. Use repair serums that actually succeed in delivering revolutionary anti-aging performance for optimal post peel boost. High quality serums should protect the longevity and vitality of skin cell turnover and support a regenerative healthy microbiome. Stay ahead of the game and do your research looking for a clean line with "hero" ingredients like Trumella (Snow Mushroom) which stimulate hyaluronic acid production and activates moisturizing genes in the skin. Arnica is remarkable at reducing bruising and inflammation. Colloidal Silver/Gold are powerhouses with anti-Fungal, antibacterial and anti-inflammatory properties. Finally, Baobab (known as Tree of Life) native to Africa is rich in vitamins B, C and Omega 3s, with 20x more Antioxidants. Maximize the benefits of your favorite Fall peel and achieve radiant, youthful skin."

—DeLynn McAdams, Piper Rose Select Skin Care

TIP 7: OFFER POST-SUMMER HEALING SPA PACKAGES

The summer months are coming to a close, making it the perfect time to do some damage control from all that fun in the sun. When it comes to the feet and hands – maybe a little roughened from long walks by the beach – it can help to add a paraffin wax layer towards the end of treatment. After a luscious infusion of your chosen formulations tailored to the client's skin needs, dipping the hands and feet in paraffin for at least 10 minutes creates an airtight seal that drives moisture and vital nutrients into the skin. This will leave your clients smooth, bright, and bouncy for fall, and prepped for any cold and dryness the winter may bring.

—The Skin Experts at DMK



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ENERGY DEVICE APPLICATIONS **FOR ANTI-AGING**

By Erin Madigan-Fleck, N.M.D.

The prevailing interest in non-invasive esthetic treatments to combat aging has led to a vast surge in the use of electrical esthetic devices. Among these popular technologies are microcurrent electrical neuromuscular stimulation (MENS), high-intensity focused ultrasound (HIFU), and radio frequency (RF), which are specifically designed to transmit energy into biological tissue to bring about physiological changes.

ENERGY AND TISSUE

The skin serves as a barrier against external energy sources, and over 99% of the body's resistance to electrical current comes from the skin's surface. The structure, thickness, and tissue density of the skin can affect how much energy is transferred to underlying tissue, and the skin's response to electrotherapy depends on its properties. Various factors, such as transepidermal water loss, age, medications, nutrient deficiencies, and internal dehydration, can affect the skin's conductivity. Electrical impulses in the body are vital for life and are responsible for functions such as our heartbeat, muscular activity, and nervous system functions, originating in cells.

In the article "Evidences for Biofield," Dr. Igor Jerman notes that every living cell has an electric field of high intensity ranging from 107 V/M (volts to millivolts) to a low intensity below 70 mV (millivolts). When utilizing esthetic devices for facial or body treatments, it is crucial to consider that the human body can produce electricity and contribute to an overall electrical "field" between the body and the device.[1]



Biological tissue interacts with static and alternating electromagnetic fields across a wide range of frequencies. Static fields are low-energy fields that arise from electrical charges. An electric field is formed when electrical charges exert forces on each other, with like charges repelling each other and opposite charges attracting each other. The combination of iontophoresis and electro-osmosis is termed electrophoresis. The electrical field created allows for the transport of products.[2]

Human tissue responds differently to electromagnetic fields and various forms of electrotherapy. This response depends on factors such as the type of tissue and the cell's molecular composition. Additionally, the tissue's reaction is influenced by various characteristics of the electromagnetic field, including frequency, intensity, modulation, polarization, pulsing mode, instantaneous and average power, and total absorbed energy. Evidence shows that the electromagnetic properties of tissue change dynamically due to its natural activity, which impacts how biological objects respond to externally applied electromagnetic radiation.

According to Ohm's Law, the amount of current passing through tissue is determined by the voltage and the tissue's resistance. When using an electrical device, it's important to understand that the current first passes through the electrode, then travels through a gel or other medium, enters the tissue, and finally returns to the electrode. In electrophysiology, the Arndt-Schultz principle applies to all forms of electrical current, including esthetic devices. The physiological response is influenced by the amount of current used. Lower currents can stimulate physiological activity, but the specific effect depends on the type of current. Moderate levels of current can inhibit physiological activity, while strong currents can cause muscle wasting, discomfort, skin burns and depletion of ATP. Furthermore, when the voltage reaches 500 volts or more, the skin's resistance decreases, making the body more susceptible to current flow. The effectiveness of electrotherapy depends on factors such as current type, intensity, conductance, and the size and type of electrodes used.[3,4,5]

In cellular physiology, electrical impulses respond to various frequencies. Current can be applied to provide sufficient energy to alter cell behavior, while smaller currents are used to stimulate membrane activity, leading to cellular enhancement. Physiologically, stimulated cells carry out important activities as they trigger biological activities in the body. Although cells are electrically neutral, they have a negative charge inside and a positive charge outside. There are high concentrations of potassium ions inside the cell, and cell membranes favor permeability to potassium

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ions. While sodium ions inside a cell are at a low level, the concentration outside the cells is higher. A sodium-potassium pump in the cell membrane expends energy to maintain this imbalance.

The cell membrane is crucial for generating electromagnetic phenomena by separating charged particles to create a voltage, known as action potential. This separation occurs between electrically charged molecules, resulting in a difference between the two sides of the membrane and creating an electric potential. The stored energy, referred to as resting membrane potential, is facilitated by the imbalance of electrical polarization. The cell membrane effectively manages this energy by utilizing ions with positive charges, such as sodium, potassium, calcium, and hydrogen, as well as ions with negative charges, such as chloride, bicarbonate, and phosphates. This highly functional cell membrane allows electrical transmissions of force to cross the membrane, resulting in high intensity. The separation of charges is subtle, leading to low voltage, but it is enough to create potential energy. It should be noted that the body responds to low levels of current and human tissue does not require intense amounts of electrical energy for a device to "work".

Electrotherapy is most effective when:

1. The nature of the concern is confirmed;
2. The physiological changes necessary to create improvement or effect are determined;
3. The most appropriate modality or device is selected;



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4. An extended treatment plan is determined. It is essential to have a care plan with specific milestones to measure treatment success, and when practical work may need to be replicated.[5]

SENSORY RESPONSES

The skin's sensitivity to pressure and temperature varies from person to person due to factors such as dermis density, blood flow, circulation and hypothalamus function. Subcutaneous tissues, especially fat, can insulate muscle tissues against cold and heat, leading to individual variations in the body's response to treatments. Nerve terminals throughout the body are associated with receptors that sense sensory input. The brain reacts to these signals, resulting in responses in the skin.

There are three types of receptors: thermoreceptors (for heat and cold), nociceptors (for pain) and mechanoreceptors (for mechanical changes or pressure). These receptors transmit external signals to the spinal cord and then to the brain. Sensory nerves are distributed throughout the skin and subcutaneous layer, with the most sensitive receptor sites for temperature being the face, cheeks and lips. Most nerve fibers and endings are in the mid-dermis and papillary dermis. In the epidermis, sensory nerves are connected to keratinocytes, melanocytes, Langerhans cells and Merkel cells.

The epidermal nerves consist of free nerve endings, while the dermis contains free sensory nerve endings and various corpuscles. Peripheral sensory nerves can be classified based on the velocity at which action potentials travel through nerve fibers, such as Aα(alpha) fibers, Aβ (beta) fibers, Aδ(gamma) fibers and C fibers. Aβ and Aδ fibers are primarily sensitive to mechanical stimuli. The skin's nerves include a subset of sensory nerves that are responsive to both mechanical and heat stimuli, known as C fibers. C fibers are the predominant nerve pathway for detecting warmth, while Aδ fibers respond to gentle cooling. Selective C fibers become activated during exposure to extreme cold. It has been discovered through research that there is a connection between the trigeminal nerves and the innervation of facial muscles. Clients with trigeminal neuralgia may experience pain in the sensory territory of the trigeminal nerve due to nerve compression, which can also affect other facial nerves. Symptoms of trigeminal neuralgia can include a burning sensation or sudden shock-like pain that may last for several minutes.[5,6,7,8]



1. MICROCURRENT

Microcurrent (MENS) is a low-level, bipolar, alternating, and sub-sensory current, applied at less than 500 microamperes, which mimics the body's own biological current. This current can stimulate physiochemical reactions at the cellular level, activating ATP, collagen and elastin production. As a bioelectric current, it uniquely resonates with the human body and has dielectric properties with the skin. The micro-sized pulsating current aligns with energy channels, circulation, nerve pathways and the lymphatic network. Microcurrent devices use specific electrical frequencies and waveforms to increase cellular metabolism and work internally on muscle fibers and tissues. These frequencies can be aligned to muscle groups and reflex points, along with specific anatomical placement of probes. Applying the current to corresponding muscular regions encourages the "re-education" of distended muscles and assists in revitalizing habitual muscle patterns and atrophy due to the natural aging process and other external and internal influences. Muscle contracture requires ATP, and active muscles require a great deal of energy supported by oxygenation and nutrients. Microcurrents can increase protein and DNA synthesis.

The health of muscles depends on adequate nerve and blood supply. One of the main factors that affect compromised blood flow is the lack of oxygen in the capillary beds, leading to impaired basement membrane function. Without proper blood flow, oxygen and nutrients cannot reach tissues, and waste products of metabolism cannot be removed. Using microcurrent at recommended frequencies can effectively stimulate muscles, causing contraction and relaxation cycles to promote blood circulation. Muscles act as clearing stations for metabolic waste, which can be improved through muscular movement, electrostimulation and increased water intake. Muscles respond well to electrostimulation in small intervals and doses. Microcurrent technology mimics the electrical impulses from the brain and stimulates the Golgi tendon in the muscle, reinforcing its strength and providing definition.[9]

- Microcurrent range: Direct, pulsed: 300-500 microamps & a range of 20- 300 Hz for vascular and lymphatic stimulation.
- Increased peripheral blood circulation
- Vaso dilation improved venous function
- Improves vascular tone
- Stimulates angiogenesis
- Reduces inflammation
- Reduces edema
- Facilitation of lymphatic movement
- Increase protein synthesis, gluconeogenesis
- Improves cell metabolism and tissue repair[5]

Contraindications include pacemakers, metal plates, epilepsy, thrombosis, cancer, immunotherapy, chemotherapy, radiation, facial implants, and metal screws or pins.



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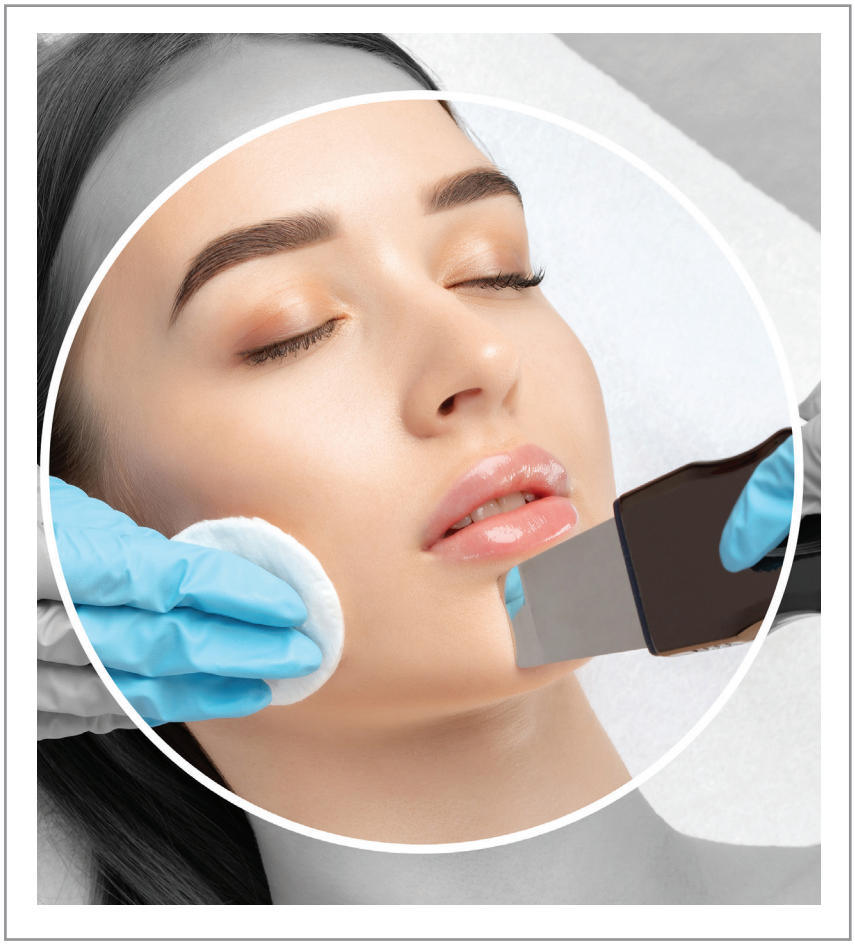

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2. ULTRASONIC AND CAVITATION

The medical field uses ultrasound at frequencies ranging from 2 to 15 MHz to detect anomalies in the body and visualize subcutaneous body structures. "Ultrasonic" refers to anything above audible sound, specifically frequencies over 20,000 Hz. Ultrasonic devices produce sound waves driven by an internal pressure force and should not be compared to other esthetic modalities, as they heat tissues by sound waves rather than by current impulse.

Ultrasonic esthetic skin devices typically operate at frequencies between 1 to 3 MHz and with duty cycles ranging from 20% to 100%. The duty cycle is the ratio between the pulse and the waveform of the electrical output. Duty cycles less than 100% are called continuous and are pulsed to protect the skin from becoming overheated. When the handpiece makes contact, sound waves propagate to stimulate various biochemical effects to assist in product penetration when using the round handpiece or spatula blade.

Cavitation with the spatula blade aims to provide ultrasonic exfoliation; however, due to the diameter of the spatula edge, sonophoresis is limited. Cavitation exfoliation is achieved by the applied water concentration on the skin's surface, the angle at which the spatula blade is held, the frequency range, and the heat generated by the spatula. The primary cleansing mechanism involves the "collapse" of the cavitation water through heat and oscillation, resulting in tiny breaks through the corneocytes and the enlargement of intercellular spaces. The depth of product ionization is determined by probe size and the frequency, with lower frequencies enabling greater penetration depth and higher frequencies facilitating less penetration depth. Low-intensity ultrasonic treatment alters cell permeability and helps re-absorb interstitial fluid. Additionally, it may cause a four-degree rise in core tissue temperature, leading to increased metabolic activity in the cells. Using ultrasound at 2 MHz and 1.5 watts per square inch for five minutes will increase the temperature by three degrees, aiding in oxygenation, phagocytosis, and the transport of cell wastes for removal. Additional frequencies: I MHz 1 million reps/sec 40 MM into tissue for the body, 2MHZ 2 million reps/sec 10-12 MM depth (facial tissue), 3 MHZ 3 million reps/sec 3-5 MM depth (facial tissue and hypertrophic scars).

Sonophoresis significantly enhances the absorption of topical compounds and serums by using sound waves to stimulate micro-vibrations and increase the kinetic energy of molecules within these agents. The level of ultrasonic intensity and the timing of application determines the amount of heat generated. Therefore, it is important to carefully consider the product ingredients to avoid significant molecular changes or degradation. Avoid using the following ingredients with sonophoresis: AHAs, sulfur, masks, acne products, alcohol-based

products, and any ingredient that could cause dryness or potential skin irritation when exposed to heat or friction. After treatment, you can use a spatula or sound head to help with the absorption of products.[5,10]

Contraindications include pregnancy, metal implants (near the face), facial piercings, bone diseases, oral blood thinners, skin cancer, moles, sensitive teeth and dental implants, recent cataract surgery, Retin-A, Differin, pacemaker, frail skin, active pustule acne, recent laser surgery or chemical peel. Do not use over the thyroid, carotid artery, over Botox or fillers received within 10 days.

3. HIGH-INTENSITY FOCUSED ULTRASOUND (HIFU)

The HIFU technique is used for facial rejuvenation, lifting, tightening and body contouring. It works by facilitating cellular damage and reducing volume in the target area through the coagulation process. HIFU involves the direct energy of targeted tissue using ultrasound, combined with an additional delivery of focused ultrasound energy. This application has been shown to create precise micro-coagulation zones from the deep dermis to the superficial musculoaponeurotic system (SMAS) and lead to gradual skin tightening through collagen contraction and remodeling. This is achieved by creating microthermal lesions with high-frequency ultrasound beams at the specific tissue site without damaging the epidermis and adjacent tissues. Unlike other thermal technologies, ultrasound frequencies offer low, but adequate amounts of energy that can reach the necessary tissue depth. Frequencies near 4–7 MHz have been found to be most useful for heat deposition, frequencies as low as 0.5 MHz for deep treatments, and frequencies as high as 10 MHz being used for skin treatments.

The optimal choice of focused ultrasound frequency is both application and technique-specific and exemplifies a balance between the desired treatment depth and the rate of heating. The total dose of focused ultrasound energy and the amount of time required to deliver the total dose of energy can be adjusted to achieve anticipated results. The ability to alter the delivery of the energy provides the flexibility of the modality. Commonly reported adverse events associated with this include transient discomfort during the treatment session, erythema, edema, and occasional bruising.

Contraindications: Infections or open skin lesions, active severe or cystic acne, implants (eg, pacemakers, defibrillators), metallic implants, treatment directly over keloids, dermal fillers and smoking.[10,11]



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4. PLASMA TECHNOLOGY DEVICES

The use of plasma devices has been growing in popularity in both medical and esthetic practices for a variety of purposes, such as treating acne scarring and achieving aspects of facial rejuvenation. However, there is a significant amount of controversy surrounding the technology, quality, and variety of devices available in the esthetic market. The complex nature of plasma and its components are subject to valid safety concerns. Components of plasma such as UV radiation, ozone, nitrogen oxide, and electrical current already have existing safety standards issued by national regulatory guidelines in the US, Canada and the EU. Manufacturers are to provide certificates of compliance, and users must receive hands-on training, as devices designed to arc on the skin can cause discomfort and burns. There are

instances in the esthetic market where devices marketed as plasma devices may actually function as cauterizing instruments, so it is crucial to acquire the accurate technical information before making a purchase.

Plasma is a form of matter that consists of positively charged ions and free electrons in proportions that offer little to no overall electric charge. Plasma devices rely on ionizing the air (ions, electrons and ROS) between the device tip and the skin to create plasma. The potential difference between these two points generates an arc, delivering the energy to the skin causing immediate changes to cell membranes and their sublimation. Sublimation is the process of turning a solid directly into a gas without becoming a liquid first, which prevents thermal damage to surrounding tissue. The clinical impact of plasma devices on the skin depends on factors such as tissue mechanical and electrical resistance, as well as the potential difference between the device tip and the skin.

Cold plasma technology utilizes oxygen and nitrogen and converts it to non-thermal plasma. Nitrogen plasma devices contain a gas tank and convert medical-grade nitrogen gas into plasma energy. This controlled heating of skin tissue avoids epidermal vaporization and instead focuses on improving the skin's structure, tone, texture and laxity. Neon plasma utilizes electrically charged inert neon gas to create a plasma field, which heats the skin sub-dermally. It produces less heat than nitrogen or oxygen and is similar to nitrogen plasma as it does not cause vaporization.[12,13,14]

Contraindications: Pregnancy, nursing mothers, metal implants, pacemakers, fever or current infections, cancers, all forms of hepatitis, varicose veins in the area being treated, bone disease, epilepsy, autoimmune disease, diabetes, keloid predisposition, fillers, thread-lift or botulinum toxin in the area being treated, Roaccutane, systemic illness, open wounds, body dysmorphia, allergy to anesthetic agent.

5. RADIO FREQUENCY AND HEAT TISSUE RESPONSES

Radiofrequency (RF) utilizes an alternating current to generate thermal energy within the skin by interacting with tissue resistance and is commonly used for tissue tightening. The successful transfer of RF energy relies on various factors, including tissue depth, electrode position, current intensity, application technique and exposure rate. When the current passes through the tissue, ions are drawn to follow the higher-frequency



Plasma Therapy device.

changes, resulting in ionic activity that resists the current flow and produces heat in the tissue.

In a medical spa or physician's office, monopolar devices utilize a single electrode with a grounding pad placed on the patient's body surface. An electric current is produced by the monopolar RF system, which is then transmitted through the skin and into the body, ultimately reaching the grounding electrode. This process heats the dermis to a temperature of 65°C to 75°C without affecting the epidermis. The monopolar RF has a penetration depth of about 20 to 25 mm, which is deeper than that of bipolar or unipolar RF systems.

Monopolar RF devices are commonly used for skin smoothing and tightening. However, due to their deep penetration depth, they may result in more frequent adverse events, such as pain and burning during treatment. Less common adverse reactions include erythema, headache, scarring, edema, fat atrophy and facial palsy.

A unipolar radiofrequency (RF) device has a single electrode and emits RF energy in all directions. It does not have a grounding pad in contact with the patient's body. The penetration depth of unipolar RF ranges from 15 to 20 mm.

Home-use RF devices offer a safer unipolar handpiece, although the power and efficacy are not comparable to those of higher-grade professional models.

The bipolar RF device has two electrodes and no grounding plate with one electrode as the positive pole, while the remaining electrodes serve as negative poles. The penetration depth of bipolar RF is approximately half the distance between the two parallel electrodes, about 2–8 mm.

Multipolar RF devices may also use three electrodes to deliver thermal energy. Bi and Tri polar devices help prevent overheating and tissue damage. Adverse events of bipolar RF therapy are limited to mild erythema

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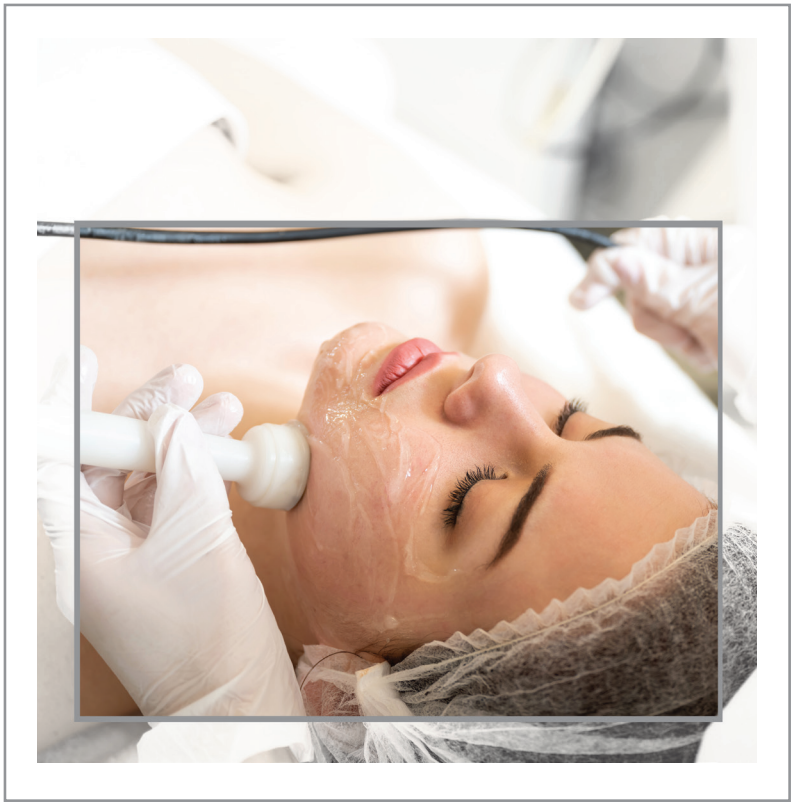
and swelling, which usually resolve a few days after treatment. The bipolar contact prongs serve as dual contact points, producing less heat than monopolar devices. Frequencies range from 1 MHz to 6 MHz, with power ranging from 40 W to 240 W. When applying radiofrequency (RF) to the face, it should be limited to 20 minutes, and a dense water-based contact gel should be used before and, if necessary, during the application. To prevent overheating of the skin, a cooling device at 40°F should be applied to the face before and after the session. The skin surface temperature should be maintained at around 100°F (38-40°C) and checked frequently with a digital surface thermometer during the application of each quadrant.

The advantage of using RF to heat tissues, compared to lasers, is that RF at lower frequencies can safely penetrate to a deeper level, helping to improve skin tone and structure and lift tissues. Benefits of RF treatment include promoting local metabolic activity, stimulating dermal collagen, increasing fibroblast activity, firming (with potential impact on both skin and fat), skin tightening, and reducing laxity and wrinkles.[5]



Radio frequency skin tightening treatment.

HSPS IN THE SKIN

There is speculation and concern about the potential for heat from esthetic devices to induce the production of heat shock proteins (HSPs) in the skin. HSPs, also known as stress proteins, occur naturally in the body and are present in all cells of all organisms. Different types of HSPs have varying functions, such as stimulating immune system cells like macrophages and dendritic cells. HSPs help regulate other protein molecules, maintain their structure, and signal the immune system to respond to pathogens or cancerous cells.

Fibroblasts are vital for maintaining the structure of the skin by producing collagen and the extracellular matrix. Under stressful conditions, fibroblasts produce heat shock proteins (HSPs). The presence of HSPs stimulates fibroblasts to multiply by triggering the production of a tissue growth factor called transforming growth factor beta (TGF-β). In addition to fibroblasts, inflammatory cells like neutrophils and macrophages also produce TGF-β. TGFβ affects the proliferation, differentiation, and mobility of fibroblasts. It also encourages increased production of connective tissue growth factor and type 1 collagen.

Collagen can degrade when exposed to specific temperatures, breaking hydrogen bonds within the collagen, resulting in the unwinding of triple helices, and the formation of a gel of random molecules. This leads to changes in tissue tension, shorter fibers, cross-linking, collagen remodeling and new deposition. Collagen contracture happens at different time and temperature combinations rather than occurring at a specific temperature event. Collagen denaturing occurs at temperatures above 149°F (65°C) and is influenced by both heat exposure and tissue hydration levels.

RF energy devices use heat to tighten tissue by relying on Heat Shock Proteins (HSPs). These proteins - HSP27, HSP47, and HSP70, assist in the regeneration of the collagen matrix. HSPs support the survival and replication of skin fibroblasts and aid in the production and assembly of structural components. HSP27 starts working quickly to stabilize

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cell proteins and prevent cell death. Following collagen deposition, the contraction of the collagen matrix is another key process that occurs after RF treatment. When fibroblast cells were placed in an artificial matrix of collagen and stimulated using platelet-derived growth factor and lysophosphatidic acid, they began to contract the matrix to strengthen it.

Cells that had high levels of HSP27 contracted the matrix more than cells that expressed low levels of HSP27. Fibroblasts overexpressing HSP27 were also better at migration and adhesion. This finding implicates HSP27 to be extremely important for the desired skin-tightening effect of RF therapy. HSP70 increases within the first two days to prevent cells from undergoing programmed cell death and stimulates fibroblasts to produce more HSPs. HSP70 assembles cellular proteins affected by heat treatment and helps determine what to repair and recycle. HSP47 is the collagen assembly protein; its levels rise within two days and continue to increase over the course of 10 weeks. The timeframe of HSP expression after RF treatment explains why clinical results become apparent within 2–4 weeks and then increase in the following months.[5, 15,16,17]

Contraindications: pregnancy, breastfeeding, active cancer, infections, viral conditions, metal implants, silicone face implants, epilepsy, oral blood thinners, recent fillers or Botox, cataract surgery, bleeding gastrointestinal diseases, chemotherapy, immunotherapy, diabetes, extensive varicose veins, recent IPL/laser, chronic inflammatory diseases, and connective tissue diseases.

RESEARCH AND INVEST WISELY

When incorporating electrotherapeutic devices into facial and body therapy programs, it is crucial to take into account the type and intensity of the energy they deliver, as well as the FDA classification of the device. Before making a purchase, get in touch with the manufacturer of the device to understand its energy parameters and FDA classification.

Investing in professional esthetic equipment that has been carefully researched and sourced, along with conducting comparative cost analyses, is a wise decision. Regardless of the device's size, type, or purpose, choosing quality is essential if you intend to use it frequently and expect it to have longevity, as advised by experienced professionals.

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Sulfur

by Marisa Sobotka

It's time to set the record straight on sulfur in skin care formulations. This trending ingredient is often referred to as "stinky," which can lead to many steering clear of sulfur in esthetic treatments and products. But, we're here to share the power of this ingredient for the treatment of acne and skin inflammation.

Sulfur is a yellow, non-metal element that has been used for centuries to treat skin conditions. A roman physician cited the first use of sulfur in a mineral bath for the treatment of acne in an early medical text called *De Medicina.* [1]

Skin Care Benefits

We know that this ingredient holds clarifying and healing properties for acne, so let's get into the nitty gritty of what else sulfur can do for your clients' in person treatments, along with in their at-home skin regimens. Sulfur works best for breakouts that are formed by a combination of dead skin cells and excess sebum because of its absorption properties. These breakouts can include milder forms of acne, such as whiteheads and blackheads.[4]

While sulfur holds many skin benefits for acne and skin clearing, there are a few ingredients that we recommend not mixing, in efforts to not cause further skin irritation. Avoid combining sulfur with other topicals that dry out the skin or exfoliate such as retinoids, benzoyl peroxide or salicylic acid.[5]

"Used for centuries and renowned for its ability to treat acne, sulfur works by reducing excess oil and unclogging pores, which helps to prevent and treat breakouts effectively. Additionally, sulfur has antimicrobial properties that combat acne-causing bacteria, further promoting clearer skin."
– Ellen Clark, Founder & CEO of Control Corrective Skincare

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Many who deal with excessive breakouts or cystic acne, often also deal with acne scarring. Sulfur has also been known to treat some of the scarring that occurs after acne or active inflammation has been healed. Because sulfur dries up and removes dead skin cells, it has also been found to reduce the appearance of scars for brightening affects.[6]

"Sulfur is particularly valuable for clients with sensitive skin or mild to moderate acne as it's relatively gentle and can be used daily." – *Stephanie Criscione, Director of Education and Acne Clinic for Face Reality.*

In The Spa

You can easily find this ingredient in many popular skin care products, with many of these products targeting acne and damaged skin. A great example of this is the Face Reality Sulfur Spot Treatment, which instantly sooths redness and active acne lesions.

When in the treatment room, this ingredient should be a go-to for any clients dealing with breakouts or inflammatory skin conditions, as sulfur's skin properties can purify the skin and absorb access oils that can lead to acne. A product that utilizes these clarifying powers is the Zo Skin Health Zein Obagi Sulfur Mask.



Other brands that feature sulfur in their professional products include the Dr. Dennis Gross Clarifying Colloidal Sulfur Mask and the Control Corrective Skincare System Sulfur Calming Mask. It is clear to see that this ingredient holds endless potential in acne formulations, and is often used in mask formulations for effective skin treatments.

Why You Want It

Sulfur is a star acne ingredient and can be used in multiple forms within your services for clients suffering from breakouts and inflammation. Whether incorporated in a mask or in your favorite retail spot treatment, this ingredient is a strong recommendation for acne sufferers. When your clients come to you for the ingredient that will do the most for their inflamed skin, this should be your new go-to.

We also encourage you to share the potential of sulfur for sensitive skin. Many of your clients are dealing with skin inflammation, but because of the sensitive nature of their skin, have to steer clear of harsh ingredients that can cause further reactions. Sulfur can be an ingredients for this specific client, therefore boosting your results and overall ROI. So, we urge you to set sulfur's smell aside, and take advantage of what this ingredient can do for your acne and inflammation services.

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NOW TRENDING
TEEN SKIN CARE INGREDIENT DO & DON'TS

Listen up esties! Here is what's buzzing in the spa industry.



As an esthetician, have you found yourself scrolling through social media and feeling frustrated by the often-misleading information on skin care treatments and products recommended by influencers without an esthetic license? There are many trendy products that go viral on social platforms, with the most recent string grabbing the attention of a younger population of consumers.

The specific products that have become all the rage with this clientele contain potentially harmful ingredients like retinol, added fragrances and harsh exfoliants. This miseducation has prompted a need in the esthetic industry for the professionals to step up and be the voice of reason for teen/tween clients, or for the parents of the clients of this age group. Here are ingredients that are not recommended for teen clients, and what to recommend instead.

DON'T: Retinol/Retinoids

The use of retinols by tweens who are not under the care of a skin care professional or doctor are at particular risk for further damage to the skin by overuse, not following intended instructions (pea size application vs. several "influencer sized pumps") and not protecting the skin from the sun. These products increase the cellular turnover rate, and teens don't need a higher cell turnover—or thinner skin.

DO: Gentle Exfoliators

For those experiencing a common condition like acne, use something gentle like l-mandelic acid at a low percentage or a gentle salicylic product. Lactic acid is also a great alternative to gently exfoliate the skin and prevent discolorations without leading to sensitivities.

DON'T: Fragrances

The chemicals that can be found in these fragrances have the potential to cause increased irritation or reactions. Fragrances contribute to a product's aroma, but may increase sensitivities and lead to irritation or dermatitis. Instead, help tween clients invest in products that are natural and fragrance free, only incorporating aromas from botanical extracts.

DO: Simple Skin Care Routine + Daily SPF

A natural, professional skin care regimen that is dedicated to sensitive or young skin is perfect for teen clients. Gentle products that also reduce sebum like lemon and grapefruit peel oils are a safe choice for this age group. If tweens and teens want to get in on the skin care trends, a gentle cleanser, a skin-type appropriate moisturizer and an SPF can be a great start.

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In The Know

by Susanne Schmaling, Esthetics Council

The latest regulatory updates happening in the spa industry.

KEYS TO A COMPLIANT PRACTICE

As a recap from our July regulatory column, we discussed why California is increasing their citations for estheticians using certain devices. There is a huge misunderstanding happening with our board on what the scope of practice for estheticians should be, with many regulators seeing it as a subset for cosmetology with less education.

The question we need to ask ourselves as an industry is: what really is the future of esthetics? Our job is not just to sell a product line, use a certain device, or be an internet influencer but to provide services to help our clients improve and sustain their skin health. Our priority always must be the client, this includes safety, care, and personalization of all treatments.

When it comes to making sure your career is sustainable, your business or place of employment should be safe and compliant. Here are some must follow tips.

1. **Education and Training**. Keep up with ongoing education to stay informed about new treatments and legal changes. Knowing the legal scope of your practice helps avoid unintentional violations. Always have adequate training before performing a new service. Sorry-Social Media videos don't cut it especially with advanced modalities. It's a good overview but not the type of training you need for safety and good results.
2. **Understand Medical Supervision.** Working with licensed medical professionals can expand your service offerings while ensuring compliance with the law. However, be cautious about states with corporate practice of medicine laws. This is a very problematic issue within our profession as many services really should not be classified as a medical procedure like microdermabrasion which is not allowed without supervision in Michigan.
3. **Clear Communication with Clients.** Be transparent with clients about what treatments you can legally perform. Refer clients to medical professionals for procedures outside your scope. Remember you are their skin health coach; we are often the front line to identify skin problems early and a timely referral can make a huge difference in some disease outcomes.



4. **Be Wary of Exaggerated Claims & Advice**
Often, we want to market our services using claims from manufacturers. With many manufacturers this is not a bad thing with others you need to be wary. The FTC is very clear about misleading consumers, it's essential for you to fully understand product or device claims and not overpromising results. Anything that sounds like a medical claim from a manufacturer can impact you. Also, please do not follow advice from a manufacturer that may put you at risk. For example, recently I was informed of a manufacturer providing advice to put a sign up on the door of a treatment room that states the area is outside of the jurisdiction of the cosmetology board inspectors. This is not legal and does nothing more than bring attention to the fact that you may have out of scope modalities being performed. Furthermore, if a facility is performing any services that fall under cosmetology statute they must have a facility license. This includes a medical practice or med-spa setting as well.

The fast evolution of the professional skin care industry requires estheticians to be vigilant about legal standards. Remember, you're a licensed professional who has worked hard to get here, cares deeply about the safety of your clients, should be fairly compensated and be treated with respect.



Susanne Schmaling, a Licensed Master Esthetician, Certified Laser Technician and published author with over 29 years of experience, has made significant contributions to the spa industry. Her career spans sales, spa and medical spa ownership, and development of esthetics curricula, notably the Pivot Point Fundamental Esthetics for North America. She co-founded a digital personalization company in the US Beauty market and frequently presents at prestigious international conferences. As CEO and founder of the Esthetics Council, Susanne champions estheticians' scope of practice issues in the US. She holds advanced qualifications in instructional design, creating over 50 eLearning courses and numerous workshops on diverse topics like skin science, business mastery, and client retention. Susanne is a member of the Skin Inc. advisory board.

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