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Courtesy of Monique Jacobson, Licensed Aesthetician, Zemits Expert Provider, Mazatlán, Sinaloa, Mexico
@moniquejacobsonskincare

The treatment included 6 sessions of HydroDiamond Facial™ with Zemits DermeLuxx® Pro and Zemits Serums.



Client: 27 years old
Skin Concerns: Combination skin, sporadic acne outbreaks, lack of hydration
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Courtesy of David Siado, Licensed Aesthetician, Zemits Expert Provider, Miami, FL & Dallas, TX
@davidsiado

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Number of treatments performed: 1 session



Courtesy of Yuliya Koval, Licensed Aesthetician, Zemits Expert Provider, Skin Story Studio, NY
@skin_story_studio

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Courtesy of Jeff Mendoza, Licensed Aesthetician, Zemits Expert Provider, Skin Factory, LA
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SKIN INC. CREATORS OF FACE & BODY
The Event for Serious Spa Professionals & Owners

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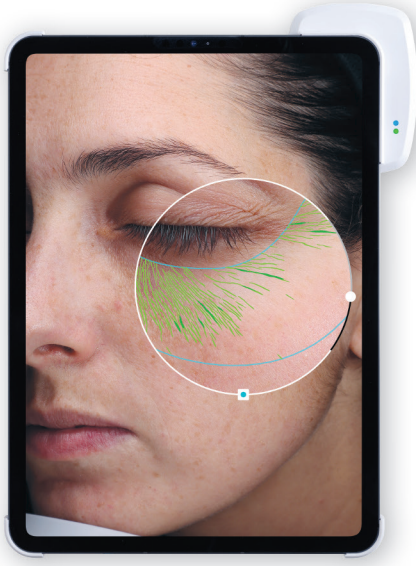

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On My Radar



KATIE ANDERSON
Editor in Chief
kanderson@allured.com

Brows With Wow

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

Eyebrows are such an important facial feature, not only for their ability to frame the eyes and balance facial symmetry, but also for the functional roles they provide by keeping moisture out of the eyes and expressing emotion. If we didn't know how important brows were, we certainly found out during COVID, when we relied heavily on our brows to help convey the emotion that our mouth couldn't. Brows (and lashes for that matter) can be big business for spas. Below are some new and time-tested brow products for you to check out



1 Dramedy
R+Co.

Hair care brand R+ Co. recently entered the brow space with the introduction of Dramedy Instant Eyebrow Tint Kit. This pro kit includes everything you would need for a tint service, including: the gel activator, colorant, dual-sided brush and work palette. It is offered in four shades: light brown, medium brown, dark brown and black. It is said to provide color and definition in under three minutes without smudging, and it lasts for four weeks. *randco.com*



2 RapidBrow Eyebrow Enhancing Serum
Rapidlash (distributed by Rocasuba)

This one has been around for awhile but has stood the test of time. A blend of fortifying proteins, stimulating peptides and nourishing ingredients allow RapidBrow to make fuller, healthier eyebrows a posibility for clients. In as little as 60 days, brow density is improved, brow hairs are healthier and the brows look thicker. *rapidlash.com*



3 Grande Brow Fill Volumizing Brow Gel
Grande Cosmetics

Brows can get unruly, but shaping them can seem like a daunting task for some. Make eyebrow enhancing a breeze for clients with this brow gel. It helps to tame brow hairs and hold them in place. It also contains conditioning peptides to improve the health of brows, and volumizing mini fibers help brows be more full. Although it holds brows in place, the formula promises to never be crunchy. *grandecosmetics.com*



4 60 Second Brow Kit
The Look by Joi

While I was attending the recent Cosmoprof Miami in January 2025, I met my new friend Joi Mebane, and she introduced me to her kit that promises to easily produce beautiful brows in only 60 seconds. I was intrigued. Indeed, Joi's brow stencils and brow powder make brow enhancing easy. The kit even includes an angled brush to apply the powder. After the stencil is removed, a highlighter stick is included to define the area, followed by Joi's fixing gel. *thelookbyjoi.com*

Images courtesy of the manufacturers

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circadia.com

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Exo Lips Hydra Healing Lip Balm

Exoceuticals

exoceuticals.com

Exoceuticals utilizes exosomes to protect and hydrate the lips in this new lip balm. This advanced formula supports skin cell renewal and collagen synthesis, soothing dry, chapped lips while shielding against environmental stressors. Just a tiny bit of this concentrated balm is all you need to achieve soft, nourished lips with a natural glossy finish.



Cherry Truffle Antioxidant Firming Mask

Osmosis

osmosisbeautypro.com

Osmosis brings skin a big dose of antioxidants in its Cherry Truffle Antioxidant Firming Mask. Cocoa and cherry extracts serve as antioxidants to protect skin and promote cell turnover. Rice starch helps improve barrier function and control oil. Albumen protein firms and plumps while enhancing hydration.

Images courtesy of he manufactureres



.02 Casmere Touch

Borboleta

borboletapro.com

Borboleta has taken everything lash artists love about their .03 Cashmere Touch lashes and created a .02 size. This faux-mink volume lash extensions tray features a full lineup of lashes for artist to fill sparse lashes, create textured spikes or create dramatic looks with up to 25D fans. You can choose your curl level, diameter, and favorite length to create unique lash looks. The saturated, rich black shade makes every eye color pop. The foil backing on every lash strip makes it easy to place and remove onto a lash palette without leaving any sticky residue.



Plump Up Pretty

Farmhouse Fresh

farmhousefreshgoods.com

This long-lasting, high-shine lip treatment visibly plumps and perks up the look of lips by up to 40%. Peptides plump the lips while hyaluonic acid helps attract and retain water to make lips look smoother and firmer. Pomegranat helps improve the look of lips, while rainbow chard and beet extract offer vitamins K, C and A. Avocado, vitamin E, olive and jojoba oils nourish and moisturize th elips. The silky, dewy formula glides on smooth, leaving your lips glossy with a beautiful blush tint.



A-R Control

BIOFOR

www.biofor.co.il

A-R Control is a multifunctional skin care treatment to renew skin by improving texture, brightness and firmness, making it ideal for softening fine lines, reducing enlarged pores and revitalizing aging skin. It combines high-performance ingredients like 20% azelaic acid and retinol to smooth skin texture, balance cell renewal and reduce imperfections. Supporting agents such as niacinamide, bisabolol, Centella asiatica, and vitamin B5 further enhance its effectiveness by addressing a range of skin concerns. Beyond addressing specific concerns, A-R Control strengthens the skin barrier and regulates skin functions, enhancing overall skin health..

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

AWARDS & RECOGNITION

Knesko Wins For Innovation

KNESKO Skin, a leader in advanced skincare solutions, proudly announces that its Body Serum from the iconic Gold Repair Collection has won the ISPA Innovate Award from the International SPA Association. This recognition marks the second consecutive year that KNESKO has been honored with an ISPA Innovate Award, winning Best New Product 2023 for Facial Skincare and Best New Product for Body Care in 2024. These back-to-back wins underscore the brand's dedication to providing groundbreaking wellness solutions for its spa partners worldwide. *knesko.com*.







Circadia Awarded In Latin America, Mexico and The Caribbean

Circadia is honored to win 14 prestigious awards in the 2024 Spa & Wellness MexiCaribe Awards, a publication representing the Spanish-speaking demographic in Mexico, the Caribbean, and Latin America. Circadia's recognized products span a wide range of categories, including: Best Cream Cleanser (Amandola Milk Cleanser), Best Sensitive Skin Product (RoseEase Relief Cream), Best Probiotic Face Product (Pre & Post Biotic Nourishing Mask), Best Retinol/Vitamin A Product (Vitamin A Boosting Cream), Best Brightening Serum (Bright White Serum), Best Anti-Aging Mask (Alpha Gel Mask + Amino Acid Complex Powder, Best Revitalizing Mask (Snow Algae & Spirulina Cooling Mask), Best Eye Cream (Full Circle Eye Repair), Best Lip Product (Lip Renewing Hydrator), Best Men's Night Moisturizer (Nighttime Repair Cream Plus), Best Men's Grooming Product (Men's Grooming Kit), Best Beard Product (Hydralox), Best Body Firming Product (Firming And Shaping Gel), Best Spa Robe (Circadia X Mansfield) and Best Spa Uniforms (Circadia X Noel Asmar). *circadia.com*

OPENINGS, MOVES AND GROWTH

The Spa by Equinox Partners For Menopause Treatment

The Spa by Equinox Hotels has partnered with Stripes Beauty, a pro-aging beauty and wellness brand empowering women in the menopause transition through education, community, and innovative solutions, to address the needs of women navigating hormonal change. This partnership addresses the multifaceted physical and emotional needs of women through perimenopause and menopause, bringing confidence and accessibility to menopause care and sexual health. The brands are partnering to launch an innovative spa treatment circuit, thoughtfully curated in-room offerings and retail offerings at The Spa by Equinox Hotels. *equinox-hotels.com*

ANNIVERSARIES

Spavia Celebrates 20 Years



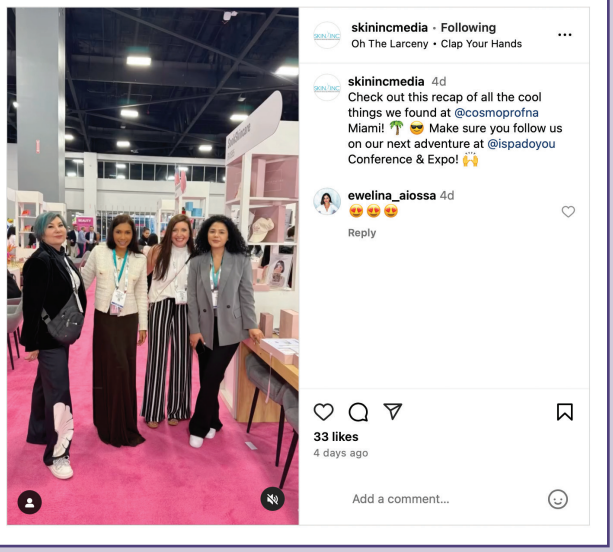
As Spavia Day Spa celebrates its 20th anniversary, the resort-inspired day spa franchise is reflecting on two decades in the spa business. Looking back on its development momentum in 2024, Spavia recently opened four new day spas and signed several franchise agreements to break into untapped markets like Kansas and South Carolina, bringing the brand's footprint to 59 locations across 23 states. This Spring, the brand will take another step forward with the launch of Sway, a wellness club designed for urban millennials. As the brand advances in its national expansion and the growth of Sway, Spavia is embarking on an ambitious franchise development phase, with a target of reaching 200 locations within the next decade. Spavia is strategically focused on expanding into major metropolitan areas across the United States, with an initial focus on cities within Arizona, Florida, Georgia, Texas, Tennessee, North Carolina and South Carolina. Additionally, by strengthening its partnerships with celebrity-backed brands such as FarmHouse Fresh, Comfort Zone, IMAGE Skincare and Pure Fiji, Spavia has continued to elevate its result-driven services and retail offerings. *spaviadayspa.com*

Photos courtesy of companies featured.

Tuning In

Editor's Picks

We LOVE going to beauty shows to meet new people and see what new technologies and products are on the market! See what we saw recently when we went to Cosmoprof Miami.



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Waxing During Weight Loss Medication

By Cali VanAelst, L.E.

Who hasn't seen a friend or client after some time, only to be surprised by their sudden weight loss? Are they ill? Crash diet? Nope, it's the Ozempic! Suddenly it seems everyone is taking a GLP-1. As licensed professional estheticians, it's crucial to stay informed about medical advancements and medications that can affect the skin's appearance and condition. After all, the skin is the largest organ and our focus.

One such class of medications that has gained widespread attention is GLP-1 receptor agonists (glucagon-like peptide-1), including drugs like semaglutide (Ozempic, Wegovy), tirzepatide (Mounjaro) and liraglutide (Saxenda). These medications are primarily used to manage obesity and diabetes, but they are increasingly prescribed for weight loss due to their effectiveness.

Slated as a miracle drug, their popularity has boomed in the last couple of years. Mayo Clinic says research has found that some of these medicines may lower the risk of certain serious health conditions, such as kidney disease, heart disease, heart failure and stroke. These medications can also help to control insulin levels and control the amount of sugar made by the liver. Many people who take these medications may also see their blood pressure improve. But, it's not clear whether these benefits are from the medicine or a result of weight loss. Some people lose up to 20% of their body weight.

Whether injected or taken orally, these medications give hope for people who struggle with chronic diseases like obesity and diabetes. Because of the success of these drugs, people looking to lose a mere 10 or 15 pounds while preparing for their wedding or a reunion are also finding great results.

Side Effects of Weight Loss Drugs

GLP-1 medications are generally safe, but there are possible side effects. Mayo Clinic cites common side effects of nausea, vomiting, diarrhea and headache. Low blood sugar and allergic reactions are more serious side effects. Pancreatitis and cancer are very serious risks. Anyone taking GLP 1 medication should seek immediate medical attention if severe vomiting and diarrhea, severe pain or tenderness in your belly, inability to pass gas or move your bowels, jaundice (yellow skin color) or other side effects should arise. However, while many people experience significant weight loss, they may also contend with loose or sagging skin, which is a side effect of losing weight quickly and also losing muscle mass.



Those that lose large amounts of weight, also often experience lax or sagging skin.

When you lose weight quickly, your body uses the energy stored in your muscles and fat for fuel. This can result in muscle loss, even if you're also eating well and exercising. According to Baton Rouge General, a recent study showed that those taking Ozempic, or any form of semaglutide, lost on average 60% fat and 39% muscle mass. In another study that looked at those taking Zepbound, or the active ingredient tirzepatide, showed that patients lost roughly 25% muscle and 75% fat during treatment.

This introduces new challenges when performing esthetic services. While facial massage and extractions may become more difficult, the biggest issue is with waxing, as it poses the most risk. Below, I've outlined important considerations and techniques for safely and effectively waxing clients who have used or are currently using GLP-1 medications and dealing with skin laxity or loose skin.

Understanding the Effects of GLP-1 Medications on Skin

GLP-1 medications work by mimicking a hormone in the body that regulates blood sugar and appetite, resulting in weight loss and muscle mass. While they are effective, this rapid weight loss can leave clients with loose, lax skin. As skin stretches and then retracts with significant weight loss, its elasticity may be reduced, making it more prone to irritation, bruising and damage.

For estheticians, understanding how these medications affect the skin is essential to providing safe and effective waxing services. Loose skin, especially when it's in areas that are frequently waxed, such as the bikini, upper legs, underarms and face, can be more delicate and require extra care during the waxing process.

1. Assess the Client's Skin

Before waxing, it's important to thoroughly assess the skin's condition. This is particularly critical for clients on GLP-1 medications. Loose skin can be fragile and more prone to injury, such as tearing, bruising or lifted skin. Check for the following.

Skin Texture. Loose skin may have a thinner, more fragile texture, making it more sensitive to the removal of the wax.

Skin Hydration. Proper hydration is key. Loose skin may be drier, which can lead to greater sensitivity. Encourage your client to hydrate well in advance of their appointment, both internally and externally. Hyaluronic acid is the key ingredient to look for.

Pre-existing Issues. Look for signs of irritation, stretch marks or other issues that may have resulted from rapid weight loss. These areas might require special attention and care and if extreme, may be a contraindication.

Image by Retan at Adobe Stock

2. Tailor Your Waxing Technique

When working with clients who have loose skin, adjusting your waxing technique is important to avoid injury and ensure a smooth, effective service. Here are some tips for waxing delicate or loose skin.

Gentle Tension. Loose skin can easily stretch, so be sure to hold the skin taut but not overstretched when applying wax. Gently securing the skin in the direction opposite of the wax removal will help minimize discomfort and reduce the risk of skin damage.

Smaller Sections. Wax in smaller sections to give more control over the wax and to avoid unnecessary pulling. This also helps with reducing pain and irritation, which is important when working with delicate skin.

Light Pressure. Use lighter pressure when applying the wax. Excessive pressure may cause the skin to stretch and increase the risk of tears or bruising.

Sensitive Areas. Be particularly cautious with areas of the body where skin is more prone to damage, such as the bikini area, the face and definitely between the butt cheeks, which often experience the noticeable effects of loose skin after weight loss.

3. Adjust Waxing Products and Tools

Switching to products designed for sensitive or delicate skin can greatly benefit clients with loose skin due to GLP-1 medication use. Here's what to consider.

Gentle, Low-Temperature Wax. Opt for a low-temperature wax that is less irritating for sensitive and fragile skin. Stripless or hard wax can be particularly beneficial for sensitive areas.

Pre- and Post-Wax Care.Invest in pre- and post-wax products that focus on hydration and calming the skin. For pre-waxing, use a gentle cleanser, followed by pre wax oil. After waxing, apply calming products to help reduce irritation. Aftercare is crucial when waxing clients with loose skin, as it helps prevent complications and promotes healing.

Recommend hydration during aftercare, as well as avoiding sun exposure. Encourage your client to hydrate their skin regularly, internally with water intake and externally with hydrating products. Remember hydration means water. Recommend that clients avoid sun exposure for at least 24 hours after waxing to reduce the risk of irritation or pigmentation changes.





4. Client Consultation and Communication

Communication with your client is essential before beginning any waxing treatment, but it is especially important when waxing clients on GLP-1 medications. During the consultation, discuss if there are any areas where they may experience particularly loose or sensitive skin. Be sure to ask if they are experiencing any side effects from the medication, remembering that vomiting or diarrhea cause dehydration that will affect the skin.

Be transparent with your client about what they might experience from the waxing service. They may experience more redness or irritation than usual, particularly in areas with looser skin. There is an increased risk of lifted skin especially if precautions aren't taken. Waxing clients who have taken GLP-1 medications and now have loose skin requires a more nuanced approach to ensure both safety and efficacy.

By carefully assessing the skin, adjusting techniques, using appropriate products, plus maintaining clear communication, estheticians can provide a high level of service while minimizing risks. With the right precautions and care, estheticians can help clients feel confident and pampered while navigating the challenges of loose skin post-weight loss.



Cali VanAelst, L.E. has been a licensed and practicing cosmetologist and esthetician since graduating from Pivot Point in 1989. She is currently the training director for Cirépil by Perron Rigot. She was selected by New City as the "Best Waxer in Chicago" and has been featured in both Allure and Chicago Magazine as one of Chicago's best.

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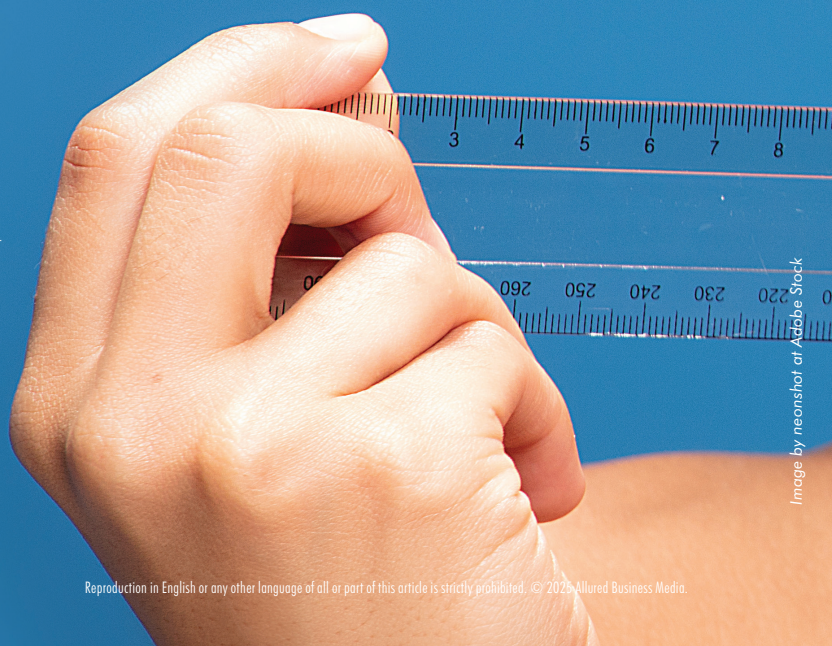
How To Create Naturally Dimensional Brows

By Jaclyn Peresetsky

The natural brow movement is a trend that celebrates the unique beauty of each person's eyebrows and encourages people and enhance their own natural shape. This movement puts the natural brow back in the spotlight and gives all spas and salons an opportunity to offer brow coaching and services focused on natural brow enhancement. Small, meaningful improvements in your client's brows can be the most transformative. Many clients may have seen "over the top brows," and this kept them away from seeking out a brow consultation.



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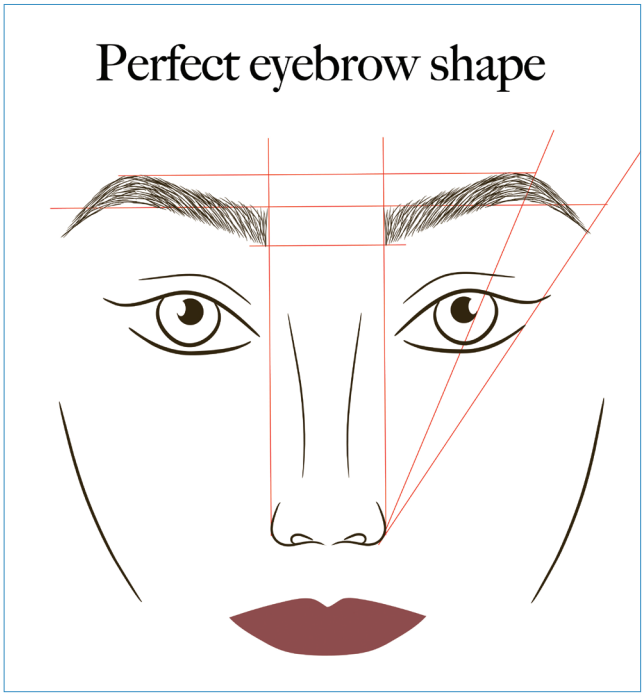
Add On: Brow Analysis

A great way to kick the natural brow trend off at your spa or salon is to offer a brow analysis as an add-on service or a stand-alone service with extra time for brow tinting, brow waxing or brow tweezing. This is a great way to draw new interest from your existing client base.

A natural brow analysis is all about analyzing the bone structure of the face, specifically the orbital bone, the natural hair growth of the brow and where the natural arch is positioned. In addition, it is important to recommend what brow services and/or brow products can be offered to enhance and define their natural eyebrows, so they leave the service with a game plan and/or beautifully enhanced natural brows.



To start a brow consultation, you want to begin with studying the natural curve of the brow bone and identifying where the brow hairs are positioned relative to the generalized brow measurements. It is important to ask the client what their brow goals are and what they have tried so far in regard to services or tools in defining their brow shape. The client's feedback will give you a good idea where their comfort level is when it comes to advice, services and products you should suggest.

As beauty pros, we need to put aside our need to meet the perfect brow measurements and work with what the client has to enhance the client's natural brow traits. Sometimes this is difficult for those brow artists that are perfectionists; however, the client's comfort level and what is easy for them to recreate is most important in building their natural brow confidence. Brow artists may have a tendency to want to steeply arch the brow for a super lifted and youthful look, but the skin in the brow area may already have laxity and the brow hairs are growing lower than where the artist would prefer to see them so it can be difficult to visualize any other shape.



A great way to understand the natural shape is to softly sketch the brow following the client's bone structure along with the their positioned brow hairs that are present along the brow bone with a white pencil (white is less severe and doesn't make clients panic as they understand that it is an experimental sketch color to identify shape). Take a step back and look at where their natural brow arches and sketch this area followed by the brow tails then lastly, adding definition to the fronts. Make sure to have cotton swabs or microbrushes pre-soaked makeup remover so you can easily erase parts you want to take off or redraw. It is important to make sure the client knows this is an exploratory process. This brow sketch will give you an overall positioning of the client's natural brows. It is helpful to take before photos and after sketch photos as a reference and discuss a game plan for your client. Then, recommend removing the excess hairs that are not within the brow shape via tweezing or waxing and trim the brow hair where needed.

Recommended Services and Products

Most often, when it comes to services, it is easiest to recommend a brow tint to start as it is a way to give their natural hairs some enhancement.

During the brow analysis, if a client is fed up with penciling their brows in and desires a more permanent solution, you could recommend a micro shade semi-permanent makeup solution. A well-trained permanent makeup artist could be on staff, or you could have one sub-contract so you can have these services available to your clients.

As a permanent makeup artist myself, I know that offering a more permanent solution for clients can be life changing and when done well, it looks very natural.

Left to Right: Image by Anna at Adobe Stock, Image by EdNurg at Adobe Stock

It also can be done very softly to give your client a guideline if they want to have soft shading that they can add to. They always feel much better when their brows are already on when getting up in the morning!

Adding Brow Products

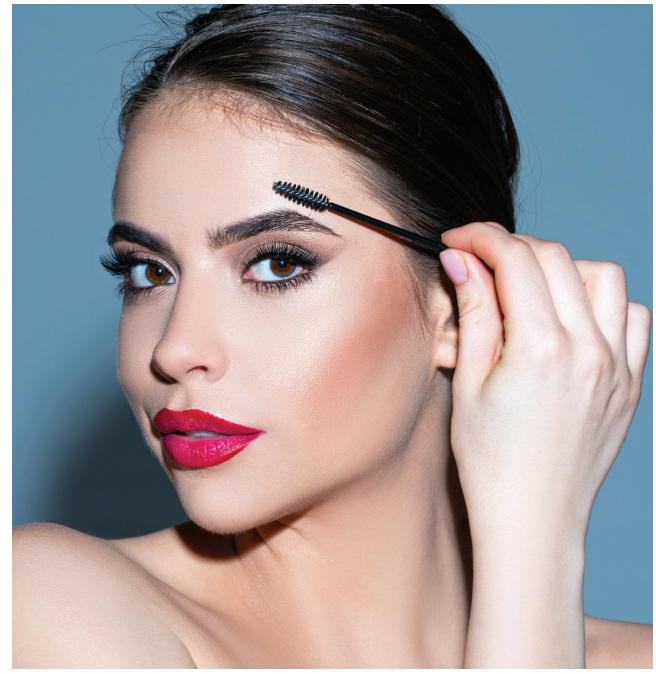
Then following the service, you can recommend cosmetic products to fill their brows in. You should always show them how to use these products, as it is too easy for us as beauty pros to take for granted the knowledge we already possess and can forget your client may not be familiar with how to use these products and may be too embarrassed to ask for additional instruction.

Showing the client how to blend and not over fill the brows can make all the difference in preserving their natural brow look. When looking at what retail brow products to carry, it is important to consider your client's different dexterity, ability to see and to ensure they have proper landmarks to know where to stop and start. Also consider what products would be easiest for them to use on a daily basis.

Consider brow pomades, brow pencils, tinted and clear brow gels, and brow highlighters. One of the keys to capturing a natural brow shape is keeping the brows dimensional. If you look at someone that has a full natural brow shape, you will notice their brows hairs have different tones and shades, and they are not one flat shade. That is why overfilling the brows a flat color can make them look fake and overly done. Recommending a few brow products to create a softer, more dimensional look will not only look more natural, it reduces mistakes of over doing one product.



For example, I always recommend a client that wants more precision in their application use a brow pencil; however, they also use a brow gel to comb the hairs on top in place. This not only blends the brow pencil, but it also diffuses the colors. If I have a client who prefers to fill in their brows with an angle brush and a pot of brow pomade, I always recommend they purchase a brush with a spoolie on the end for blending as well as a brow highlighter crayon. Brow pomades sometimes tend to get to wide and thick so adding a highlighter on the brow bone can prevent a flat eyebrow look.



Take A Picture

Once the ideal natural brow look is complete, make sure you take another picture so they can use it as a reference when later trying to recreate the look. The before and after pictures really do show the client how much better their features are framed when they have naturally enhanced brows.

Marketing Brow Options

When marketing your natural brow options, it is important to have a lot of before and after photos and list the services done so clients can see that your spa or salon offers these natural brow solutions. Posting the before and after pictures on social media and creating signage throughout your facility will encourage your audience to discover their own brow potential. Becoming a beauty destination that teaches embracing our natural features is always a mission that deserves attention.



Jaclyn Peresetsky is an esthetician and owner of Skin Perfect Wellness Spa. She is known as the go-to expert in the greater Columbus, Ohio, area for microcurrent treatments, custom blend makeup, eyebrow design, color theory and custom skin care. She is also the author of The Power of Your Colors, and she is working on her second book, The Journey to Perfect Skin. She also has a patent-pending color identification system created to better identify unique color characteristics for choosing makeup.

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Non-negotiables For Beautiful -Sleep-

By Erika Lauren

"I am just so tired at the end of the day, I can barely take my makeup off." How many times have we heard or could relate to that? When clients fail to see lasting results with their skin, they're often not following at-home recommendations. Top reasons are lack of time and exhaustion. We know that no matter how well we do our part in the treatment room, it's essentially "back into a pumpkin at midnight" if they don't do theirs.

Words alone won't always work, but we can guide them to a lasting glow by simplifying the system. While it may not be how we, as skin care professionals, always do things, it is certainly better than a makeup wipe or nothing. Besides, aren't we sometimes busy and plagued with fatigue too? Enter the bedside beauty ritual era, the answer to our esthetic prayers, where you can keep everything but the kitchen sink in your nightstand because it's only the bathroom sink you'll need. This brings me to the one requirement for this rewarding ritual.

One Cleansing Rule

We can offer a solution and promise our clients better skin if they follow one important step first: to do a proper cleanse at the sink so they can easily continue their skin care routine at the bedside. "I understand the exhaustion, but I need you to at the very least, wash your face thoroughly with a cleanser and lukewarm water, even if you didn't wear makeup, and then you can do the rest in bed."

It is essential to give them an impressionable "why" by reviewing the removal of comedone-clogging makeup, dead skin and free radicals to create a prepped skin surface for optimal product penetration. Ask them, what's the point of this serum and night cream if it can't pass through the debris-ravaged gates of air pollution and makeup?

I like to give them the French women's philosophy that for every night cleansing your skin is skipped, one ages three days. That sticks!

Clients commit when they realize that to enjoy their full beauty supply, a proper skin cleansing routine is the only step they need to stay on their feet a little longer. In turn, everything we get them to do during the "easy part" will yield the lasting skin goal results sought after. For best results, this will be a two-step cleanse incorporating step one with micellar water or an oil-based pre-cleanse, and step two with their chosen cleanser. Don't forget eye makeup remover.

The Ritual: Tranquility Checklist

Give your clients (and yourself) the homework of creating tranquility in the bedrooms. Not only will this enhance a skin care experience, but it will improve the quality of sleep. We know that chronic poor sleep hygiene is related to premature aging. Studies support that low-quality sleep is associated with diminished skin barrier function, revealing extrinsic aging signs such as dark under-eye circles. Creating an environment that promotes consistently setting aside 5-10 minutes of self-care is an excellent sleep hygiene practice. This ritual in a soothing space clears the mind after a long day and prepares you for true beauty sleep.

The Bed Is Important

Are the linens comfortable and fresh? Easy sale: some of our online suppliers offer the same comfortable bedding we use for spa rooms in retail sizes for homes. Trending beauty pillows with cut-outs for side sleepers and silk pillowcases promise a crease-less nights' sleep as they can be gentler on the skin and hair, leading to the reduction or elimination of hair breakage and fine lines from skin pulling, tugging or squishing.

Furthermore, what does your esthetic bed have that a bedroom may not? I'd leave the paraffin vat and hand warmers to the pros, but a heated blanket would be a nice touch. The room Is it quiet enough, dark enough, airy and comfortable? Air purifiers, humidifiers, and blackout curtains are significant aspects to evaluate when creating a tranquil space. Humidifiers can be crucial in certain climates and during dryer times of the year, particularly in homes with forced hot hair heating.

To set the mood, one may benefit from hazardless flickering battery-operated candles, sound machines or essential oil diffusers. The ideal temperature will be 65°F-69°F; with a humidity level of 40%-60%. Keep track of this with a small hygrometer and thermometer on your nightstand. With the stage set, develop an unwinding routine that trades in your phone and television for soothing spa music, audiobooks, or the golden sound of silence. It's giving spa-ahhhh already.



Consider offering bedding options in your retail.

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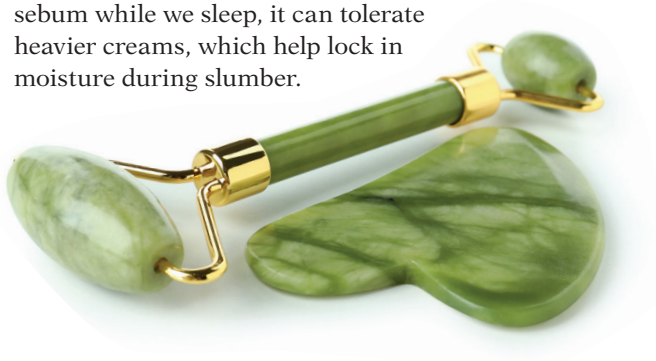
A proper cleanse at the sink should always preceed the nightstand ritual.

The Accoutrements

The nightstand should have at least one drawer because you'll need it to house your products and devices. Consider a mini-fridge as storage if cryotherapy is your thing. This idea came to me when I had an always-forgotten-when-left-downstairs prescription cream that needed refrigeration (some high-strength vitamin C and eczema products often do). Eye pads, creams, cryo globes and rollers feel best when chilled. Bonus: the gentle hum is soothing like a sound machine.

The Must-haves

Our skin undergoes the same reparative process as our body during circadian rhythm, working to reverse daytime damage and sustaining higher levels of product penetration. This process is why most PM products are rich in active ingredients supporting collagen formation during cellular turnover. Since our skin produces less sebum while we sleep, it can tolerate heavier creams, which help lock in moisture during slumber.



At the very least, layer freshly prepped skin with a night-specific serum and moisturizer. You can apply these in 30 seconds, and your spa night has just begun, so now what?

Devices and Sculpting Tools

With fewer distractions, there's more attention to detail in the intentional movements required by gua sha stones, jade rollers or microcurrent and LED devices. The best results yield from a devoted five minutes with any of these treatments. Oil-based serums with aromatherapy give the perfect glide for most tools and enhance your level of relaxation.

Chill Time

To ice the cake, de-puff and cool down your skin with the aforementioned cryo treatments. Doing this at night can not only aid in drifting off to sleep, but cold therapy also reduces inflammation and improves barrier function and muscle recovery. Address muscle or joint pain areas with cooling topicals or mineral-rich body mists.

The Forgotten Extras

Don't let your products expire! After your serum and night cream, this is a great time to add products like hand cream, eye serum and cream, lip masques, cuticle oil, aloe socks, overnight masks, and overnight spot patches. Look through your collection and pull out the products that you know will be the best used when they're nightstand handy. Okay, sleeping beauties, it's flameless-candle lights out.

Woke Up Like This

How restful was your sleep? Better yet, your skin is looking better than ever. Your skin has undergone revitalizing repair thanks to a successful skin care routine and quality rest. When the alarm goes off, roll off the side of the bed to your pink fuzzy slippers and robe. Get yourself over to a mirror. Yes, you just woke up like this. It was effortless, and I'll bet you have more energy to do it again tonight.



Erika Lauren is a writing graduate, licensed esthetician and airbrush tan specialist from Massachusetts, currently residing in Virginia where she runs her business, Art + Sol. Her nightstand contains everything mentioned above, and then some.

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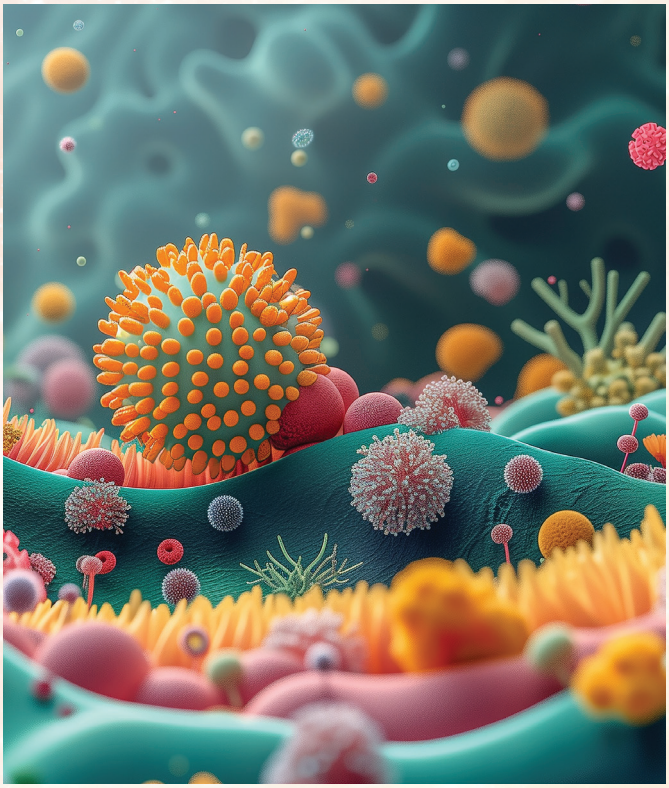
Maintaining the Skin MICROBIOME During Hair Removal

Pre, During, and Post-Care Strategies

By Shannon O'Brien and Radek Pielczyk

As Salon owners and beauty professionals, staying at the forefront of skin care advancements is crucial. The skin microbiome, a dynamic and delicate ecosystem, plays a pivotal role in maintaining overall skin health. This article explores how to protect and nurture the skin microbiome during hair removal treatments such as sugaring, ensuring optimal skin health for clients before, during, and after their appointments.



Up to 90% of the barrier is made up of microorganisms.

Understanding the Skin Microbiome

The skin is home to trillions of microorganisms, including bacteria, fungi and viruses. This microbiota creates a protective barrier that defends against harmful pathogens, regulates inflammation and supports overall skin integrity. Studies suggest that up to 90% of this barrier is made up of microorganisms, with the remaining 10% consisting of epidermal cells.

The microbiome's composition varies based on factors such as age, environment, skin care products and even hair removal methods. Disruption of this balance can lead to issues such as redness, sensitivity and inflammation. Therefore, any intervention, including hair removal, must consider the microbiome's role in skin health.

Understanding the microbiome also involves recognizing that every individual's skin is unique. Factors like genetics, diet, lifestyle, and even stress can impact microbiome health. For instance, clients with sensitive or reactive skin may have a microbiome that is more prone to imbalance, requiring extra care and attention during treatments.

Pre-Treatment: Preparing the Skin

Preparing the skin before hair removal is critical to minimize microbiome disruption and support recovery. Pre-treatment care should focus on cleansing, exfoliating and nourishing the skin without stripping its natural oils or beneficial microorganisms.

Steps to Follow

1. ***Gentle Cleansing:*** Use a microbiome-friendly cleanser containing prebiotics like inulin or chicory root extract. Avoid products with harsh surfactants, synthetic fragrances or alcohol, which can disrupt the microbiome. Cleansing should be thorough yet gentle, ensuring that dirt and oils are removed without compromising the skin's natural barrier.
2. ***Exfoliation:*** Recommend mild exfoliation 24-48 hours before treatment to remove dead skin cells. Opt for scrubs with sugar or other natural exfoliants that are gentle on the skin and free of harsh chemicals. Avoid aggressive exfoliation, which can weaken the skin's barrier. Educate clients about the importance of exfoliating in moderation to maintain healthy skin.
3. ***Hydration:*** Ensure the skin is moisturized with a product that includes hyaluronic acid or glycerin. This helps maintain skin elasticity and minimizes trauma during hair removal. Hydration also supports the skin's barrier function, making it more resilient to external stressors.
4. ***Protective Barrier:*** Applying products rich in probiotics can strengthen the skin's natural defenses. Look for formulations with Lactobacillus or fermented extracts to balance the microbiome. Probiotic-infused serums can be an excellent addition to pre-treatment care, particularly for clients with sensitive skin.

During Treatment: Protecting the Skin's Integrity

The hair removal process, particularly sugaring, temporarily disturbs the skin's barrier and opens hair follicles. Choosing the right technique and products can minimize this disruption and support the skin's resilience.

Best Practices

1. ***Hygienic Practices:*** Use high-quality, microbiologically pure sugaring products. These should meet stringent manufacturing standards to ensure minimal contamination and maximum safety.

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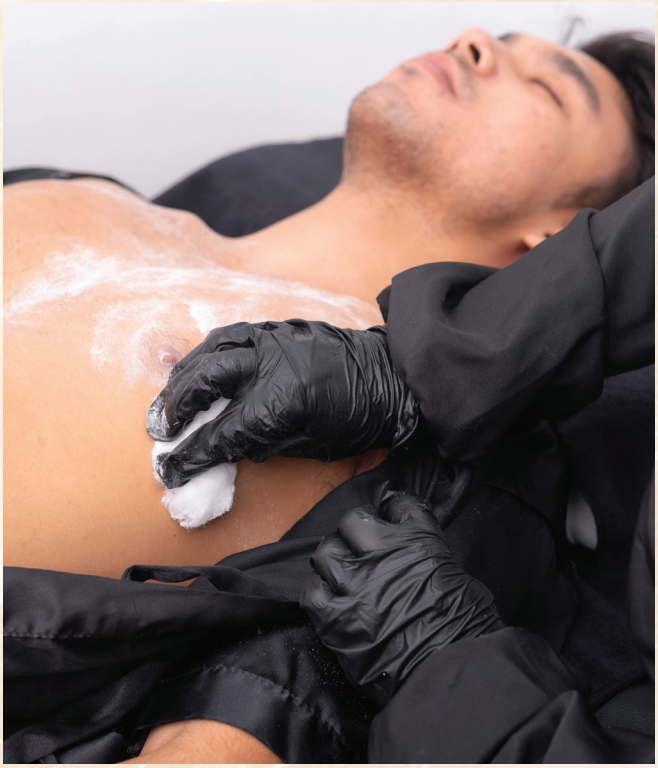
Explain to clients how the cleanliness of tools and products directly impacts their skin health.

2. ***Technique:*** Ensure that the sugaring paste adheres properly to the hair, not the skin. This reduces irritation and preserves the integrity of the microbiome. Proper technique also minimizes the risk of pulling or tearing the skin, which can lead to inflammation.
3. ***Soothing Agents:*** During treatment, use cooling or soothing gels that contain microbiome-friendly ingredients like aloe vera or bisabolol. These ingredients calm inflammation and support the skin's natural repair processes. Additionally, having a calming environment during the treatment can reduce stress for clients, indirectly benefiting their skin.

Post-Treatment: Restoring Balance

Aftercare is essential to help the skin recover, reduce inflammation and prevent issues like ingrown hairs. Using the right products and practices can significantly enhance post-treatment recovery and maintain the microbiome's balance.



Avoid cleansers with harsh surfactants, synthetic fragrances or alcohol.

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Key Ingredients for Post-Care



1. ***Aloe Vera:*** Renowned for its soothing and moisturizing properties, aloe vera calms irritated skin and accelerates healing. It is especially effective for addressing redness and discomfort immediately after treatment.
2. ***Witch Hazel:*** An astringent and anti-inflammatory agent, witch hazel helps reduce redness and irritation. Its natural properties make it a go-to ingredient for sensitive post-treatment skin.
3. ***Bisabolol:*** Derived from chamomile, bisabolol provides anti-inflammatory and antimicrobial benefits. It supports the skin's healing process while reducing discomfort.
4. ***Prebiotics and Postbiotics:*** Ingredients like inulin and Lactobacillus support the microbiome, reduce inflammation, and promote faster recovery. These ingredients work synergistically to restore balance to the skin's ecosystem.
5. ***Panthenol:*** Also known as provitamin B5, panthenol repairs the skin barrier and enhances hydration. Its ability to penetrate the skin deeply makes it an ideal ingredient for post-care products.
6. ***Chamomile and Rose Water:*** These natural ingredients calm the skin, reduce redness,and provide relief after treatment. Their gentle nature makes them suitable for all skin types.

Aftercare Education

1. ***Avoid Fragrances:*** Advise clients to use fragrance-free products to prevent irritation and allergic reactions. Fragrances can disrupt the microbiome and cause unnecessary stress to the skin.
2. ***Hydrate:*** Post-treatment hydration is essential. Recommend products with glycerin, urea (at concentrations up to 5%) or hyaluronic acid to retain moisture and support skin repair. Emphasize the importance of consistent hydration for maintaining skin health.
3. ***Address Ingrown Hairs:*** Use products containing exfoliating agents like salicylic acid, lactic acid or gluconolactone. These help prevent ingrown hairs by promoting gentle exfoliation and maintaining



Hydration after hair removal can help clients avoid ingrowns.

skin clarity. For clients preferring natural options, consider salicylic acid derived from wintergreen oil.

4. ***Mechanical Exfoliation:*** Encourage clients to exfoliate 2-3 times per week using sugar or salt scrubs. These scrubs should be free of oils on days close to sugaring treatments to ensure proper adherence of the paste. Offer guidance on how to exfoliate without causing irritation.
5. ***Sun Protection:*** Chemical exfoliants can make the skin photosensitive. Advise clients to use a broad-spectrum sunscreen with SPF 30 or higher post-treatment. Sun protection is vital for preventing hyperpigmentation and other sun-induced issues.
6. ***Hygienic Product Use:*** Ensure all post-care products meet microbiological purity standards. Opt for trusted brands with rigorous quality controls to minimize contamination risks. Educate clients on how to store and handle their skincare products properly.

Preventing Ingrown Hairs

Ingrown hairs are a common post-hair removal issue caused by trapped hair unable to break through the skin. While sugaring naturally reduces the risk, factors such as tight clothing, insufficient hydration, and lack of exfoliation can still contribute to their occurrence.

Recommendations

1. ***Hydration:*** Urea (above 5%) and plant-based oils can soften and moisturize the skin, making it easier for hair to grow out. Suggest using these products consistently for best results.
2. ***Exfoliation:*** Incorporate both chemical and mechanical exfoliation into the aftercare routine to prevent hair from getting trapped under dead skin cells. Educate clients on the balance between effective exfoliation and overdoing it.
3. ***Targeted Ingredients:*** Suggest products with anti-inflammatory essential oils like tea tree or eucalyptus to reduce swelling and soothe the area. Highlight the importance of patch testing to avoid allergic reactions.
4. ***Lifestyle Adjustments:*** Advise clients to wear breathable, loose-fitting clothing post-treatment to reduce friction and irritation. Small lifestyle changes can have a big impact on skin health.

Sweet Results = Happy Clients

Maintaining the skin microbiome throughout the hair removal process is essential for achieving optimal results and ensuring client satisfaction. By adopting microbiome-friendly practices and products during the pre-, during, and post-treatment phases, professionals can provide a holistic approach to skincare that supports overall skin health. By prioritizing high-quality, microbiologically pure products and educating clients on proper aftercare, you're not only promoting healthier skin but also setting your business apart as a leader in the industry. Empower your clients with the knowledge and tools to protect their skin microbiome, and watch as they return for the exceptional care you provide. With the right approach, you can foster trust, loyalty and a reputation for excellence in your field.



Shannon O'Brien is the founder of Love2Sugar. She coaches estheticians and cosmetologists around the world on how to improve their sugaring techniques and build multiple figure skin care businesses through sugaring. She is the host of The Sugar Show podcast, motivational speaker, author, and owner of SugarMama's Beauty Collab in California.



Beginning his journey in Poland in 2008 as a cosmetology student, **Radek Pielczyk** swiftly established himself as an innovator in sugaring and cosmetic formulations. By 2009, he founded Dermaepil. With over 30 unique formulations to his name, Radek now leads Radeq Lab in The Netherlands. In 2022, under his guidance, the lab launched the world's first microbiome-friendly sugar paste.

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Sugaring Sensitive Skin
AND WHEN TO SAY NO

By Shawna Rocha

Sensitive skin isn't confined to the face; it can manifest all over the body. For clients with sensitive skin, sugaring offers a gentle, effective hair removal option. Unlike waxing, sugaring removes hair while preserving the skin's barrier and stratum corneum. It's ideal for clients with sensitive skin, because it's less painful and minimally irritating.

Why Sugaring Works for Sensitive Skin

Sugaring involves removing hair from the roots using a paste made from natural ingredients: sugar, lemon and water. It can be used on nearly any part of the body, from the face to the toes, including underarms, arms, legs and Brazilians. The paste is applied at room temperature, avoiding heat that can aggravate sensitive skin. Additionally, sugar only adheres to hair and dead skin cells, preventing the removal of live skin cells, unlike wax which can strip the skin and increase the risk of reactions or infections.

Sugaring's benefits for sensitive skin are numerous. Its all-natural formula minimizes the risk of allergic reactions, making it a safe choice for clients with delicate or reactive skin. The paste's water solubility ensures that any residue can be easily washed off without leaving an oily film, enhancing the client's comfort. Another advantage is that hair doesn't need to grow as long as it does for waxing, yet the results last longer. Additionally, the process is gentle, reducing pain, redness, and irritation, making it especially suitable for sensitive clients. Finally, sugaring is an environmentally friendly option, as the biodegradable paste doesn't rely on strips or disposable tools, reducing waste.



Consider cooling tools to soothe the skin after sugaring.

Proper Sugar Type

Choosing the right sugar consistency is crucial. For arms and legs, softer sugar works well, while firmer sugar is preferred for underarms and Brazilians. The sugar type often depends on the esthetician's skill and the area being treated. Experienced estheticians can adjust the sugar consistency depending on environmental factors like room temperature or the client's body heat, ensuring optimal performance during the session.

Slow and Steady Molding

Sensitive clients may need extra time. Schedule these services with additional time to ensure thorough care and minimize the risk of adverse reactions. Slow, deliberate molding techniques help avoid multiple pulls in the same area, reducing redness, pain and inflammation.

Molding involves applying the sugar against the direction of hair growth with a smooth and even pressure. For sensitive skin, this step should be performed methodically, ensuring that every area is properly prepared for hair removal.

Appropriate Flicking (Removal)

Proper flicking technique is key to a successful sugaring session. The removal motion should resemble an airplane taking off—never pulling straight up, as this can damage the skin. Follow-through with the flick ensures an efficient and less painful process. Flicking should be done in the direction of hair growth to minimize breakage and reduce the likelihood of ingrown hairs. With practice, estheticians can perfect their technique to ensure consistent and effective hair removal with minimal discomfort.

Shorter Sections

Working in shorter sections improves precision and minimizes discomfort. Smaller pulls are less likely to cause irritation and allow for better control over the process. For clients with particularly reactive skin, smaller sections also reduce the risk of overworking an area and causing unnecessary stress to the skin.

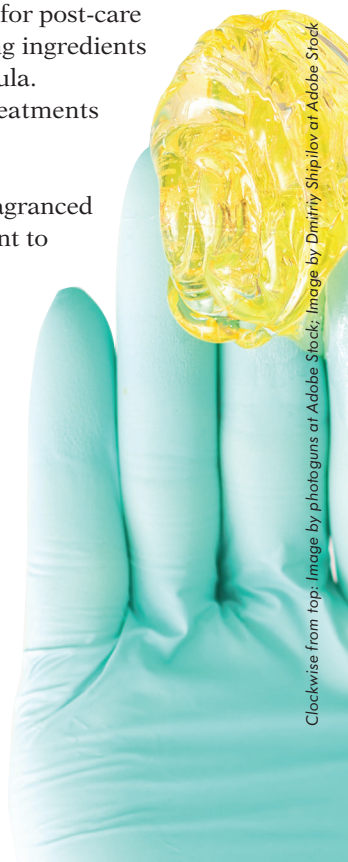
Controlling Redness and Inflammation

Sensitive skin requires a post-care strategy to reduce inflammation and redness. Consider using the following:

1. ***Cooling Tools.*** Ice packs or cooling globes soothe the skin.
2. ***Anti-Inflammatory Products.*** Look for post-care products with calming and hydrating ingredients like aloe vera, chamomile or calendula.
3. ***LED Therapy.*** Use low-heat LED treatments to reduce inflammation without exacerbating sensitivity.
4. ***Gentle Cleansers.*** Avoid harsh or fragranced products immediately after treatment to prevent further irritation.

Pre- and Post-Care for Sensitive Skin

Pre- and post-care is essential to maintaining healthy skin and preventing adverse reactions. Pre-care involves ensuring the skin is clean and hydrated, while post-care focuses on calming and protecting the skin. Recommend home-care routines that include gentle exfoliation, hydration and moisturization to strengthen the skin barrier and minimize reactivity between appointments.



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Effective and Gentle Products for Sugaring

Using the right products during sugaring services can make a significant difference, especially for clients with sensitive skin. Begin with talc-free powders to ensure the skin stays dry without irritation. Use sensitive skin-friendly cleansers to prepare the area, removing impurities without compromising the skin barrier. During or after the service, apply serums with gentle active ingredients designed to address ingrown hairs and soothe inflammation. These products help maintain the skin's health while reducing the likelihood of adverse reactions.

Common Issues Across Different Body Areas

Full Face. Watch for severe wrinkles, inability to pull the skin tight, rashes, scaliness, excess skin from weight loss or aging, poor barrier function and severe dryness. Delicate areas like the eyebrows and upper lip require extra precision. Use softer sugar and adjust flicking techniques to suit the area.

Underarms. Watch for bumps, redness, inflammation, ingrown hairs, broken hair, dryness, rashes and immediate reactions. Underarms are prone to sweat and bacteria, so ensure proper sanitation and post-care advice to prevent irritation or infection.



Clockwise from top: Image by ViDi Studio at Adobe Stock, Image by okskukuruza at Adobe Stock



Ensure proper sanitation and post-care with underarms to prevent irritation.

Brazilians and Booties. Watch for thinning skin due to hormonal changes, existing rashes, redness, bumps, extreme dryness,and scaliness.

Intimate areas. Clear communication with the client is essential. Use firmer sugar for effective removal ,and take extra care to avoid overworking the skin.

Arms and Legs. Watch for difficulty holding the skin tight, bumps, redness, inflammation, ingrown hairs, broken hair, rashes, and immediate reactions. Longer body areas may require additional time to ensure thorough coverage. Shorter sections can make the process more manageable and comfortable for the client.

Hands and Feet. Watch for time constraints, difficulty holding the skin tight, bumps, redness, inflammation, broken hair, rashes, and immediate reactions. Hands and feet often have coarser hair and more uneven surfaces, so adjust techniques accordingly.

Knowing When to Say No

It is crucial to recognize when a client's skin is not in a suitable condition for hair removal. At times, sensitive or sensitized skin may be too compromised to undergo any form of hair removal safely. Skin health issues can arise on different areas of the body and at varying times, making a thorough evaluation essential before proceeding with any treatment. Even though sugaring is one of the gentlest hair removal methods available, there are circumstances where it may still pose risks to sensitive clients.

Declining to perform the service not only safeguards the client but also protects the esthetician's professional integrity. Always assess the skin's condition carefully and prioritize health over proceeding with the treatment. Refusing service is a professional right and responsibility. It is a measure to ensure that neither the client's skin nor the esthetician's standards are compromised. When the skin shows clear signs of being unable to tolerate the process, it's important to explain the reasons and provide alternative care recommendations or suggest rescheduling the appointment for a later time when the skin has healed. There are instances where sugaring, even though gentle, may not be suitable for sensitive skin clients. Refusing service protects both the client and the esthetician. Always evaluate the client's skin before beginning any treatment.



Reasons to Refuse Service

- Skin is not healthy enough for hair removal.
- Service could damage or compromise the skin's barrier.
- Client experiences abnormal pain or burning.
- Presence of bleeding, excessive swelling, or heat in the skin.
- Difficulty removing hair even with altered techniques.
- Hormonal changes causing issues with hair thickness.
- Signs of skin rashes, reactivity, or poor barrier function.
- Contraindications for hair removal are present.



Sugaring is a more environmentally friendly hair removal option.

A Positive Experience

Sugaring is a fantastic hair removal method for clients with sensitive or sensitized skin. By understanding the nuances of sugaring techniques and prioritizing the client's skin health, estheticians can provide a safe and comfortable experience. However, knowing when to decline service is equally important to ensure the client's safety and maintain professional integrity. With the right approach, products, and techniques, sugaring can transform hair removal into a positive and empowering experience for even the most sensitive clients. These services can bring in more service revenue, increase retail sales, and attract a larger number of clientele.



Shawna Rocha is the owner of Awaken Day Spa in California and Washington. She developed a love for helping clients with compromised and sensitive skin and strives to gain additional knowledge, and education. Since becoming an esthetician, Rocha has completed multiple advanced courses in Oncology Esthetics, Immuno-Esthetics and has specialized training in sensitive skin and holistic therapies. She holds several certifications, including one in NCEA and has become the director of education for Hale and Hush Skincare. Rocha's current passion is writing blogs and articles regarding the skin care industry.

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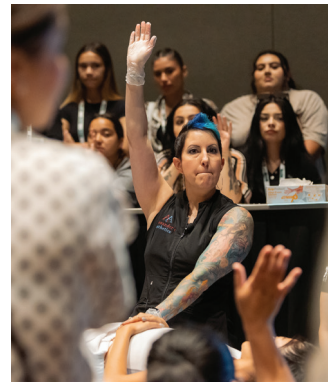

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HOW TO AVOID REACTIONS IN MALE WAXING

By Chanel Mak

We're witnessing a significant rise in men embracing beauty and self-care. Grooming isn't just for women anymore; men are stepping up and taking pride in their appearance. Whether its brow shaping, facial waxing, body waxing or even intimate waxing, it's trendy for a man to prioritize his personal grooming. The idea that these services are exclusively for women is outdated and simply inaccurate—men deserve the same care and consideration for their grooming needs.

As professionals, it's our duty to dismantle these myths by embracing inclusivity and recognizing that men deserve quality grooming just as much as anyone else.

Top Men's Waxing Services

If you're still uncertain about offering services to men, start with the essentials. Here are the top three trending waxing services you can introduce to men today.

1. Brow Shaping/Waxing
2. Chest Waxing
3. Back Waxing

By providing these foundational services, we can create a welcoming environment that encourages men to explore grooming options while dispelling misconceptions along the way. As professionals, it's essential to go the extra mile to minimize adverse reactions and irritations.



Chest and back waxes on men sometimes result in bad reactions.

Bad Waxing Reactions

One of the main reasons men hesitate to return for waxing appointments is due to poor post-waxing reactions, particularly after chest or back waxes. We need to understand why this happens.

First of all, the hair is denser, thicker and the skin we are working on is also thicker. Men's skin is generally thicker; therefore, they also has a higher production of sebum. Poor aftercare conducted by our client adds insult to injury after a bad post-waxing reaction.

While we provide standard aftercare instructions for every client, regardless of gender, what more can we do to ensure our male clients feel confident about returning every 4-6 weeks? In this article, I'll share three practical tips I incorporate into my waxing services for men to ensure the skin is partially treated properly before they leave my studio. These strategies can make all the difference in turning a one-time client into a loyal regular.

Wax Matters

Choosing the right wax is more important than you might think, especially when working with male clients who have dense, thick hair. The type of wax you use can make or break the experience. A high-quality synthetic resin-based wax designed for sensitive skin is essential. Treat the chest and back areas as though you're working on delicate, sensitive skin to minimize irritation.

For added benefits, select a wax that is free from fragrance, colorants and common allergens. A "less is more" approach significantly reduces the likelihood of adverse reactions, ensuring a smoother and more comfortable experience for your client.

Mandatory Add-Ons

Rather than offering add-ons as optional, consider incorporating them directly into your service. Adjust your pricing to reflect the added value and extended service time. This approach not only enhances the client experience but also elevates the overall treatment. Here are a few effective add-ons to consider:

Cooling Globes with Serum. Treat the skin as you would for someone with sensitivity. Choose a serum with anti-inflammatory properties to help control sebum and soothe the skin before your client leaves. Cooling globes further calm the area, reducing inflammation and minimizing bacteria growth by thoroughly cooling the skin.

High Frequency. For a quick, results-driven add-on, high-frequency therapy is a game-changer. It produces ozone with antimicrobial properties that help kill acne-causing bacteria, preventing folliculitis and prevent ingrown hairs. Additionally, it reduces erythema, calms inflammation and accelerates healing. *Note: Do not use on pregnant clients, those with metal implants or areas with broken capillaries.

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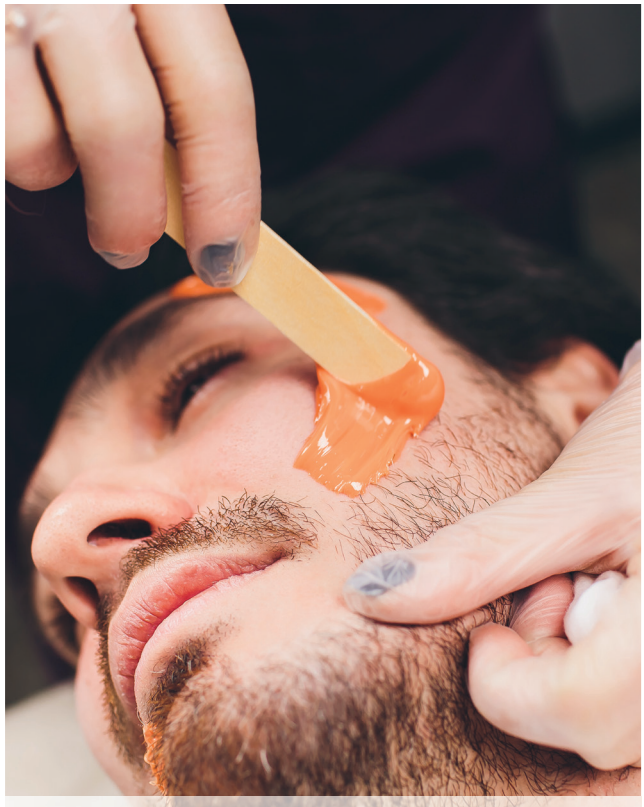


End a wax session with a soothing mask.

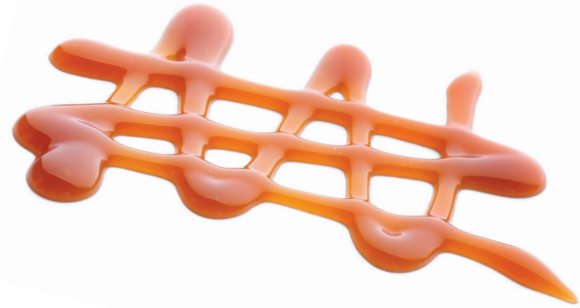
Mask. Elevate the experience by ending the session with a soothing mask. It adds a touch of luxury and relaxation to an otherwise uncomfortable service. This is also a great opportunity to upsell additional waxing services, such as brows, nose or ear waxes, especially if you're already working on a chest area.

Incorporating these thoughtful add-ons can transform your service into a comprehensive, high-value experience, ensuring clients leave satisfied and eager to return.

Proper Client Education

The most crucial tip for ensuring a great waxing experience is client education. It's vital to inform clients—especially male clients—about the potential after-effects of waxing, why they occur and how you'll work to minimize them during the appointment. Additionally, explain what they need to do afterward to maintain optimal results.

For new clients, take a moment before their appointment to discuss proper preparation. Advise them to exfoliate the area at least a week prior, nourish their skin and hair, and ensure they bring a clean shirt to wear after their session. Proper preparation can significantly reduce irritation and improve outcomes.



To encourage adherence to aftercare, consider sending clients home with a small bag of sample products you retail. By putting the right products directly in their hands, you eliminate excuses for skipping aftercare and set them up for success. You can choose whether to include this in the initial appointment only or provide it at every visit. Be sure to adjust your pricing accordingly if you decide to include these samples regularly.

This approach not only helps ensure excellent results but also provides an opportunity to boost your retail sales. When clients see the benefits firsthand, they're more likely to purchase full-sized products, enhancing their experience and your business.

A Positive Experience for Men

The rise of men's grooming is a reflection on today's beauty and self-care, where inclusivity and education take center stage. By prioritizing high-quality products, thoughtful add-ons, and proper client education, we can debunk the myths surrounding waxing and create a positive experience for all clients including men. When we begin to focus on understanding their needs and delivering services with care and precision, we not only help men feel confident about grooming but also build trust and loyalty that keeps them coming back.

As professionals, it's our responsibility to set the standard for safe, effective, and inclusive grooming practices—transforming discomfort into a smooth and desirable result. Men deserve a seat at the grooming table, and with the right approach, we can ensure they feel welcome, respected, and well-cared for every step of the way.



Chanel Mak has been a certified esthetician since 2012. In addition, she is certified in both laser hair removal and electrolysis. She co-owns On the Q.T. Salon and Spa with her husband, where she specializes in waxing and facial skin therapy. She has recently been promoted to Caronlab Master Educator of North America and is thrilled to share her knowledge and experience.

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Spring Skin

Rejuvenate skin for a brighter, healthier complexion with these devices and products.

1. **Clear Skin Probiotic Moisturizer**
   Éminence Organic Skin Care
   eminenceorganics.com
   Problem skin be gone with this light daily moisturizer. Cucumber and tea tree help improve the appearance of blemishes and reduce the look of inflammation while probiotics exfoliate and leave the complexion looking calm. Willow bark is incorporated as an astringent, while calendula is added as an antioxidant. An antioxidant complex restores the look of radiance and strengthens skin. With its lactic acid, yogurt moisturizes and nourishes.

2. **Advanced Vitamin C & E Serum**
   TIZO
   tizoskin.com
   TIZO Advanced Vitamin C + E Serum is rich in antioxidants, along with ferulic acid and bakuchiol. This serum is designed to help firm skin and visibly reduce the signs of premature aging such as fine lines, wrinkles, and uneven tone, revealing your natural radiance. A triple antioxidant formula (vitamin C/18% THD ascorbate, vitamin E and ferulic) helps defend the skin against further damage by neutralizing free radicals and limit the signs of UV damage. Bakuchiol helps diminish signs of aging such as fine lines, wrinkles, skin laxity and overall photodamage without the irritating side effects of a retinol

3. **DermeLuxx PRO**
   Zemits
   zemits.com
   DermeLuxx PRO is a device with three modalities combined: hydrodermabrasion, oxygen infusion and cryotherapy. The HydroDiamond technology allows for one tip to exfoliate the skin and another to perform easy extractions on loosened pores and softened blackheads. The professional then can offer oxygen infusion with different serum selections that moisturize while providing targeted treatment. Finally, a cooling wand allows for post-treatment cooling and soothing. The device has a low consumable cost and a three-year warranty.

4. **Exosome Facial Mask**
   Induction Therapies
   inductiontherapies.com
   Soothe and rejuvenate skin after treatments with exosome technology in Induction Therapies' Exosome Face Mask. Plant-derived exosomes boost cellular communication and promote collagen production. Copper tripeptides are also formulated in the mask to soothe and repair. Antioxidants are included to protect from environmental stress.

   Skin is nourished, revitalized, and more elastic, with a radiant glow. Reparative ingredients soothe, hydrate, and promote healing, while antioxidants protect from environmental stressors and brighten for a smoother, rejuvenated complexion. Ideal for post-treatment care or as a skin-boosting treatment.

1



2



3



4



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



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Time For Tea Treatments

It's time to see more tea in skin care treatments! Though tea may not be a major skin care ingredient trend, it certainly is an unsung hero in esthetics for its antioxidant and anti-inflammatory benefits. Apart from the calming beverage in the waiting room, we love seeing how spas are incorporating tea into their treatments. Whether is is chamomile or green, we have assembled here some unique facial and body treatments that take time for tea.

Healing Green Tea Facial

Saving Face by Jacquelyn (Charlotte)

For those with inflamed, acneic skin, this facial (47min., $95) is the way to go. Steam and pore extractions helps to clear the skin, followed by an astringent and anti-inflammatory mask to calm and soften the skin. An arm massage is performed while the mask does its job. The treatment concludes with healing serums applied a jade roller and a moisturizer to target the client's skin needs. ***www.savingfacebyjacquelyn.com***

Green Tea Body Glow

Body Blitz Spa (Toronto)

This body exfoliation treatment (60 min, $215) sounds as relaxing as it does beneficial for the skin. The treatment starts with a body wash to prepare the skin, followed by a scrub mixture of green tea, ground rice, chrysanthemum powder, frankincense oil, and other anti-inflammatory ingredients designed to soothe and calm the skin, reduce redness and irritation, and help strengthen the skin barrier. A warm chamomile tea infused with a frankincense oil blend is then poured over the body and lightly massaged into the skin. The treatment ends with a hydrating massage using a blend of grapeseed and argan oils. ***www.bodyblitzspa.com***

Three Tea Body Wrap

Margot European Spa (Birmingham, MI)

This treatment (75 min, $190) starts with a gentle cleansing and sea salt exfoliation to prep the skin. A wrap is then applied containing white, green and black tea extracts to hydrate the skin and protect it from external agressors. The body is then massaged for 20 minutes with a moisture balm for ultimate relaxation. ***www.margots.com***

Green Tea & Probiotic Milk Clarifying Facial

White Birch Spa (West Long Brand, NJ)

This facial (60 min, $125) evens the skin tone, clears skin and helps skin achieve a glow. It utilizes ingredients such as sunflower seed oil, red Arizona clay, rice and coconut milk to hydrate and purify skin. ***www.whitebirchspa.com***

Winter Evergreen Tea Facial

Salamander Resort (Middleburg, VA)

Deep cleaning is the name of the game with this facial (60 min, $190). The skin is cleansed to remove keratin buildup and reduce bacteria. A anti-inflammatory green tea mask is then applied to balance and hydrate the skin while protecting it from the environment.
www.salamanderresort.com



Get To Know Calming CHAMOMILE

by Katie Anderson

When we hear about chamomile, most often it is related to the tea consumed widely for its ability to calm and induce restful sleep. In fact, did you know that an estimated 1 million cups of chamomile tea is consumed per day?

Though tea is perhaps the most common use for the chamomile plant, it has tremendous benefit for skin care as an anti-inflammatory agent able to calm the skin, reduce redness and lessen irritation. Grab a cup of the beloved tea, while we explore its source, health uses, skin care applications and use in spa.

Chamomile Basics and History

Chamomile is the common name for a flowering plant from the family *Asteracea*. The plants in this family are characterized by their flowers resembling daisies, with a defined, circular center and petals around. Indeed, take a look at a chamomile flower, and you will see its likeness to daisies.

Chamomile is an important plant in ancient Chinese, Roman, Greek and Egyptian medicine. In ancient medicine, it was used topically to treat skin injury and inflammation including wounds, eczema, burns and more. It was also taken internally to help with insomnia, reduce anxiety and act as a mild sedative. It is also known to help with digestive ailments such as diarrhea, nausea, vomiting and indigestion.

When it comes to chamomile, the most common types are Roman chamomile (Matricaria recutita) and German chamomile (Chamaemelum nobile). To utilize these plants, the flowers are dried and either made into a powder or used whole.



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Chamomile flowers are comprised of flavonoids, terpenes, polysaccharides, coumarins, volatile oils, organic acids and sterols. Flavonoids are the main component of chamomile, with examples being quercetin, apigenin, rutin and luteolin. These flavonoids contribute to the antibacterial and anti-inflammatory properties of the plant. Some of its volitile oils such as isopentyl isobutyrate and isobutyl isobutyrate also contribute to its calming effects The terpene alpha-bisabolol in chamomile also had reported anti-inflammatory properties. There is some research on the market substantiating chamomile's anti-inflammatory benefits. On such study found it to be 60% as effective in treating exczema as hydrocortisone.

In Skin Care and Spa

So, we now know why chamomile is such a beloved ingredient in calming tea, but how is it being used in the skin care industry?

At Highlands Day Spa, it offers a Chamomile & Lavender Treatment Package ($225), where chamomile is incorporated into an exfoliator to polish skin. A lavender body wrap is then applied, followed by a nourishing hair mask and 55 min. massage.

At Manuel Antonio Spa Day, The Radiant Skin & Clarifying (Chamomile) Facial ($125) is designed to soothe, nourish and revitalize skin. In addition to the facial treatment with chamomile, the treatment also includes facial reflexology and aromatherapy to reduce stress and relax muscles around the face.





When it comes to calming chamomile in skin care, it doesn't get much better than Éminence, which created the Calm Skin line featuring the ingredient. In these products—Soothing Chamomile Tonique, Calm Skin Chamomile Cleanser, Calm Skin Chamomile Moisturizer and Calm Skin Chamomile Exfoliating Pee—chamomile is used to calm skin, revitalize skin and balance.

Jurlique also utilizes chamomile in its Calendula Redness Rescue. There, it helps to hydrate and calm. It rebalances dryness and helps to restore skin radiance.

For body treatment, Amber utilizes chamomile in its Marine Algae Body Masque. The algae body masques are formulated to stimulate circulation and cell regeneration. The unique combination of algaes (kelp, spirulina, marine algae and others), essential oils and herbal extracts create two body masque formulations rich in antioxidants, vitamins and minerals. The masque can be applied warm or cold.

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PROTOCOLS IN PRACTICE

TEA

WHITE TEA & GINGER SUGAR GLOW

EMERGINC

This indulgent experience begins with a lively citrus-kombucha body wash followed by the vibrant aromas of ginger-lime sugar scrub. Warm grape stem cell and white tea body butter is applied and melts into the skin, while a soothing and nourishing scalp massage infused with organic coconut and argan oils is performed for an overall sense of calm.

Step 1. Perform warm towel ritual on the back: Make sure client is fully draped from neck to feet. With hands parallel to spine, begin at upper shoulders and perform slow walking movements with hands. Walk the hands from upper shoulders to lower sacrum region. Repeat for three cycles. Roll blanket or sheet downward to hip area. Apply warm steamed towel to back. Optional: You may spray 5-6 sprays of aromatic brightening spray to steamed towel. Perform repeated walking movements of hands along back until towel is slightly room temperature and remove.

Step 2. With client lying face down, apply citrus-kombucha body wash to right leg. Add water as needed and gently cleanse skin.

Step 3. Apply small amount of ginger-lime scrub to right leg and exfoliate. Remove body wash and scrub with warm dampened towel.

Step 4. Repeat step 3 to left leg and back.

Step 5. On the back, slowly and lightly pour (drizzle) coconut-argan massage oil up the center of back (spine), beginning at base of sacrum to upper shoulder. Spread oil from center of back outward, never working on the spine. Massage coconut-argan oil into the back.

Step 6. Repeat warm oil application and massage to both posterior legs.

Step 7. Assist client in turning over face up. Apply small amount of citrus-kombucha body wash to top of right leg. Add water as needed. Apply a small amount of ginger-lime scrub to leg and exfoliate.

Step 8. Repeat cleansing to left leg, stomach and arms. Ask the client for permission to exfoliate stomach.

Step 9. Perform grape stem cell + white tea body butter application to legs, stomach and arms. Perform décolleté, upper shoulder and poster neck massage for 3-5 minutes. End treatment with cranial holds to occipital bone region.

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JASMINE & LAVENDER TEA BODY EXFOLIATION & MOISTURIZING MASSAGE

PEVONIA

Preparation Prepare 2 cups of jasmine tea and two cups of lavender tea. Add 1/3 cup of jasmine tea to a product cup and saturate two eye pads Add 1/3 cup of lavender tea to a product cup and saturate two eye pads. In a spa bowl, add 2- 3 tablespoons of jasmine tea, 2-3 tablespoons lavender tea and Pevonia's BodyRenew Jasmine Lavender Salts. Mix until all salts absorb tea. In a spa bowl, add 2 teaspoons jasmine tea, 2 teaspoons lavender tea and 4 tablespoons Pevonia's BodyRenew Jasmine Lavender Body Moisturizer. Mix evenly. Add 1 teaspoon of Jasmine Tea, 1 teaspoon lavender tea and 1 tablespoon of Pevonia's BodyRenew Jasmine Lavender Salts to a sink basin until salts melt. Submerge towels, ring, roll, and place in hot towel cabinet.

Step 1. While client is face down, apply three drops De-Stress Escape Aromatic Oil to the palms and press the palms together. Cup hands under face cradle, instruct guest to inhale deeply. Instruct guest to exhale, slide hands from mid-shoulder, up back of the neck, and roll pat hands ending at the occipital bone and hold- Repeat three times.

Step 2. Place one hand on the shoulder, the other hand on the opposite shoulder and rock, alternating sides four times. Place one hand flat on the mid trapezius, mirror the other hand on top, using body weight to perform clockwise circles three times.

Step 3. Dry brush begining on the left side. Move from ankle to leg, hip, wrist, arm and back down off the foot while maintaining movements toward the heart. On the right side, dry brush the leg and arm followed by the back.

Step 4. Using a washcloth, swipe shoulder to ankle on the left side. Flip washcloth and repeat. Fold dirty side in and swipe shoulder to ankle. Flip washcloth, and repeat. Use a hot towel on the back.

Step 5. Begin on the left side of the table, working on the leg and thigh. Moisten skin with one pass using a washcloth from the bowl. Apply the salt mixture and scrub the leg using movements based on guest liking (vigorously or use effleurage movements). Apply water with no dripping. Move water in effleurage movements up and down the leg, dissipating salt, and do not drip. Repeat. Using a dry washcloth, pass over leg two times. Using a washcloth in the bowl, wipe the leg beginning at the top of the thigh (one swipe focus on the outer leg, one swipe focus on the inner). Using a customized washcloth, swipe from hip to ankle outer leg, inner leg. Clean fold followed by outer leg and inner leg. Cover leg and compressions,

Step 6. Continuing the same pattern, including compressions on the back of the body. Start at the left with the arm . On the right, do the leg and arm followed by the back.

Step 7. Adjust linens, turn gues over and apply breast drape, bolster and flip drape towel. Apply jasmine eye pads and dry washcloth of 4x4. Apply eye pillows.

Step 8. Begin dry brushing at the left side of the table on the guest's ankle. Move up the leg, upper leg, wrist, lower arm, upper arm, and shoulder, and work back down the ankle, still moving in an upward direction, off the foot. Repeat on the other side, ankle, move up the leg, wrist, lower arm, upper arm, and shoulder, and work back down. Dry brush tummy working in a clockwise (digestive) direction.

Step 9. Use a folded washcloth beginning at shoulder – slide down the arm, leg, and off ankle. Flip washcloth and repeat same left side. On the right side of the table, repeat the movement.Get a new washcloth and wipe the stomach side to side, flipping washcloth. On the décolleté, go from the furthest shoulder, slide toward you to the closest shoulder. Repeat.

Step 10. Begin on the left side of the table, working on the leg and thigh. Moisten skin with damp hands Apply the salt mixture and scrub the leg using movements based on guest liking (vigorously or use effleurage movements). Add a small amount of water. Move water in effleurage movements up and down the leg, dissipating salt and do not drip. Repeat using a dry washcloth wipe. Repeat using a customized washcloth. Swipe from hip to ankle out leg, inner leg – clean fold – outer leg, inner leg - Cover leg and compressions.

Step 11. Repeat sequence with the arm of the left size and the leg and arm on the right side. Move on to the stomach and décolleté.

Step 12. Adjust linenes and remove eye pillow and eye pads. Remove bottom towls and replace drape towel.

Step 13. Assist the guest to a seated position and massage moisturizing mixture to the back. Assist the guest to return to lying down. Apply lavender eye pads. Apply dry washcloth of 4x4 and apply eye pllow. Moving around the table, massage the top and bottom of each limb (Arm, leg, leg, arm), tummy and décolleté.

Step 14. Mist with Hyaluronic Acid Hydramist. Remove eye pillow and eye pads. Assist guest to the seated position. Assist guest with robe and slippers Escort guest to the relaxation area and offer a choice of jasmine or lavender tea to conclude their experience.

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VITAMIN C + E SERUM
RECHARGE
18% THD Ascorbate
Ferulic Acid
Bakuchiol
1 Fl. Oz./29 ml
TiZO®
PHOTOCEUTICAL®
SKINCARE
AM REPLENISH
Lightly Tinted
SPF 40
MOISTURIZING
MINERAL SUNSCREEN
Ceramides
Antioxidants C & E
Zinc Oxide
Broad Spectrum SPF 40
Net Wt. 1.75 oz. / 50 g
2024
READERS'
CHOICE
SKIN INC
WINNER
C
E
Antioxidants
Animal Test-Free
& Vegan
Reef Friendly
Mineral Sunscreen
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The *Everything-You-Need* Lip Treatment



Tinted Lip Hydrators offer a kiss of color, infused with powerful peptides to support collagen production, while Hyaluronic Filling Spheres™ provide deep, lasting hydration to the lips.

Perfect *the* Pout

Potent peptides work in harmony to infuse hydration and stimulate collagen, enhancing lips with a fuller, plumper appearance.

HYALURONIC FILLING SPHERES™

Smooth fine lines and deeply hydrate by delivering hyaluronic acid into the deeper layers of the lips.

AVOCADO OIL

Rich in essential fatty acids and vitamins A and C, it nourishes and softens for smoother, healthier-looking

The Zoe

A delicate sheer red tint enhances your lips' natural color, creating a healthy, polished look that's effortlessly subtle.

The Ali

An elegant mauve blush blends with a cool-toned pink, complemented by a nude pink hue that adds soft, sheer warmth.

Shop here!