Effective Treatment Techniques
Effective Treatment Techniques

Professional Skin Care, Inc.

And

The American Institute of Esthetics

Present

DERMA SOLUTIONS™

Effective Treatment Techniques
Effective Treatment Techniques

OUR MANTRA:

FOLLOW THE INSTRUCTIONS

The System Works!

OUR MANTRA

FOLLOW THE INSTRUCTIONS

THE SYSTEM WORKS
ONLY YOURx CORRECTIVE TREATMENTS

The Most Advanced, Scientific and Effective Approach Of Facial Treatments In the Field of Esthetics Today

ONLY YOURx CORRECTIVE TREATMENTS

ONLY YOURx Corrective Treatments are the most advanced, scientific and effective approach of facial treatments in the field of esthetics today.

The American Institute of Esthetics, the first post-graduate school of esthetics, developed the treatments after years of methodical research and technical experience.
SPECIALIZED CORRECTIVE TREATMENTS

ONLY YOURx Corrective Treatments were developed after years of methodical research and technical experience.

They are not just run-of-the-mill “feel good” facials, they are so much more. First, and most important, they produce immediate results. Specialized techniques are utilized to correct skin conditions in a systematic way.

Each treatment has its own specific blend of highly active pharmaceutical-grade botanicals, vitamins, antioxidants, essential oils and scientific extracts – the Accelerators or individual Additives that work in conjunction with our methodologies to attain extraordinary results.

Secondly, there is no guesswork at choosing the correct treatment or treatment series. The DermaPrint™ Skin Analysis system will guide you to the appropriate treatment or treatment series, based on your client’s specific skin conditions.
Effective Treatment Techniques

**PROFESSIONAL PRODUCTS**

To Support Our

*Corrective Treatments*

We Offer An Array Of Professional And

“Professional Only” Treatment Products

Professional Products for Corrective Treatments

We offer an array of “professional only” treatment products for use in corrective skin care treatments, as well as products from our clinical skin care line.
When we are working on the skin in a corrective treatment, we are combining a series of treatment techniques for a cascading effect on the targeted skin conditions or State of Skin condition group. Each step works to prepare the skin for the following step.

Think of each step as a building block. By combining the individual steps together, we can build an efficient and result-oriented treatment.
STEP 1: ANALYSIS #1

This is critical because if the skin is misread, it is mistreated and the chance of sensitivity reaction is higher. It is important to analyze the skin prior to removing any makeup.

This first analysis is very telling as it is the only time you can determine the correct skin type and true extent of dehydration. This step is done in the first consultation and reevaluated when the seasons change.

STEP 1: ANALYSIS

1. Analysis #1
2. Cleanse, Tone
3. Analysis #2
SKIN ANALYSIS

Skin Analysis #1
- Use the DermaPrint™ form, Step 1 to Determine Skin Type

Cleanse and Tone
- Remove eye & lip makeup with cotton pads of Eye Makeup Remover
- Emulsify 10 ml of Ultra Rich Milk Cleanser in hands to warm
- Apply to décolleté, neck and face with continuous massage strokes
- Remove with warm towel or cotton pads
- Spritz the face with toner and blot dry with tissue

Skin Analysis #2
- Identify Skin Conditions to Determine Treatment / Treatment Series

SKIN ANALYSIS

Skin Analysis #1
- Use the DermaPrint™ form, Step 1 to Determine Skin Type

Cleansing
This step removes all dirt, pollutants, makeup, sweat and sebum that may be on the skin’s surface. Re-analyze the skin again with the makeup off to better understand its conditions.

Toning
The purpose of a toner varies by its formulation. There are three categories of toners:
1. Hydrating toners are used to infuse moisture into the surface skin cells.
2. Cleansing toners are used on oily skin to break down the sebum and control oil.
3. Antiseptic toners are used to kill surface bacteria and balance the skin.
Use Instructions: Spray approximately 5 spritzes of appropriate toner. Do not blot the skin dry. The toner balances the skin and prepares the skin for the next step.

Skin Analysis #2
- Identify Skin Conditions to Determine Treatment / Treatment Series
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ANALYSIS #1 DETERMINE SKIN TYPE

USE SECTION 1 OF DERMAPRINT FORM TO DETERMINE SKIN TYPE

SKIN ANALYSIS STEP 1 – DETERMINE SKIN TYPE

Use Section 1 from the DermaPrint™ Form.

Through a magnification lamp check for size of follicle, time of day oil surfaces, width of oil zone and overall dehydration to "Determine Skin Type".
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**ANALYSIS #1 DETERMINE SKIN TYPE**

**USE SECTION 2 TO IDENTIFY SKIN CONDITIONS**

**Record Condition & Location**

**ANALYSIS #2 (FOR SKIN CONDITIONS)**

Use Section 2 from the DermaPrint™ Form.

With the makeup and oils removed, you can now take a deeper and closer look at skin conditions.

Through a magnification lamp, check the face for:

- Any of the 21 conditions
- Chart the Skin Conditions in step 2 of the DermaPrint form.
Exfoliation of dead cells may be accomplished either through

1. Physical methods such as brushing, exfoliating creams, grains, or

2. Chemical means, such as enzymes or acids.
EXFOLIATION

Exfoliation Of Dead Cells From The Stratum Corneum Is One Of The Most Important Aspects Of Corrective Treatments

Buildup Of Cells Contributes To:
- Dehydration
- Resistive Comedones
- Rough Texture
- Capillary Distention
- Asphyxiated Skin

EXFOLIATION

The exfoliation of dead cells from the Stratum Corneum layer is one of the most important aspects of the corrective treatment process.

A build up of the Stratum Corneum cells contributes to a number of esthetic conditions such as:
  - Dehydration, Resistive Comedones, Rough Texture and Capillary Distention

Exfoliation of dead cells may be accomplished either through physical methods (brushing, exfoliating creams, grains or peel off masks) or chemical means, such as enzymes or acids.
CHEMICAL EXFOLIATION - ENZYMES

Enzymatic exfoliants are protolytic - they attack & digest proteins. Specifically, enzymes digest keratin, the protein that the skin cell is composed of when it reaches the S. Corneum layer of the epidermal tissue.

The enzyme treatment is not limited to the exfoliation of corneocytes only. In addition, the treatment loosens impactions for ease in removal, sebum is liquefied and congestion begins to decrease in the tissue.

The exfoliation process breaks down the surface resistance of the skin so that follicular impactions may be extracted or exuded and additives may penetrate more evenly.

Enzymatic treatments enhance the appearance of the skin by smoothing the texture, lighten discoloration and brighten the complexion.
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CHEMICAL EXFOLIATION

ACIDS

• Dissolves Skin Cells & ‘Cellular Cement’
  – Cellular Cement Is The Lipid Barrier
• Exfoliation Breaks Down Surface Resistance
  – Liquefies Sebum
  – Follicular Impactions are Easier To Extract
  – Enhances Penetration of Other Treatment Products
• Stronger, Deeper & Less Time Than Enzymes
• Enhances the Appearance of the Skin
  - Smoothes, Refines, Brightens the Skin
  - Refreshes a Tired-Looking Skin
  - Softens Lines / Wrinkles

CHEMICAL EXFOLIATION – ACIDS

Acids work by dissolving skin cells and the “binding cement” that hold the skin cells together.

Acids do help to liquefy sebum for easier extraction and also break down the surface resistance of the skin for deeper penetration of products. They enhance the skin by softening the appearance of fine lines and wrinkles, they smooth, refine and brighten the skin and work as a great adjunct for both aging and acne skin.

Depending on the strength of the acid, an acid exfoliation is typically deeper than an enzymatic one and is left on the skin for a much shorter period of time.
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PRE-PEEL PREPARATION

• **You must prepare the skin prior to an acid exfoliation**
  - To rid skin of any epidermal debris that would impede penetration of peel
  - No pre-peel prep will lead to uneven application

• **Degreasing disrupts the lipid barrier**
  - Increases peel penetration
  - Citrus Pre Peel Treatment contains SD 40 Alcohol

• **Pre Peel Degreasing**
  - Soak gauze with Citrus Pre Peel Treatment
  - With slight pressure, wipe all areas to be peeled
  - For thicker or oily skin, second application
  - Allow skin to dry before applying peel

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Effective Treatment Techniques

PRE-PEEL PREPARATION

• **Additional Pre-Peel Prep**
  - Need to protect delicate areas on the face
  - An application of Moisture Block Oil on these areas will protect the skin from burning or irritation

• **Application**
  - With a Q-Tip, apply Moisture Block Oil:
    * To nasal labia folds
    * To corners of mouth
    * To the contour of the eyes
    * To any spot of sensitivity, such as an acne lesion

**Additional Pre-Peel Prep**

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**Application**

With a Q-Tip, apply Moisture Block Oil:
- To nasal labia folds
- To corners of mouth
- To the contour of the eyes
- To any spot of sensitivity, such as an acne lesion
Once the skin has been cleansed and exfoliated, it is ready for extraction.
Pre Extraction Steps:

- Spritz the skin with an antibacterial toner, such as
  * Clarifying Botanical Toner, Raspberry Toner, Oil Control Toner
- Apply PreExtraction Blend over areas to be extracted
  * Softens follicular impactions
  * Eases extraction with less trauma

Once the skin has been cleansed and exfoliated, it is ready for extraction.

1. Tone the skin first with an antibacterial toner such as Clarifying Botanical Toner, Raspberry Purifying Toner or Oil Control Toner.

2. Apply the Pre-Extraction blend to all areas where extractions will take place. This blend will help keep the tissue hydrated and soften follicular congestion for ease of removal, with less trauma to the skin.
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METHODS OF EXTRACTION

**Fingers**

* Cover index fingers with lint-free gauze pads soaked in antibacterial toner
* Apply pressure around lesion, forcing debris out of follicle
* This method works well for all areas of body & all acne lesions

**Q-tips**

* Use two Q-tips soaked in antibacterial toner
* Apply pressure around lesion, forcing debris out of follicle
* This method is good for open and closed comedones

**Comedone Extractor**

* Place loop end over top of lesion
* Apply a gentle downward pressure, forcing debris out of follicle
* This method is good for open and closed comedones

METHODS OF EXTRACTION

**Fingers and or Q-Tips**

Hands should be completely gloved to protect you and your clients. Cover your pointer fingers with lint free or gauze pads, some people like to use kleenex also. Using your pointer finger gently apply light pressure around the follicle opening to soften follicular debris. Then using these finger apply pressure under the follicle pushing upward to move the debris out of the follicle. In some instances you may need to do this several times to completely remove the impaction. The key is to not put so much pressure on the tissue as to bruise the client.

Slide Method
Twisting Method
Milking Method

**Extractor**

With hands completely gloved to protect you and your client. Place open looped end of extractor over the follicular opening. Apply a downward pressure around the follicle opening forcing the impaction out of the follicle. Your extract should not leave a permanent mark on the clients skin.

Scaling Method
POST EXTRACTION

Post Extraction Steps:

- Apply #5 Acne Clearing Agent Accelerator over extracted areas
- Apply High Frequency over entire area, approximately 3 - 5 minutes

Optional:
- Apply Cold Towel over face for 2 - 5 min. if skin is red and irritated or apply mask, then cold towels.
Effective Treatment Techniques

4. MASSAGE

LET’S REVIEW MASSAGE STEPS
MASSAGE
One Of The Most Ancient Methods Of Healing

Benefits
1. Stimulates Or Sedates Lymph And Blood Circulation
2. Deep Tissue Hydration Increases Elasticity
3. Softens Follicular Impactions For Ease In Removal
4. Stimulates Muscle Fiber And Increases Tone
5. Deeper Penetration Of Accelerators and Additives
6. Relaxes & Alleviates Stress, Enhances Well-being

MASSAGE
One of the Most Ancient Methods of Healing

Benefits:
1. Stimulates or sedates lymph and blood circulation
2. Deep tissue hydration increases elasticity
3. Softens follicular impactions for ease in removal
4. Muscle fiber is stimulated and increases tone
5. Deeper penetration of Accelerators for better results
6. Relaxes nerves, alleviates stress, enhances well-being.
Effective Treatment Techniques

Pre Massage Step:
- Pump the specified Accelerators or Additives into your hands
- Apply to the face and lightly massage into the skin
Effective Treatment Techniques

MASSAGE

Massage Step:
- Emulsify specified Massage Vehicle in your hands to warm the product before applying to client
- Apply to décolleté, upper back, neck & face with rhythmic, continuous strokes
- Conduct appropriate massage
**POST MASSAGE**

**Post Massage Step:**
- Apply a warm towel on the face for 1 minute
- Remove massage vehicle with towel and/or damp cotton pads
- Spritz face with specified toner
Effective Treatment Techniques

5. MASKING

Masking
Effective Treatment Techniques

MASKING

After Exfoliation, Extraction and Massage Steps
The Penetration Pathways Are Readily Accessible,
The Skin is Now at its Most Receptive State

- Excellent Results for Penetration of Actives:
  - Accelerators and Additives offer most effective and corrective action

With the build-up of dehydrated cells out of the way, and the penetration pathways readily accessible by the swollen aqueous phase of the intercellular cement, the skin is now at its most receptive state, allowing ingredients to penetrate quite readily into the Stratum Corneum.
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MASKING

Mask should be applied to totally cover face to prevent any exchange between the skin and the Environment

- This form of application creates a suffocation to the tissue
- This induces a physiological process for rapid elimination of wastes and hydrates the epidermis

* The next 2 slides explains this process

MASKING

A treatment mask should be applied to totally cover the skin and prevent any exchange between the skin and the environment. This form of application creates a suffocation of the tissue and induces physiological processes for the rapid elimination of waste, as well as hydrate the epidermis.

* The next 2 slides explains this process
Effective Treatment Techniques

MASKING

When Mask Is Applied:
- Nerve endings in the skin convey signals to brain that the skin is being suffocated
- No matter how sedative the action, the occlusion of a mask is perceived as a foreign substance to the skin

Because Of This Perceived Threat, The Brain Triggers The Immune System
- To neutralize the threat on the skin
- Excess blood serum is directed to area
  Lymph Fluid & White Blood Cells (Lymphocytes)

MASKING

When the Mask is applied:

- Nerve endings convey signals to brain (foreign material)
- Brain triggers immune system
- Excess blood serum is directed to area
- * fluid (lymph) & white blood cells (lymphocytes)
- Lymphocytes cross through capillaries
  * accumulate excess moisture – this HYDRATES THE SKIN

- At same time, excess blood stimulates the Eccrine Gland
  * sweat gland that excretes waste products
- Fluid puts pressure on follicles – to help PURGE IMPACTIONS
Effective Treatment Techniques

MASKING

**Lymphocytes Cross Through Capillary Walls**
- This process accumulates excess moisture within the tissue and HYDRATES the skin from within

**At The Same Time, the Excess Amount Of Blood Circulation Stimulates the Eccrine And Sebaceous Glands**
- This activates purging of waste material

Consequently, the Effect of Most Masks Provides
Hydration of the Skin From Within and Purging of Waste

When the Mask is applied:

Lymphocytes cross through capillaries
* accumulate excess moisture – this **HYDRATES THE SKIN**

- At same time, excess blood stimulates the Eccrine Gland
  * sweat gland that excretes waste products

- Fluid puts pressure on follicles – to help **PURGE IMPACTIONS**
Effective Treatment Techniques

MASKING

Pre Mask Step:
- Pump the specified Accelerators or Additives into your hands
- Apply to the face and lightly massage into the skin

Mask Step:
- Cover eyes with moist cotton pads
- Apply the specified mask to the face and neck
- Apply specified ‘hot’ or ‘cold’ towels (or globes)

Post Mask Step:
- Remove mask with towels and/or damp cotton pads
- Spritz face with specified toner
Effective Treatment Techniques

6. PROTECTION

Protection

PROTECTION
Effective Treatment Techniques

PROTECTION

Following treatment, you must protect the skin from moisture loss, environmental assaults and UV radiation.

Serum
- On skin damp from toner, apply appropriate serum
  - Maximum Regenerating Serum, Intensive Care Serum, Whitening Serum

Gel Hydrator
- Apply appropriate Gel Hydrator

Moisturizer
- Apply appropriate Moisturizer & Eye Cream or Eye Gel

Sunscreen
- Apply appropriate Sunscreen

The skin, following the treatment’s actions of cleansing and purging waste materials, must now be protected from both rapid dehydration and environmental assaults.

Serum
- On skin damp from toner, apply appropriate serum
  - Maximum Regenerating Serum, Intensive Care Serum, Whitening Serum

Gel Hydrator
- Apply appropriate Gel Hydrator

Moisturizer
- Apply appropriate Moisturizer & Eye Cream or Eye Gel

Sunscreen
- Apply appropriate Sunscreen
Effective Treatment Techniques

ONLY YOURx Treatment Techniques

Additional Treatment Theory of ONLY YOURx Corrective Treatments

ONLY YOURx TREATMENT TECHNIQUES

Additional Treatment Theory of ONLY YOURx Corrective Treatments
Effective Treatment Techniques

ONLY YOURx CORRECTIVE TREATMENTS

The Skin Is An Organ That Is:

• Self - Cleansing
• Self - Regenerating
• Protective
• Perceives Sensations
• Regulates Body Temperature
• Eliminates Wastes Products
• Absorbs Treatment Materials

Each Treatment Includes Activating And Enhancing These Natural Systems In The Skin

ONLY YOURx CORRECTIVE TREATMENTS

The main purpose of the various treatment techniques is to increase the skin’s capacity to function more efficiently.

The skin is an organ that is self-cleansing, self-regenerating, protective, perceives sensations, regulates body temperature, eliminates waste products and absorbs treatment materials.

Each treatment is based upon activating and enhancing these natural systems within the skin. Some of the treatment techniques we utilize are stimulation and sedation therapy and treatment arc theory.

For example, if the skin has follicular congestion, our “Deep Pore Cleansing” treatment will activate the skin’s natural self-cleansing mechanism, an important physiological response process that, when utilized properly, will be of great assistance in cleansing and maintaining a healthy, properly functioning skin.
Effective Treatment Techniques

**ONLY YOURx CORRECTIVE TREATMENTS**

Utilizes The Body’s Own Natural Systems:
- Self-Cleansing Mechanism
- Self-Regenerating Mechanism

To Increase The Skin’s Capacity To Function More Efficiently

**CORRECTIVE TREATMENTS**

Utilizes The Body's Own Natural Systems:
- Self-Cleansing Mechanism
- Self-Regenerating Mechanism

To increase the skin’s capacity to function more efficiently

**Note:**
The skin is an organ that is self-cleansing, self-regenerating, protective, regulates body temperature, eliminates waste products and absorbs, to some extent, treatment materials.

The body’s own natural processes are taken into consideration and utilized in our treatments.
The blood supply is responsible for our “Self-Cleansing Mechanism” and our “Self-Regenerating Mechanism”.

Stimulation of the blood supply stimulates purging and cleansing our systems. Sedation of this system allows healing and tissue regeneration to take place.
Stimulation of the blood supply stimulates purging and cleansing of our lymphatic system.

The methods we use to stimulate the self-cleansing mechanism:
1. Stimulating Accelerators
2. Vigorous massage
3. Heat Therapy – hot towels, steam, paraffin mask
4. Masking

Occluding the skin with a mask and stimulating Accelerators set off strong responses from the nerve endings. The brain responds by sending more blood and fluids into the area to dislodge or flush away the ‘perceived’ offending product.

This process of purging and flushing the skin of topical stimulants also cleanses the skin of internal follicular and cellular waste. This is the skin’s self — cleansing mechanism. The added body heat and internal pressure created by this influx of fluids in the area raises the skin’s activity level and activates the purging secretions of the eccrine glands (sweat) and the sebaceous (oil) glands.
Effective Treatment Techniques

**SELF – REGENERATING MECHANISM**

**Sedation Of Circulatory System Allows Healing And Tissue Regeneration**

**Methods Used:**
1. Sedating Accelerators & Additives
2. Slow, Soothing Massage
3. Cold Therapy
4. Masking

**SELF – REGENERATING MECHANISM**

An irritated, sensitized or allergic skin may indicate an overly stimulated skin which needs sedation to calm it.

**Methods:**
1. Sedating Blend or Additives (Chamomile, Meadowsweet, Aloe Vera, Azulene)
2. Tissue Regenerating Massage – slow, soothing movements
3. Cold Therapy – cold towels or cold globes
4. Masking – with a soothing, sedating mask

*Sedation activates the healing or the self – regenerating of the skin.*

These normal body processes are utilized through our Corrective Treatments, in a cascading effect in order to target and correct specific skin conditions.
CORRECTIVE TREATMENTS

Hot and Cold Therapy are Utilized in Treatment:
- Heat for Stimulation
- Cold for Sedation

To increase the skin’s capacity to function more efficiently
Effective Treatment Techniques

THERMO THERAPY

Clinical Application of Heat for Stimulation

Application of Heat on the Face

1. Causes blood vessels and capillaries to dilate
2. This increases oxygen and blood flow (vasodilatation)
3. On the cellular level, it increases circulation, nutrients are absorbed and metabolic wastes are removed
4. Increases product penetration
5. Facilitates the natural healing process
6. Enhances relaxation

Application:
Steam, hot towels, warmed globes, paraffin
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CRYOTHERAPY

Clinical Application of Cold for Sedation

Application of Cold on the Face

1. One of the safest tools for irritation, allergic reaction, sensitivity, redness and pain
2. Decreases blood flow (vasoconstriction) and constricts the capillaries
3. Decreases inflammation, edema and swelling
4. Accelerates rapid healing
5. Improves mood with feelings of alertness

Application:
Cold towels, cooled globes, ice

CRYOTHERAPY

The application of cold is one of the simplest, safest and most effective techniques for healing irritation, sensitivity, allergic reaction, redness and pain. The use of cold is based on known physiology. Cold causes the blood vessels to narrow (constrict) which will decrease the blood flow to the injured area. Cold decreases blood circulation, known as vasoconstriction, which constricts the capillaries. It aids in the removal of metabolites (waste products), increases strength and promotes healing.

Based on current clinical testing, cold therapy produces the following effects:

- Decreases blood flow (vasoconstriction)
- Lowers inflammatory response
- Reduces pain by lowered nerve conduction velocity
- Decreases edema and swelling by limiting fluid infiltration into an area

*After a tissue injury, there is an immediate chemical reaction at the cellular level. This reaction releases prostaglandins and histamines in the injured area. Damaged capillaries “leak” cellular waste (water, dissolved electrolytes and proteins) into the surrounding tissue. Applying cold therapy limits the inflammatory response by causing the blood vessels to constrict (vasoconstriction). This limits the blood flow to the injured site, moderating the release of the vasoactive substances.

- Considerably improves mood with feelings of alertness and physical analgesic effect
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ONLY YOURx
CORRECTIVE TREATMENTS

Our Body Relies On & Requires Both:

Exercise – Self-Cleansing

Sleep – Self-Regenerating

The Goal Working With Sedation Or Stimulation Is To Normalize Or Adjust Activity Level Of The Skin To The Individual Client’s Needs

CORRECTIVE TREATMENTS

The human body relies on and requires both the self-cleansing (exercise) and the self-regenerating (sleep) phase in order to sustain a healthy condition.

The goal in working with the appropriate sedation or stimulation of a particular skin is to normalize or adjust the activity level of the skin to the individual client’s needs and requirements.
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CORRECTIVE TREATMENTS

14 Professional Treatments

14 PROFESSIONAL CORRECTIVE TREATMENTS
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TISSUE HEALING TREATMENT

This Treatment Is Indicated For:

- Temporary Sensitivities
- Chronic Sensitivities
- Rosacea
- Sun, Wind or Chemical Burn
- Inflamed Lesions (Acne)
- Post Peel, Post Microdermabrasion
- Post-Laser, Post-Surgery

Treatment Focus: Activate Self-Regenerating Mechanism

- Gentle exfoliation; Slow, Sedating Massage
- Tissue Repair and Hydration Actives
  - To Desensitize and Repair the Skin
- Intercellular Cement Enrichment To Maintain Hydration
  - To Repair and Restore Lipid Barrier
- Accelerate Healing with Cold Therapy
  - Soothing, Repairing and Hydrating Actives & Mask

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  - To Desensitize and Repair the Skin
- Intercellular Cement Enrichment To Maintain Hydration
  - To Repair and Restore Lipid Barrier
- Accelerate Healing with Cold Therapy
  - Soothing, Repairing and Hydrating Actives & Mask
Effective Treatment Techniques

CAPILLARY CALM TREATMENT
This Treatment Is Indicated For:

- Capillary Distention
- Extreme Couperose
- Rosacea
- Red, Blotchy Skin

Treatment Focus: Activate Self-Cleansing Mechanism

- Gentle Exfoliation Of Excessive Corneocytes
  - Alleviate Pressure on Capillaries; smooth texture
- Actives to Detoxify, Stimulate Oxygen Uptake and Strengthen Capillary Walls
- Vigorous Massage to Stimulate Blood & Lymph
  - To Flush Capillaries
- Cold Therapy and Soothing Mask
  - Desensitizing and Capillary Strengthening Actives
TISSUE RENEWAL TREATMENT
This Treatment Is Indicated For:
- Anti-Aging Treatment
- Fine Lines & Wrinkles
- Capillary Distention
- Rough Texture
- Dehydration
- Dull, Lifeless, Asphyxiated

Treatment Focus: Activate Self-Cleansing Mechanism
- Exfoliate Excessive Corneocytes
  - For Smoother Texture & Rapid Cellular Proliferation
- Oxygen Uptake and Cellular Regenerating Actives
  - Increase Cellular Respiration & Cellular Metabolism
- Stimulating Massage
- Hydrating, Firming and Capillary Support Actives
- Antioxidant-Loading Mask and Cold Therapy
  - To Increase Elasticity and Minimize Fine Lines
  - To Strengthen Capillaries, Hydrate & Revitalize Skin

TISSUE RENEWAL TREATMENT
This Treatment Is Indicated For:
Anti-Aging Treatment
Fine Lines & Wrinkles
Capillary Distention
Rough Texture
Dehydration
Dull, Lifeless, Asphyxiated

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- Hydrating, Firming and Capillary Support Actives
- Antioxidant-Loading Mask and Cold Therapy
  - To Increase Elasticity and Minimize Fine Lines
  - To Strengthen Capillaries, Hydrate & Revitalize Skin
## MOISTURE BOOST TREATMENT

**This Treatment Is Indicated For:**

- Anti-Aging Treatment
- Sensitized Conditions
- Dehydration, Dry Skin
- Follicular Congestion
- Fine Lines And Wrinkles
- Rough Texture

### Treatment Focus: Activate Self-Regenerating Mechanism

- **Exfoliation Of Excessive Corneocytes**
  - Remove Cellular Buildup Over Follicles & Smooth Texture
- **Deep Hydration Of The Stratum Corneum**
  - Desensitize Tissue, Soften Impactions and Minimize Fine Lines and Wrinkles
- **Tissue Repair, Hydration and Barrier Repair Actives**
- **Slow, Soothing Massage**
- **Moisture Infusing Mask and Cold Therapy**
  - Desensitize and Hydrate Tissue
  - Plump and smooth fine lines and increase elasticity
TISSUE TONING TREATMENT

This Treatment Is Indicated For:

- Anti-Aging Treatment
- Elasticity Loss
- Dehydration
- Fine Lines And Wrinkles
- Dull, Lifeless, Asphyxiated

Treatment Focus: Self-Cleansing Mechanism

- Exfoliation Of Excessive Corneocytes
  - For Smoother Texture & Rapid Cellular Proliferation
- Hydration & Barrier Repair Actives
  - To Increase Elasticity And Minimize Fine Lines
- Stimulating, Vigorous Massage
- Actives to Stimulate Cell Respiration & Collagen Synthesis
  - To Increase Cellular Metabolism & Increase Elasticity
- Firming, Tightening, Lifting Mask
  - To Increase Elasticity and Revitalize Skin

TISSUE TONING TREATMENT

This Treatment Is Indicated For:

- Anti-Aging Treatment
- Elasticity Loss
- Dehydration
- Fine Lines And Wrinkles
- Dull, Lifeless, Asphyxiated

Treatment Focus: Self-Cleansing Mechanism

- Exfoliation Of Excessive Corneocytes
  - For Smoother Texture & Rapid Cellular Proliferation
- Hydration & Barrier Repair Actives
  - To Increase Elasticity And Minimize Fine Lines
- Stimulating, Vigorous Massage
- Actives to Stimulate Cell Respiration & Collagen Synthesis
  - To Increase Cellular Metabolism & Increase Elasticity
- Firming, Tightening, Lifting Mask
  - To Increase Elasticity and Revitalize Skin
DEEP PORE CLEANSING TREATMENT
This Treatment Is Indicated For:

- Acne Treatment
- Open, Closed Comedones
- Resistive Comedones
- Pustules
- Milia

Treatment Focus: Self-Cleansing Mechanism

- Dual Exfoliation – 10% AHA & Bromelain Enzyme
  - Remove Cellular Buildup Over Follicles & Soften Impactions
- Brief Emulsifying Massage and Antibacterial Mask
  - To Emulsify Impactions For Ease Of Removal
- Extended Extraction Period
- Post Extraction Antibacterial & Healing Actives
- Soothing Mask and Cold Therapy
  - To Desensitize and Accelerate Healing

DEEP PORE CLEANSING TREATMENT

This Treatment Is Indicated For:

Acne Treatment
Open, Closed Comedones
Resistive Comedones
Pustules
Milia

Treatment Focus: Self-Cleansing Mechanism

- Dual Exfoliation – 10% AHA & Bromelain Enzyme
  - Remove Cellular Buildup Over Follicles & Soften Impactions
- Brief Emulsifying Massage and Antibacterial Mask
  - To Emulsify Impactions for Ease Of Removal
- Extended Extraction Period
- Post Extraction Antibacterial & Healing Actives
- Soothing Mask and Cold Therapy
  - To Desensitize and Accelerate Healing
### DEEP TISSUE CLEANSING TREATMENT

*This Treatment Is Indicated For:*

- Acne Treatment
- Tissue Congestion
- Follicular Congestion
- Skin Sensitive to Chemical Stimulants

**Treatment Focus: Self-Cleansing Mechanism**

- Detoxifying Actives & Stimulating, Vigorous Massage
  - To Activate Lymph & Blood Circulation to Purge Extra-Cellular Waste
- Exfoliation Of Excessive Corneocytes
  - To Remove Cellular Buildup Over Follicles For Extraction Ease
- Extraction Period
- Purifying Mask and Cold Therapy
  - To Refine the Skin and Accelerate Healing

---

**DEEP TISSUE CLEANSING TREATMENT**

*This Treatment Is Indicated For:*

- Acne Treatment
- Tissue Congestion
- Follicular Congestion
- Skin Sensitive to Chemical Stimulants

**Treatment Focus: Self-Cleansing Mechanism**

- Detoxifying Actives & Stimulating, Vigorous Massage
  - To Activate Lymph & Blood Circulation to Purge Extra-Cellular Waste
- Exfoliation Of Excessive Corneocytes
  - To Remove Cellular Buildup Over Follicles For Extraction Ease
- Extraction Period
- Purifying Mask and Cold Therapy
  - To Refine the Skin and Accelerate Healing
Effective Treatment Techniques

MULTI VITAMIN C ANTI-OXIDANT TREATMENT

This Treatment Is Indicated For:

- Anti-Aging Treatment
- Fine Lines & Wrinkles
- Elasticity Loss
- Hyper-Pigmentation
- Dehydration; Rosacea
- Dull, Lifeless, Asphyxiated

Treatment Focus: Self-Cleansing Mechanism

- Exfoliation Of Excessive Corneocytes
  - For Smoother Texture, Rapid Cellular Proliferation
- Cellular Renewal & Oxygen Uptake Actives
  - To Increase Cellular Metabolism & Cellular Respiration
- Firming, Pigmentation & Antioxidant Actives
  - Stimulate Collagen, Inhibit Melanin & Scavenge Free Radicals
- Hydrating and Antioxidant-Loading Mask
  - Softens Lines & Wrinkles, Tones and Revitalizes the Skin

MULTI VITAMIN C ANTI-OXIDANT TREATMENT

This Treatment Is Indicated For:

Anti-Aging Treatment
Fine Lines & Wrinkles
Elasticity Loss
Hyper-Pigmentation
Dehydration; Rosacea
Dull, Lifeless, Asphyxiated

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- Exfoliation Of Excessive Corneocytes
  - For Smoother Texture, Rapid Cellular Proliferation
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  - To Increase Cellular Metabolism & Cellular Respiration
- Firming, Pigmentation & Antioxidant Actives
  - Stimulate Collagen, Inhibit Melanin & Scavenge Free Radicals
- Hydrating and Antioxidant-Loading Mask
  - Softens Lines & Wrinkles, Tones and Revitalizes the Skin
Effective Treatment Techniques

INTENSIVE HYDRATION EXTREME

This Treatment Is Indicated For:

- Anti-Aging Treatment
- Excessive Dryness
- Sensitivities, Irritation
- Elasticity Loss, Fine Lines
- Post Peel, Laser, Surgery
- With Microdermabrasion

Treatment Focus: Activate Self-Regenerating Mechanism

- **Exfoliation Of Excessive Corneocytes**
  - Smooth Texture & Stimulate Rapid Cellular Proliferation
- **Tissue Repair, Hydration and Barrier Repair Actives**
  - Desensitize Tissue & Minimize Fine Lines and Wrinkles
- **Slow, Soothing Massage**
- **Desensitizing and Moisture-Building Actives**
- **Moisture Infusing Mask and Cold Therapy**
  - Desensitize, Hydrate Tissue and Accelerate Healing
  - Plump and Smooth Fine Lines and Increase Elasticity

INTENSIVE HYDRATION EXTREME

This Treatment Is Indicated For:

Anti-Aging Treatment  
Excessive Dryness  
Sensitivities, Irritation  
Elasticity Loss, Fine Lines  
Post Peel, Laser, Surgery  
With Microdermabrasion

Treatment Focus: Activate Self-Regenerating Mechanism

- **Exfoliation Of Excessive Corneocytes**
  - Smooth Texture & Stimulate Rapid Cellular Proliferation
- **Tissue Repair, Hydration and Barrier Repair Actives**
  - Desensitize Tissue & Minimize Fine Lines and Wrinkles
- **Slow, Soothing Massage**
- **Desensitizing and Moisture-Building Actives**
- **Moisture Infusing Mask and Cold Therapy**
  - Desensitize, Hydrate Tissue and Accelerate Healing
  - Plump and Smooth Fine Lines and Increase Elasticity
Effective Treatment Techniques

RAINFOREST BANANA PEEL
23% AHA & BHA Acids

This Treatment Is Indicated For:

- Follicular Congestion
- Non-Inflamed Acne
- Uneven Skin Tone
- Fine Lines And Wrinkles
- Rough Texture
- Dull, Lifeless, Asphyxiated

Treatment Focus: Activate Self-Cleansing & Regenerating Mechanism

- **Exfoliation Of Excessive Corneocytes**
  - To Remove Cellular Buildup Over Follicular Openings
  - For Smoother Texture And Rapid Cellular Proliferation
  - To Reduce Pigment Buildup In Stratum Corneum
- **Desensitizing & Tissue Repair Actives**
  - Build Up the Skin’s Defense Mechanism & Accelerate Healing
- **Slow, Soothing Massage**
- **Moisture Building & Lipid Repair Actives**
- **Special Repair Mask and Cold Therapy Accelerate Healing**

RAINFOREST BANANA PEEL - 23% AHA & BHA Acids

This Treatment Is Indicated For:

- Follicular Congestion
- Non-Inflamed Acne
- Uneven Skin Tone
- Fine Lines And Wrinkles
- Rough Texture
- Dull, Lifeless, Asphyxiated

Treatment Focus: Activate Self-Cleansing & Regenerating Mechanism

- Exfoliation Of Excessive Corneocytes
  - To Remove Cellular Buildup Over Follicular Openings
  - For Smoother Texture And Rapid Cellular Proliferation
  - To Reduce Pigment Buildup In Stratum Corneum
- Desensitizing & Tissue Repair Actives
  - Build Up the Skin’s Defense Mechanism & Accelerate Healing
- Slow, Soothing Massage
- Moisture Building & Lipid Repair Actives
- Special Repair Mask and Cold Therapy Accelerate Healing
Effective Treatment Techniques

RAINFOREST RADIANCE PEEL
30% Lactic Acid

This Treatment Is Indicated For:
- All Skin Types
- Hyper-Pigmentation
- Rosacea, Dry Skin
- Fine Lines And Wrinkles
- Rough Texture
- Dull, Lifeless, Asphyxiated

Treatment Focus: Activate Self-Cleansing & Regenerating Mechanism
- Exfoliation Of Excessive Corneocytes
  - For Smoother Texture and Rapid Cellular Proliferation
  - To Reduce Pigment Buildup In Stratum Corneum
- Desensitizing & Tissue Repair Actives
  - Build Up the Skin's Defense Mechanism & Accelerate Healing
- Slow, Soothing Massage
- Pigment Agent, Moisture Building & Lipid Repair Actives
- Special Repair Mask and Cold Therapy
  - Inhibit Melanin, Restore the Barrier & Accelerate Rapid Healing
Effective Treatment Techniques

**RAINFOREST ILLUMINATING PEEL**

50% Lactic Acid

*This Treatment Is Indicated For:*

- Most Skin Types
- Hyper-Pigmentation
- Dry Skin
- Fine Lines And Wrinkles
- Rough Texture
- Dull, Lifeless, Asphyxiated

**Treatment Focus: Activate Self-Cleansing & Regenerating Mechanism**

- **Exfoliation Of Excessive Corneocytes**
  - For Smoother Texture And Rapid Cellular Proliferation
  - To Reduce Pigment Buildup In Stratum Corneum
- **Desensitizing & Tissue Repair Actives**
  - Build Up the Skin's Defense Mechanism & Accelerate Healing
- **Slow, Soothing Massage**
- **Pigment Agent, Moisture Building & Lipid Repair Actives**
- **Special Repair Mask and Cold Therapy**
  - Inhibit Melanin, Restore the Barrier & Accelerate Rapid Healing

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**RAINFOREST ILLUMINATING PEEL - 50% Lactic Acid**

*This Treatment Is Indicated For:*

- Most Skin Types
- Hyper-Pigmentation
- Dry Skin
- Fine Lines And Wrinkles
- Rough Texture
- Dull, Lifeless, Asphyxiated

**Treatment Focus: Activate Self-Cleansing & Regenerating Mechanism**

- Exfoliation Of Excessive Corneocytes
  - For Smoother Texture and Rapid Cellular Proliferation
  - To Reduce Pigment Buildup In Stratum Corneum
- Desensitizing & Tissue Repair Actives
  - Build Up the Skin’s Defense Mechanism & Accelerate Healing
- Slow, Soothing Massage
- Pigment Agent, Moisture Building & Lipid Repair Actives
- Special Repair Mask and Cold Therapy
  - Inhibit Melanin, Restore the Barrier & Accelerate Rapid Healing
CELLULAR SWEEP TREATMENT
KO 30% & KO 35%

This Treatment Is Indicated For:

- Follicular Congestion
- Non-Inflamed Acne
- Irregular Pigmentation
- Fine Lines And Wrinkles
- Rough Texture
- Dull, Lifeless, Asphyxiated

Treatment Focus: Activate Self-Cleansing & Regenerating Mechanism

- Aggressive Exfoliation Of Corneocytes
  - To Remove Cellular Buildup Over Follicular Openings
  - For Smoother Texture And Rapid Cellular Proliferation
- Desensitizing & Tissue Repair Actives
  - Build Up the Skin’s Defense Mechanism & Accelerate Healing
- Slow, Soothing Massage
- Moisture Building & Lipid Repair Actives
- Special Repair Mask and Cold Therapy
  - Restore the Barrier & Accelerate Rapid Healing
Effective Treatment Techniques

ONLY YOURRx
CORRECTIVE TREATMENTS

Only Yourx Is the ONLY Professional Skin Care Company That Offers Comprehensive Treatment Series Programs

ONLY YOURRx
Is The ONLY Professional Skin Care Company That Offers Comprehensive Treatment Series Programs
When we are performing a Treatment Program Series, we are combining a series of particular treatments for a cascading effect on the targeted skin conditions (State of Skin Condition Group).

Each treatment works to correct specific skin conditions AND prepare the skin for the following treatment and must be done in the order recommended for maximum results.

Within each treatment, we are also combining a series of particular steps for a cascading effect on the targeted skin conditions. There is a reason for each step and the order of the step so it is important to do the treatments the way they are mapped out.

Our exclusive DermaPrint™ Clinical Skin Analysis guides you to choosing the correct Treatment Series Program based on your clients specific skin needs.

The ten corrective professional treatments give instant and dramatic results.
TREATMENT SERIES

Recommending A Treatment Series Program will Help Build and Retain Clientele

TREATMENT SERIES PROGRAMS:
- Tissue Desensitizing
- Problem Skin Healing
- Tissue Re-Balancing
- Problem Skin Cleansing
- Cellular Anti-Aging

TREATMENT SERIES

Recommending a Treatment Series Program is key in building and retaining a clientele.

The Treatment Series Programs are:

1. Tissue Desensitizing
2. Problem Skin Healing
3. Tissue Re-Balancing
4. Problem Skin Cleansing
5. Cellular Anti-Aging
“Tissue Desensitizing Treatment Series”

This intensive treatment program is designed to desensitize the skin and accelerate healing.

**Most common factor for sensitized skin:**
Thin or damaged stratum corneum
- Irritants and allergens penetrate more easily into the skin.
- Does not provide adequate coverage of nerve endings.
- Reacts with cells in the epidermis that trigger the inflammation cascade.

**Factors that would put skin in a highly sensitized state:**
- Sunburn, windburn, heat burn
- Chemical burn
  - (Accutane, Retin-A, Renova, AHA peels, TCA peels, post-laser)
- Antibiotics, Antihistamines
- Cancer patients undergoing radiation therapy
- Dehydration
- Using harsh soaps, cleansers, astringents, etc. that dissolve skin lipids
Effective Treatment Techniques

“PROBLEM SKIN HEALING SERIES”

Is An Intensive Treatment Program

Designed

Especially To

Clear Inflamed Acne

“Problem Skin Healing Treatment Series”

This intensive treatment program is designed especially to clear skin that have problems with inflamed acne. If you treat the inflammation first, the skin will clear up faster.

Short Series of 3 Treatments:
Treatments for comedones and occasional breakouts.

Series of 6 Treatments:
Treatments for stubborn comedones and pustular lesions.

Series of 12 Treatments: (Repeat Series of 6 treatments twice)
Start the series over again, but space each treatment out to 7 days apart. The Tissue Healing Treatment may or may not be needed again. If not, substitute a Deep Pore Cleansing Treatment in its place.

In some cases, such as Grade III Acne with lots of inflamed lesions, it might be necessary to perform two Tissue Healing Treatments in a row before proceeding to the Deep Pore Cleansing Treatment.

Note: At the beginning of the 6th treatment, reanalyze the skin again with the DermaPrint form to see which treatment series should be recommended next.
“Problem Skin Cleansing Treatment Series”

This intensive treatment program is designed especially to clear skin that have problems with non-inflamed acne.

Short Series of 3 Treatments:
Treatments for comedones and occasional breakouts

Series of 6 Treatments:
Treatments for stubborn comedones and pustular lesions.

Series of 12 Treatments: (Repeat Series of 6 treatments twice)
Treatment program for large, arrested comedones.
Start the series over again, but space each treatment out to 7 days apart.

Note: At the beginning of the 6th treatment, reanalyze the skin again with the DermaPrint form to see which treatment series should be recommended next.
“Tissue Rebalancing Treatment Series”

This intensive treatment program is designed to restore the skin back to an optimized, healthy state.

Unbalanced tissue is a phrase we use to describe the state of the skin that has several skin conditions contributing to a situation of shut-down. The skin condition that triggers the whole process is dehydration. When the surface and medium depth corneum cells become excessively dehydrated, the top layers become almost like a crust that causes a cascading effect in condition buildup. The corneum will become keratinized as the surface contact area between the cells becomes greater. The greater the surface contact area between the cells, the more resistive they become to desquamation or exfoliation. This leads to an abnormal thickening of the corneum layer. This tends to block the follicular openings, making sebum excretion much more difficult. This leads to resistive comedones and milia.

The tightening and crusting effect of the corneum serves to exert more pressure on the lower layers of the epidermis causing a slowdown in the evacuation of extra cellular waste products leading to tissue congestion. The excessive extra cellular waste products exert more pressure on the capillaries, causing them to over distend, thus we have more capillary distention. The sensitivity level of the tissue as a whole is increased as dehydration creates a myriad of tiny fissures (compromised barrier integrity) that allows immediate penetration of topicals, many of which will sensitize the skin.

After completing the series, conduct another DermaPrint Analysis to determine next series,
“CELLULAR ANTI-AGING SERIES”

Is An Intensive Treatment Program
Designed
To Rejuvenate
The Skin Back To A More Youthful
And Fresh Appearance

“Cellular Anti-Aging Treatment Series”

This intensive treatment program is designed to stimulate cellular proliferation, oxygenation, nutritional exchanges, moisturization and encourage circulation of the messengers that promote connective tissue synthesis.

Cellular Anti-Ageing Treatment Series is designed for:

* Fine lines and wrinkles
* Thinning of skin
* Capillary distention
* Rough, uneven texture
* Loss of Elasticity
* Dry skin, Dehydration
* Irregular Pigmentation

After completing series, conduct another DermaPrint Analysis to determine next series. In addition, you can choose from the following options:

Option A: Start the series over again
Option B: Start another SOS series
Option C: Conduct a series of Peels or
Option D: Sandwich in other Anti-Aging treatments such as Multi Vitamin C or “Intensive Hydration Extreme” treatment, etc.
CORRECTIVE TREATMENTS OVERVIEW

- This graph shows 8 of our 14 Corrective Treatments:
- The 6 steps in various different orders.
- The varying length of time of the 6 steps, depending on the treatment.
- All geared to work in a cascading effect to target the specific skin conditions.
Effective Treatment Techniques

TOOLS FOR TREATMENTS

DermaPrint™ Form:
To Determine Treatments
To Determine Treatment Series

Individual Treatment Direction Sheets
Treatment Series Brochures

Marketing Materials
Posters, Client Brochures, Counter Sign

The DermaPrint form to determine which treatment or treatment series to perform.

Individual Treatment Directions / Checklist forms for each treatment to guide you step-by-step – how to do the treatment, what products to use and how much.

Treatment Series Brochures to explain and help you sell a treatment series program to your clients

Marketing materials such as posters, client brochures and counter signs to help promote the ONLY YOURx Corrective Treatments
### Effective Treatment Techniques

#### DERMASOLUTIONS SALON TREATMENTS

2. Identify DermaPrint™ Skin Conditions

<table>
<thead>
<tr>
<th>SKIN CONDITION</th>
<th>Circle Location of Each Skin Condition</th>
<th>TREATMENT NAME</th>
</tr>
</thead>
<tbody>
<tr>
<td>SENSITIVITY</td>
<td></td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>BURN</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>TEMPORARY</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>CHRONIC</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>2 COMPROMISED BARRIER INTEGRITY</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>DEHYDRATION</td>
<td>III, II, I, II, III, IV</td>
<td>Moisture Boost</td>
</tr>
<tr>
<td>EXCESSIVE DRYNESS</td>
<td>III, II, I, II, III, IV</td>
<td>Moisture Boost</td>
</tr>
<tr>
<td>ACNE LESIONS</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>CYSTS</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>NODULES</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>PUSTULES</td>
<td>III, II, I, II, III, IV (less than 5)</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>PAPULES</td>
<td>III, II, I, II, III, IV (more than 5)</td>
<td>Tissue Healing</td>
</tr>
<tr>
<td>6 FOLLICULAR CONGESTION</td>
<td>III, II, I, II, III, IV</td>
<td>Deep Tissue Cleansing</td>
</tr>
<tr>
<td>MILIA</td>
<td>III, II, I, II, III, IV</td>
<td>Deep Tissue Cleansing</td>
</tr>
<tr>
<td>COMEDONES OPEN</td>
<td>III, II, I, II, III, IV</td>
<td>Deep Tissue Cleansing</td>
</tr>
<tr>
<td>7 TISSUE CONGESTION</td>
<td>III, II, I, II, III, IV</td>
<td>Deep Tissue Cleansing</td>
</tr>
<tr>
<td>COMEDONES CLOSED</td>
<td>III, II, I, II, III, IV</td>
<td>Deep Tissue Cleansing</td>
</tr>
<tr>
<td>8 UNEVEN TEXTURE</td>
<td>III, II, I, II, III, IV</td>
<td>Deep Tissue Cleansing</td>
</tr>
<tr>
<td>FLAKY SKIN</td>
<td>III, II, I, II, III, IV</td>
<td>Deep Tissue Cleansing</td>
</tr>
<tr>
<td>9 MATURING SKIN</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Renewal</td>
</tr>
<tr>
<td>FINE LINES</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Renewal</td>
</tr>
<tr>
<td>LOSS OF ELASTICITY</td>
<td>III, II, I, II, III, IV</td>
<td>Tissue Toning</td>
</tr>
<tr>
<td>10 IRREGULAR PIGMENTATION</td>
<td>III, II, I, II, III, IV</td>
<td>Cellular Sweep</td>
</tr>
<tr>
<td>IRREGULAR PIGMENTATION</td>
<td>III, II, I, II, III, IV</td>
<td>Cellular Sweep</td>
</tr>
<tr>
<td>11 CAPILLARY DISTENTION</td>
<td>III, II, I, II, III, IV</td>
<td>Capillary Calm</td>
</tr>
<tr>
<td>CAPILLARY DISTENTION</td>
<td>III, II, I, II, III, IV</td>
<td>Capillary Calm</td>
</tr>
</tbody>
</table>

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**EVERY SKIN CONDITION HAS A SPECIFIC IN-SALON TREATMENT**

Every skin condition has 1 specific facial treatment.

On the DermaPrint form, in Step 2. Identify Skin Conditions, there is a corresponding in-salon Treatment listed directly across from each skin condition.

Let’s look at the 7 skin conditions that we chose as an example and their corresponding Treatment name.

1. Dehydration          Moisture Boost
2. Open Comedones       Deep Tissue Cleansing
3. Tissue Congestion    Deep Tissue Cleansing
4. Fine Lines           Tissue Renewal
5. Loss of Elasticity   Tissue Toning
6. Irregular Pigmentation Cellular Sweep
7. Capillary Distention Capillary Calm
Effective Treatment Techniques

3. Determine the *DermaPrint™* State of Skin Condition Groups

<table>
<thead>
<tr>
<th>SENSITIZED</th>
<th>POLYCLINICAL CONGESTION INFLAMED</th>
<th>UNBALANCED</th>
<th>POLYCLINICAL CONGESTION NON-INFLAMED</th>
<th>CELLULAR AGING</th>
</tr>
</thead>
</table>
| Can have any One of the following: Sensitized - Temporary Burns - Wind Burns - Chemical Burns - Heat Sensitized - Chronic Compromised Barrier Integrity | Comedones - Closed Comedones - Open Pustules - Large (More than 5) Pustules - Large (More than 5) May also have: Nodules Cysts | Will have the following: Dehydration Excessive Drying Flaky Skin Comedones - Open, Resistive Tissue Congestion | Comedones - Closed Comedones - Open Pustules - Large & Anhedonic Pustule - Small (Less than 5) Pustules - Small (Less than 5) May also have: Milia Sensitized - Temporary Sensitive - Inflamed Skin | May also have: 
- Rough Texture 
- Lines - Fine 
- Loss of Elasticity 
- Irregular Pigmentation 
- Capillary Distention 
- May also have: 
- Desiccated Stratum Corneum 
- Thinning of the Skin 
- Wrinkles/beyond fine lines 
- Asphyxiated Skin |

4. Choose the appropriate *DermaSolutions™* Treatment Program

The Appropriate Treatment Program Corresponds Directly To The State Of Skin Condition Group And Is Located Directly Under The SOS Group

TREATMENT SERIES PROGRAM

Treatment series correlates to Step 3 and step 4 on the Dermaprint analysis form.

The appropriate Treatment Program correlates directly to the State of Skin Condition group.

Once you have determined the SOS group, the Treatment Program is located directly under the SOS group.

Remember, if you have 2 SOS groups marked, treat the one closest to the left first, as they are listed in order of treatment priority from left to right.

There are 6 treatments in each treatment series.

The numbers to the right of each individual treatment indicate the *ideal* number of days between each treatment, for fastest maximum results.
Effective Treatment Techniques

TREATMENT DIRECTIONS / CHECKLIST

This is how the treatment forms look.
At the top, number 1, each treatment form lists:
• The Focus & Objectives, the Main Techniques and Indicated Skin Conditions

The second section lists the products used in the treatment.

The third section lists the treatment steps and treatment instructions.

The bottom, or the fourth section lists the different series that you’ll find the treatment in. You can then circle the series and the treatment this treatment represents.

You can 2-hole punch the DermaPrint forms at the top to be filed in the Client File Folder.
Effective Treatment Techniques

The old treatment forms used to have the products listed. Now, all products are listed on the back side of the Client History Folder.
Selling a series of treatments is easy with our DermaSolutions Treatment Series brochures.

These informative client brochures address various common skin conditions and explain treatment benefits and treatment procedures.

On the front of the brochure is the name of the treatment series, our example here shows “Tissue Re-Balancing.” Underneath is an explanation or reasons for having this particular series program.

A convenient appointment scheduler on the back (shown on the left side) enables you to record the client’s treatment dates and times. There is also a place to record the cost of the series.
TREATMENT SERIES BROCHURE

The inside of the brochure describes each treatment and are shown in order that they will be performed.

Also listed with each treatment are “suggested homecare products” for the customer to purchase.
MARKETING TOOLS

To help promote ONLY YOURx Corrective Treatments, utilize our marketing tool – a DermaSolutions™ Treatment Program poster.
Effective Treatment Techniques

To Help Promote The Rainforest Peels, Utilize Marketing Tools:

• Counter sign and brochures
• Postcards
• Poster

RAINFOREST MARKETING TOOLS

To Help Promote The Rainforest Peels, Utilize Marketing Tools:

Counter sign and brochures
Postcards
Poster
Effective Treatment Techniques

ONLY YOURx TREATMENT TECHNIQUES

IT IS TIME FOR PRACTICAL TECHNIQUE!

ONLY YOURx TREATMENT TECHNIQUES