



**dermalogica**<sup>®</sup>  
D.N.A.

achieving professional results

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## meet dermalogica

For more than 30 years, we have redefined professional excellence in the skin care industry. Instead of teaching "beauty school" to "beauticians," we teach skin health to skin therapists, offering the most challenging and rewarding postgraduate skin therapy curriculum in the world.

### **We believe in skin health, not beauty.**

Dermalogica launched in 1986, a time when neon reigned, hair was big and beauty was more important than skin health. While snazzy, frilly products acted more as trendy accessories than tools for skin health, Dermalogica delivered innovation through real research, real ingredients and real results.

Today, Dermalogica still turns heads for innovative products and treatments that work, and our customers turn heads for skin health that goes farther than skin deep.

### **We believe professional skin care is not a luxury.**

To us, skin care is part of daily health — like brushing your teeth! That's why we believe so much in the power of professional skin therapists to change how people value and care for their skin.

Since Jane Wurwand — herself a professional skin therapist — founded Dermalogica, our mission has been to bring respect and success to professional skin therapists through excellent education, innovative products and outstanding customer service. Everything we do is done to help *you* be the best, most successful and most influential skin therapist you can be.

### **We believe in setting the standard.**

Dermalogica is the #1 choice of skin care professionals worldwide. To date, we have won more than 300 awards for our revolutionary products and treatments, all researched and developed by The International Dermal Institute (IDI). As a student, you're not only working with these products and treatments, you're learning the best, from the best, with access to more than 40 IDI classes and industry-leading experts!

Along with IDI, Dermalogica is the driving force behind more than 90 training centers, including our unique Immersive Learning Centers at select locations.





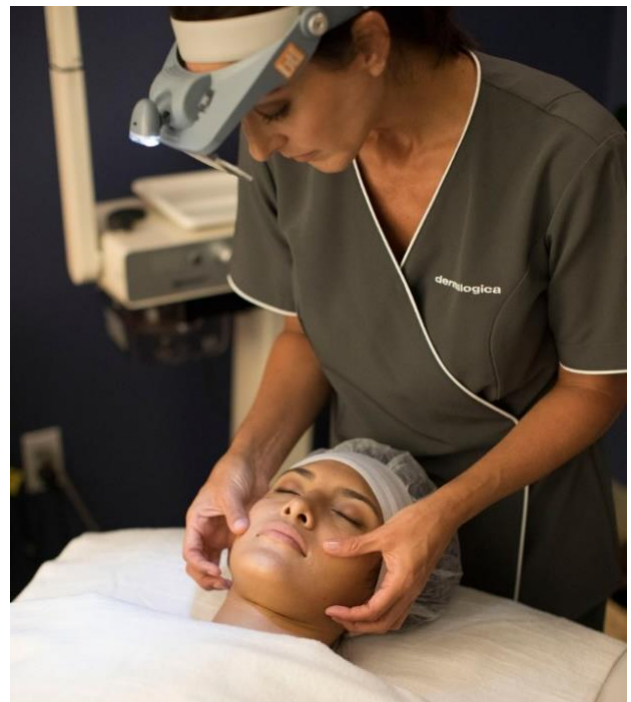
Your face tells its own unique story and a great skin treatment should be personalized just for you. Whether you have an oily t-zone and flaky cheeks or puffy eyes and sensitivity, your treatment will be tailor made each time to solve your specific concerns. All you need to do is decide the time you have available and our highly trained skin therapists will do the rest.

## experience proskin 60

**ProSkin 60** consists of a modular treatment structure that is flexible to allow for perfect personalization. After consultation and client preparation, each treatment starts with the Double Cleanse module, which includes **Face Mapping**<sup>®</sup>, followed by your choice of four key treatment modules where you will select the appropriate modality, products and techniques according to your client's skin needs and goals. You will finish by layering a series of product for a healthy-looking Dermalogica glow. Prescription and treatment advice is always at the end of every treatment using the **Skin Fitness Plan**.

## proskin 60 at-a-glance

- Consultation
- Client preparation
- Modules:
  - Double Cleanse
    - Face Mapping
  - Resurfacing
  - Extractions
  - Touch Therapies
  - Deep Treatment
  - Dermal Layering
    - Prescription



# the consultation

## Determine the skin priorities

Have the client complete the **Dermalogica Consultation Card**, which includes questions about their current regimen, lifestyle and overall health. Follow up with any other questions and actively listen for any clues to contraindications. From there, this will help to determine the client's skin priorities.

## Determine skin health and tolerance

Dermalogica's professional products are active formulas—you want to be impactful but not overwork the skin. The skin's tolerance may change day to day, so it's important to check even for returning clients. You will also have another opportunity to investigate during **Face Mapping®**.

Other questions to ask:

- Stress and sleep
- Diet and exercise
- Experiencing any stinging, itching or burning sensations
- Recent sun exposure and SPF usage

The image shows a 'consultation card' from Dermalogica. It is divided into sections: 'your health', 'your skin', and 'pro power peel consent for treatment'. The 'your health' section contains 7 numbered questions about medical history, medications, allergies, and general health. The 'your skin' section contains 6 numbered questions about current skincare products, treatments, and skin concerns. The 'pro power peel consent for treatment' section includes a disclaimer and 4 numbered questions about recent procedures and skin reactions. At the bottom, there is a signature line and a checkbox for 'I have received Post-Care Individualized Sheet.'

# precautions and contraindications

## essential oils

This precaution primarily focuses on the first and possibly second trimester of pregnancy as essential oils penetrate the bloodstream. Clients may also have allergies to certain essential oils. Pregnant skin therapists should avoid using these for massage and breathing.

**Products to avoid: Soothing Additive, Clearing Additive, Revitalizing Additive**

## high concentrations of salicylic acid

Pregnant clients need to avoid products with high concentrations of Salicylic Acid. However, in lower concentrations applied to the skin (typically a 2% or less in strength) once or twice a day is generally considered safe. Recommend pregnant clients to check with their physician first. Clients with an allergy to aspirin should also avoid high concentrations of Salicylic Acid.

**Products to avoid: MultiVitamin Power Exfoliant, PowerClear Peel**

## **vitamin A (retinol)**

Oral prescriptions of isotretinoin will impact the skin on the face and the body, therefore any form of exfoliation should be avoided entirely. Advise to wait for a period of 6 months after the completion of treatment before performing professional exfoliation.

Topical prescriptions of tretinoin, impacts the skin only where it is applied. Any exfoliation where the topical was applied should be avoided. Recommend clients to discontinue use 1-2 weeks prior to receiving a professional exfoliation.

Pregnant clients need to avoid retinol products as they penetrate the bloodstream. As a precaution, skin therapists who are pregnant may consider wearing gloves when working with highly concentrated exfoliants and retinoids.

**Products to avoid: MultiVitamin Power Exfoliant, Retinol 1% IonActive™ Serum**

## **electrical modalities**

Most modalities conduct a low-level current through the body. Therefore, clients who have metal implants, pacemaker, body piercings, pregnant or trying to become pregnant should avoid these devices.

**Modalities to avoid: galvanic, high frequency, microcurrent and sonophoresis**

## **other considerations**

- Avoid Light Emitting Diode (LED) on client's hypersensitive to light, have photo-toxic reactions, taking photo-sensitizing medications, epilepsy and claustrophobia.
- Do not perform advanced exfoliation where direct sun exposure is expected post treatment. Always apply and recommend a minimum of SPF30 after treatment.
- Do not exfoliate highly sensitized, broken, injured, sunburned or recently waxed skin within 72 hours.



## proskin cards

The **ProSkin Cards** will help you design a truly bespoke **ProSkin** treatment that addresses the clients concerns and delivers results. Simply select the appropriate **ProSkin card** within each module according to the client's priorities. You will notice that the cards are organized by module and contain various products, modalities and techniques options to choose from. This allows you to build the ultimate treatment, different every time.

## starting your proskin 60 treatment

### client preparation

It's now time to prepare the client to relax and be comfortable on the treatment bed. This is where the details matter. Tailor your client's experience through each of their five senses. Set the environment according to their preferences in lighting, music, aromatherapy, temperature, hot or cold beverages, etc. Ask if they would like a bolster or if they would like to be tightly or loosely covered in the bed. This sets the tone for how your client will experience the rest of the treatment.

### double cleanse including face mapping®

Now that the client is ready, begin your **ProSkin 60** treatment starting with the Double Cleanse module. Cleanse the eyes and lips first (even if the client is male or isn't wearing makeup) and then complete the first cleanse with **PreCleanse**. Next, perform **Face Mapping**® and record your findings on the **Skin Fitness Plan**. This allows you to make a professional assessment of the skin to fully customize your **ProSkin** treatment. Finish the Double Cleanse module with the second cleanse using the appropriate cleanser according to your findings.

## resurfacing with professional grade exfoliants

Use the **BioActivity Score** to determine the strength of professional grade exfoliants.

dermalogica exfoliant	bioactivity score
Daily Microfoliant®	5
Daily Superfoliant™	9
MultiVitamin Thermafoliant®	10
MultiVitamin Power Exfoliant	25
Exfoliant Accelerator 35	35

## resurfacing

### MultiVitamin Power Exfoliant



Lipid base exfoliant | Optimal skin smoothness with minimal irritation | Use full or half tube | Remove with Double Cleanse | Patch test if client may be sensitive | Not suitable for pregnant clients

Retinol | Lactic Acid | Salicylic Acid | Vitamin C and E

**BioActivity Score: 25**

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### Exfoliant Accelerator 35



Chamomile extract base | Improves texture and tone | pH 3.2 | Use undiluted for maximum exfoliation | Use to customize Dermalogica chemical exfoliants | Remove with Double Cleanse | Patch test if client may be sensitive

Lactic Acid | Galactoarabian | Enzymes | Encapsulated peptide | Olive Leaf Extract

**BioActivity Score: 35**



## extractions



### Multi-Active Scaling Gel

Designed to ease extractions | Softens keratinized proteins and impacted sebum | Apply with fan masque brush | Apply to congested areas | Use with steam or galvanic current | Perform extractions and remove with sponges and water | Use to customize cleansers and powder exfoliants

Aloe Vera Leaf Juice | Hydrolyzed Viola Tricolor Extract | Spirea Ulmaria (Meadowsweet) Extract



### Post Extraction Solution

Medicates and purifies follicles | Speeds clearing of existing breakouts | Reduces redness and inflammation | Apply with cotton pads where extractions were performed

Tea Tree Oil | Salicylic Acid | Centipeda Cunninghamii



#### ProTip:

- Use the manual Dermalogica Extraction Technique to safely and hygienically removed comedones
- If necessary, blot skin to prevent slipping and bruising
- Wear gloves and use tissues for hygienic removal
- Never extract inflamed lesions to prevent cross infection and scarring

## touch therapies



### Additives

Essential Oil blends with therapeutic properties | Meadowfoam Seed Oil, Argan Oil, Rice Bran Extract, Rosemary Leaf Extract, Sunflower Extract and Tocopherol carrier oils | For inhalations and massage | Press 4-6 drops onto skin

### Clearing Additive

Therapeutic Moringa Seed Oil | Lemongrass, Juniper and Sandalwood Essential Oils

### Revitalizing Additive

Therapeutic Camellia Japonica Seed Oil | Rosewood, Orange, Sandalwood and Lavender Essential Oils

### Soothing Additive

Therapeutic Avena Sativa (Oat) Kernel Oil | Lavender, Cypress, Eucalyptus and Sandalwood Essential Oils



### ProTip:

- Start your **ProSkin 60** treatment with inhalations. This promotes relaxation and enhances the sensory experience for the client
- Dermalogica's signature **Pressure Point Massage** is suitable for all skins. Select the appropriate Additive to compliment the client's emotional state and address their skin needs

## touch therapies



### Massage Gel-Cream

Increases and prolongs slip and glide | Hydrates and smooths | Motion-activated oil technology | Water-soluble, fragrance-free | No heavy residue | 2-3 pumps for face, neck and chest | Customize with **Calming Botanical Mixer** or **Additive** | Remove with sponges or towel

Safflower Oil | Sunflower Seed Oil | Tocopherol | Glycerin



#### ProTip:

**Dermalogica's Touch Therapies** offer a variety of massage techniques to choose from:

- Pressure Point
- Stress Relief Scalp
- Targeted Neck and Shoulder
- Age Reversal
- Sensitive Skin Relief

Simply select the appropriate Touch Therapy for your client.

## deep treatment – ionactive™ serums

### IonActive™ Serums

Highly concentrated professional treatment serums | Targets specific skin conditions |  
Use an almond sized amount under Masques | Ionize on positive polarity



#### Retinol 1% IonActive Serum

Firms and reduces visible signs of skin aging | Perfect for mature or prematurely aged skin



#### Oligopeptide IonActive Serum

Brightens hyperpigmentation for a more even skin tone | Inhibits melanin production



#### Niacinamide IonActive Serum

Controls and prevents adult acne breakouts | Ideal for more acneic skin



#### Hyaluronic Acid IonActive Serum

Relieves dehydrated and/or sensitized skin | Delivers intense moisture to the skin

## deep treatment – masques



### Colloidal Masque Base

Cooling botanically active gel | Hydrating Hyaluronic Acid | Customizable | Can be used as an ionizable gel | LED friendly

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### Conductive Masque Base

European Brown Algae | Magnesium Aspartate | Dual-size Hyaluronic Acid | Cools and deeply hydrates | Reduces signs of aging | Ideal with **IonActive™ Serums** and electrical modalities | Can be spread over eyelids and lips | Remove with sponges or steam towel

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### Clinical Oatmeal Masque

Pharmaceutical-grade Colloidal Oatmeal | Aloe Barbadensis Leaf Juice | Avena Sativa Oat Kernel Protein | Alleviates itching | Soothes skin rashes and irritation | Customizable | Remove with steam towel



## Contour Masque

Diatomaceous Earth | Calcium Sulphate | Rubberized Masque  
Firms and contours | Increases circulation and product penetration  
Prepare with gauze | Use cool or cold water | Peel off once set

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## Exothermal Gelloid Masque

Zeolites | Glycerin | Helianthus Annuus (Sunflower) Seed Oil |  
Lecithin | self-heating | Restores barrier | Soothes skin |  
Customizable | Remove with steam towel

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## Endothermal Gelloid Masque

Spirulina (Green Algae) Extract | Aloe Vera Leaf Extract | Ferulic  
Acid | Niacinamide | Cooling and Calming | Customizable | Remove  
with steam towel

customization



## Calming Botanical Mixer

Botanical hydrosol blend | Water-soluble | Flexible customization | No contraindications | Use 6-10 drops or less if required

### ProTip:

- **What can I customize?** Steam towels, cleansing water, disposable esthetic wipes and all water-soluble Dermalogica products including cleansers, exfoliants, extraction mediums, masques and moisturizers

## proskin 60 treatment modules

### double cleanse

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#### eyes and lips

PreCleanse

#### first cleanse

PreCleanse

#### second cleanse

Dermal Clay Cleanser  
Special Cleansing Gel  
Intensive Moisture Cleanser  
Skin Resurfacing Cleanser  
UltraCalming™ Cleanser  
Clearing Skin Wash

### resurfacing

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Daily Microfoliant®  
Daily Superfoliant™  
MultiVitamin Thermafoliant®  
MultiVitamin Power Exfoliant  
Exfoliant Accelerator 35

## **extractions**

Multi-Active Scaling Gel  
Post Extraction Solution

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## **touch therapies**

Soothing Additive  
Clearing Additive  
Revitalizing Additive  
Massage Gel-Cream  
Calming Botanical Mixer

## **deep treatment**

### **ionactive™ serums**

Hyaluronic Acid IonActive™ Serum  
Retinol 1% IonActive™ Serum  
Niacinamide IonActive™ Serum  
Oligopeptide IonActive™ Serum

### **masques**

Conductive Masque Base  
Colloidal Masque Base  
Contour Masque  
Clinical Oatmeal Masque  
MultiVitamin Power Recovery® Masque

## **dermal layering**



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**toner/essence**

Multi-Active Toner  
Redness Relief Essence  
Antioxidant HydraMist

**eye treatment**

MultiVitamin Power Firm  
Stress Positive Eye Lift

**targeted treatments**

Barrier Defense Booster  
UltraCalming™ Serum Concentrate

**moisturizers**

Active Moist  
Skin Smoothing Cream  
Intensive Moisture Balance  
Prisma Protect SPF30  
Barrier Repair  
Calm Water Gel  
Super Rich Repair  
Oil Free Matte SPF30  
Solar Defense Booster SPF50  
Dynamic Skin Recovery SPF50  
SkinPerfect Primer SPF30

## pressure point massage



Rest fingers just above the ears and place the thumbs in a 'V' formation between the brows. Apply pressure over the frontal vertical lines and move up towards the hairline using pressure directed down towards the nose.



Using alternating thumb movements perform thumb sliding over frontal vertical lines toward the hairline.



Divide forehead into 3 horizontal sections, brow, middle and hairline. Position thumbs between the brows, press, release and glide from center towards the temples along the brows and slide down in front of the ears. Follow in a similar pattern over the middle and then hairline to include the entire forehead.



Begin at the center of forehead using the fleshy part of the thumb base (palmar pad), slide over the forehead to the ears.



Rest thumbs in a 'V' position over inner brow (between brows). Use cushioned middle finger above cheekbone from nose to temples. Use pressure, release and glide movements. Then work below the cheekbone from nasal fold, draining across to the earlobes.



Clasp fingers at centre of jaw line, drain the jaw line and stroke back to the ears and work the ears. Begin at the centre of forehead using the fleshy part of the thumb base (palmar pad), slide over the forehead to the ears (as in step 4). Repeat steps 4 & 6. Drain the jaw and forehead one after the other alternating the movements.



Make as if to "scoop" the jaw, avoiding the front of the throat, slide-down the neck to the clavicle. Separate fingers at clavicle (index and middle fingers) and drain to the shoulders.





8 Press down on the front of the shoulders towards the bed (1X). Then pivot and press with the heel of the hand at the top of the shoulders towards the feet (1X).



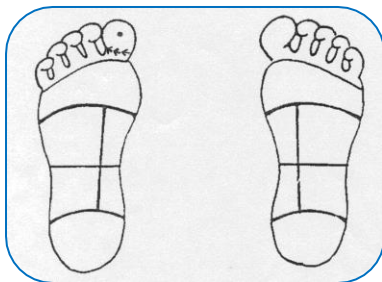
9 Slide up the back of the shoulders into the occipital condyles or base of the occipital ridge. Work the following points along the occipital ridge by pumping and pressing each point. Points 1 & 5 are directly behind the ear, points 2 & 4 are towards the center and point 3 is directly in the center. Perform 6 circular rotation at each point with middle finger



10 Cradle movement is optional for neck. Place forearms on the head of the bed and carefully bring the head to rest on both forearms with the hands between the shoulder blades. Gently move the head slowly from side to side (2X) to release tension.

**Optional:**

Work neck reflex on feet if client's neck is stiff or unable to be worked on.



## plan a proskin 60 treatment

treatment module	product selections techniques and options
<b>consultation</b> client skin priorities contraindications	
<b>double cleanse</b> eye and lip first cleanse face mapping® second cleanse	
<b>resurfacing</b>	
<b>extractions</b> prep extract post	
<b>touch therapies</b>	
<b>deep treatment</b> ionactive™ serum masque	
<b>dermal layering</b> tone moisturize SPF prescription	

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