The Truth About Aging Skin:
Getting Hands-On With Aging Skin
Booklet
Consultation Considerations

When treating the client with aging skin it is essential to complete a thorough consultation. This will help establish not only key skin concerns, but help establish the most effective course of treatment or product choices to ensure results.

Important areas on the card and questions to ask:

- **Medications** – such as hormone replacement therapy (HRT) can be an indication as to the stage of life i.e. menopausal, and help to confirm the reason for changes to skin; such as poor skin strength and tonacity. In the first five years post-menopause, the client can experience rapid collagen degradation, resulting in a dramatic change to the skin. HRT could also cause unusual skin breakouts uncharacteristic with the age of client.

- **Past medical procedures or surgeries** – review to see if there is anything that would affect the skin condition and possible contraindications. Hysterectomy for example would cause a sudden drop in oestrogen and increase the aging process.
Check on any cosmetic medical procedures like deep peels, laser ablation and rejuvenation, eye lifts, full facelifts or thread lifts.

- **Skin treatments** – many aging clients may have previously received advanced chemical peeling, microdermabrasion and light therapy treatments, which could affect barrier function.

- **Current skin care regimen** – what are they currently using? Are they cherry picking from various lines and possibly over-processing their skin? Using exfoliants and retinoid products can lead to skin fragility, sensitivity and barrier lipids could be impaired. Many clients believe it is too late to start using sunscreens; this should be discussed at length to encourage the client to prevent further damage.

- **Lifestyle** – smoking, alcohol, caffeine, tanning and diet all can cause dehydration, and premature aging. Low fat diets can cause further dryness to the skin, and stress can accelerate the aging process through neurogenic inflammation.

- **Expectations** – establish what results the client can expect to see on their skin. Ensure that they are aware that wrinkles and sagging jawlines will not be eradicated through products and skin treatments alone, but may need the skills of a plastic surgeon.

### Skin Analysis

Through the Skin Analysis we can backup what we understand on the consultation card with what we see on the skin.

Look and feel for the following:

- **Alipoid or dehydration** – due to slowing down of sebum secretion, or reduced barrier lipids and TEWL.

- **Skin volume, elasticity and fortitude** – plumpness and internal padding to the skin; Dermal Epidermal Junction, thinning or thickening of the epidermis.
• Broken capillaries and fragility – collagen breakdown also causes collapse or leakage of capillaries and skin fragility.
• Barrier function and sensitivity – can be caused by epidermal changes, products, procedures, over-processing or lifestyle.
• Texture – if rough, is this the result of slower cell turnover?
• Pigment irregularity – photodamage or hormonal, ask how long the client has experienced it.
• Lines and wrinkles – main concern for most clients, ask about eye area protection and treatment.

Treatment Protocol Ideas

• Cleansing
  o Creamy formulas to replenish barrier, use with steam

• Exfoliation
  o Advanced combinations of acids, enzymes, vitamins or mechanical methods

• Massage
  o European style, Indirect High Frequency, acupressure, warming hot stones or energizing techniques

• Active complexes
  o Combine with technology to penetrate into deeper layers of the epidermis

• Specialty Masques
  o Repair, firm and penetrate actives with setting vacuum masques
Prescribing Products and Treatments Through The

20's - 30's
Concerns: oily, breakouts, fine lines around eyes
Focus: control oil, maintain, protect precleanse, cleanser, toner & moisturizer for oil control
daily gentle exfoliation
add hydrating serum, eye care & daily SPF

Treatment: 20 minute deep cleansing & eye add on.

30's - 40's
Concerns: pigmentation, occasional breakouts, lines
Focus: firm, even skin tone, strengthen cleanser, toner & moisturizer for hydration
3x week exfoliation
add brightening serum, peptide eye care, daily SPF30

Treatment: monthly brightening treatments & stress relief

40's - 50's
Concerns: dry, loss of firmness, deeper lines
Focus: replenish lipids & energize exfoliating cleanser, antioxidant toner
3x week thermal exfoliation
add retinol eye cream, repair overnight serum, heavier weight moisturizer

Treatment: bi-weekly energizing & repair treatments with microcurrent.
**Medical Procedures**

- **Injectables** – Botox, Dysport, Collagen, Restylane, Radiesse, Sculptra, etc. Used to target concerns such as wrinkles, lines, or loss of volume.

- **Chemical peels or Laser Resurfacing** – For signs of photodamage / hyperpigmentation, or skin texture concerns.

- **Photorejuvenation** – Thermage, IPL, or superficial peeling. Used for hyperpigmentation, vascular concerns, firming and tightening of the skin or preventative.

- **Surgery** – Conditions such as sagging skin, deep wrinkles, acne scars, etc. Procedures such as a facelift, blepharoplasty, browlift, thread lift.

**Skin Care Treatments**

- **Coaching** – Recommending to clients product recommendations, lifestyle changes and treatment recommendations.

- **Advanced Skin Treatments** – This could be cleansing, exfoliation, massage techniques, masques, etc.

- **Electrical Technology** – Incorporating the use of technology in a skin treatment using, but not limited to, Ultrasonic, Microdermabrasion, Galvanic, Microcurrent, Iontophoresis, LED, etc.

- **Touch Techniques** – Providing specific touch techniques to clients. Providing relaxation or energizing, advance facial massage, reflexology or acupressure.
### Exfoliation

**The role of exfoliation:**
To remove the outer layer of epidermal cells revealing newer skin beneath. This shedding of the outer layer helps to promote optimum skin fitness and health.

**2 types**
- **Mechanical:**
  - Microdermabrasion
  - Scrubs
  - Mechanical brushes
- **Chemical:**
  - Hydroxy Acids
  - Enzymes

**Benefits of exfoliation:**
- Increase desquamation
- Smooth texture & minimize fine lines
- Remove pigmented cells
- Stimulate circulation
- Increase production of collagen

### Iontophoresis

Iontophoresis creates a positive polarity on the skin. Driving active substances into the deeper layers of the skin while tightening, firming, and causing vasoconstriction.

**2 types**
- **Galvanic Current:**
  - Using the positive polarity on the galvanic current
- **Specific Iontophoresis:**
  - Uses 2 probes to infuse ingredients into a specific area of skin

**Benefits of Iontophoresis:**
- Penetrate active ingredients
- Tightens & firms tissue
- Constricts blood vessels
- Decreases sensitivity
- Reduces edema
- Oxygenates the tissue

### Ultrasonic

The use of vibrating sound waves creating cavitation to allow for the delivery of active ingredients, enhanced cleansing and exfoliation.

**Method**
Utilizes low-frequency sound waved in a 3-stage system for safe mechanical exfoliation, molecular penetration and healing micro-amp therapy to combat aging skin, reduce wrinkles, clear acne, manage Rosacea and control hyperpigmentation, in addition to many other skin challenges.

**Benefits of Ultrasonic:**
- Sonophoresis
- Penetration of actives through cavitation
- Stimulates tissues
- Raises temperature
- Increased circulation
### Microcurrent

Microcurrent is a low level of electrical current using micro-amps (μA) that mirrors the body’s own natural current. Used by skin therapist for muscle re-education, firming, toning, and specific product penetration.

**2 applications:**

- **Muscle re-education:** Using 2 probes to perform a lifting or a lengthening action of the muscles
- **Specific iontophoresis:** Using 2 probes to infuse ingredients into a specific area of skin

**Benefits of Microcurrent:**
- Re-education of muscles
- Lifting and firming effect
- Increase Adenosin Tri Phosphate (ATP)
- Specific iontophoresis

### Light Therapies

Light therapies are the use of light, heat, or a combination to stimulate cell renewal.

- **Light Emitting Diode (LED)** is a non-invasive, low energy wavelength used to treat specific concerns. Generates no heat, LED is used to stimulate and energize cellular activity.

- **Intense Pulsed Light (IPL)** use flashes of light to produce heat in dermal tissue without disruption or removal of the outer epidermis. Same principle as lasers; light energy is absorbed into particular target within the skin.

- **Lasers** a coherent beam of light creating heat to dermal tissues and possible disruption to epidermal tissues.

**Benefits of Light Therapies:**
- Increase collagen and elastin production
- Plumping and strengthening the skin
- Lightening of pigmentation
- Vascular constriction

<table>
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<th>LED Light =</th>
<th>694 nm</th>
<th>760 nm</th>
<th>1064 nm</th>
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<tr>
<td>Dermis</td>
<td>Epidermis</td>
<td>Dermal</td>
<td>694 nm</td>
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<tr>
<td>LED Light</td>
<td>420</td>
<td>940</td>
<td>694 nm</td>
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IDI From the Beginning

IDI: Setting the Gold Standard for Professional Success

For over 25 years, The International Dermal Institute has pushed the skin care industry envelope to its limits, literally redefining professional excellence and offering skin therapists a unique opportunity to reach their personal best in the process. We do it by offering the most challenging and rewarding postgraduate skin and body therapy curriculum available anywhere today, with 38 postgraduate Training Centers worldwide; 18 of which are located in the U.S.

What we offer our students goes far beyond technical training and access to expertise you won’t find anywhere else. Our mission is to stay in touch with that original sense of “electricity” – the feeling of connecting with destiny, and creating your own future with your own heart, mind and hands. A postgraduate skin care education at The International Dermal Institute offers that connection literally around the world, and gives students their own opportunity to get “plugged in” as part of a uniquely rewarding profession which thrives on human touch and communication.

This charge to be the best in postgraduate skin care is led by Jane Wurwand, a professional skin therapist. Since founding IDI in 1983, she’s continually carried an urgent message to skin therapists: education is the key to improving every aspect of your business, from understanding galvanic current to creating a seamless booking system!

IDI is at the forefront of the evolution of skin care, elevating the respect and success of the skin care industry and the professional skin therapist around the world. Today the industry is just as competitive, and IDI maintains the international gold standard for postgraduate skin and body therapy training. Stand tall as a member of The International Dermal Institute’s worldwide student body committed to professionalism, and having the best hands in the business!

Continuing with our legacy of innovation, we are supporting FITE, Financial Independence Through Entrepreneurship, a global platform to fund women worldwide into their own business to create sustainable income. From one woman to another, one entrepreneur to another, we can evoke a positive change. Learn how you can get involved at joinFITE.org.
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