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job #	description		
26391	THE BOOK (Clear Start) 2014 Vol. 1 (INT) - Cover		
sku	upc	software	template
4974	666151920088	InDesign CC	
trim size	final size	created	updated
16.5" x 9.5"	8.25" x 9.5"	06.14 SW	
bleed	sides		
full bleed	2-sided		
stock/weight	finish/coating		
111# Pacesetter Silk Cover	Gloss AQ		
notes			
Vendor may not make changes to the art provided without written approval of the Creative Department			

dermalogica 1535 Beachey Place Carson, CA 90746			
job #	description		
26391	THE BOOK (Clear Start) 2014 Vol. 1 (INT) - Guts		
sku	upc	software	template
4974		InDesign CC	
trim size	final size	created	updated
16.5" x 9.5"	8.25" x 9.5"	06.14 SW	
bleed	sides		
full bleed	2-sided		
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80# Reincarnation Matte 100% Recycled & 60% PCW	Satin AQ		
notes			
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the book



dermalogica.com
 corporate office: 1535 Beachey Place
 Carson, CA 90746 USA
 London KT22 8JB United Kingdom

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volume 1

welcome to clear start™



When it comes to skin, breakouts are hands down the number one issue among teens. It not only affects their skin, it lowers their self-confidence and their self-esteem. In fact, when we researched teen skin issues, we found that teenagers valued clear skin more than "enjoying life and having fun."

That's why we created Clear Start™, a serious skin care line dedicated to clearing up breakout-prone teen skin.

What causes breakouts among teens?

Acne is generally part-genetic, part-hormonal. But unlike adult acne, which tends to be inflammatory and related to stress, teenage acne is usually triggered by puberty.

As teenagers transition from children to adults, puberty triggers the movement of new chemicals in the body. Androgen hormones, often called "male" hormones even though they are present in both males and females, become more pronounced at this time. These often play a significant role in teen breakouts.

Androgen hormones stimulate hair growth and sebaceous (oil) gland activity, which increases oil production. That excess oil can mix with skin cells and clump together, forming a plug that gets infected with *Propionibacterium acnes* (*P. acnes*) bacteria, swells and becomes a breakout. Pores (follicles) can also become larger, skin can appear shinier and rougher, cheeks may feel more sensitive or look pink, and of course,

blackheads, whiteheads and inflamed lesions can appear on the face, neck, chest, back and shoulders.

Blackheads are open, non-inflammatory comedones that form when a sebaceous follicle becomes impacted with residual oil, bacteria and materials such as hair, dead skin cells and make-up. (The black color in a blackhead is not dirt but trapped excess oils that have changed color after coming in contact with oxygen.) These are usually not severe and can be removed via extraction.

Whiteheads are non-inflammatory comedones that occur just like blackheads, but the pore is closed instead of open. These usually go away on their own but can grow into more severe forms of acne if they become irritated.

welcome to clear start™ continued

Inflamed lesions can form when the follicle wall ruptures. This results in red or swollen **papules**. If the break in the follicle is close to the surface, it can become a **pustule**, a circumscribed elevation of the skin that contains pus. If the break occurs deeper beneath the surface, it can become a **nodule**, which is larger and harder than a pustule. When a membrane traps the infection, it can turn into a **cyst**, which can cause scarring.

Many teens and young adults, especially boys, also suffer from back acne, (often called “backne” or “bacne”). Abrasive athletic clothing items such as football shoulder pads are often the culprit, as they can trap sweat and dead skin cells. A general over-secretion of the oil glands on the back can also lead to breakouts.

How do you treat, clear and prevent breakouts among teens?

Treating breakouts among teenagers can be more difficult than treating breakouts among adults. This is because most teenagers' bodies are not fully formed, let alone their skin care habits. Yet, according to our research, most teens today spend more time on their skin than baby boomers! Getting teens to establish an effective regimen at this stage can set them up for a lifetime of clear, healthy skin. Their key focus at this stage should be to unclog pores, minimize breakout-causing bacteria and control oil.

Thorough cleansing, toning and moisturizing day and night is a good start, as well as incorporating extra clearing products that work to reduce impaction plugs, kill bacteria, control excess sebum and reduce inflammation.

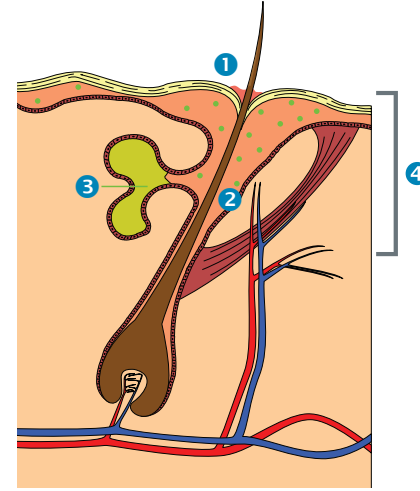
Using comedogenic (pore-clogging) ingredients and cleansing with very hot water should be avoided as they can exacerbate breakouts. Also, instead of mentholated or alcohol-based toners, which can strip skin of oil it needs and trigger even more oil production, teens should use gentle exfoliants. These can help rid oily skin of dulling and pore-blocking skin cells, and enhance skin's receptiveness of oil-controlling ingredients.

Increasing water intake can also help keep skin clear as well as flush out toxins, carry nutrients through the body and improve blood circulation. Hydrated skin is less prone to breakouts and tends to be neither too oily nor too dry.

Sensitive skin can be kept in check with soothing, cooling ingredients as well as soap-free cleansers. Teens with sensitive skin should avoid fabric softener sheets, which are made of animal fat (namely beef lard), not to mention artificial fragrance. This comedogenic coating can get on pillowcases, irritate skin and clog pores.

Backne can be treated the same way breakouts are treated on the face. Contrary to popular practice, over-cleansing the skin with harsh soap, vigorous scrubbing movements, or rough loofahs and back brushes isn't necessary or effective. It will only make backne worse.

Clear Start™ from Dermalogica takes a four-level approach to clearing breakouts through combination therapy, combining the best of nature's botanicals and the science of skin care.



- 1 Removing impaction plugs
- 2 Killing bacteria
- 3 Controlling excess sebum
- 4 Reducing inflammation

Unlike other breakout-controlling products, Clear Start™ formulas combine serious, medicated ingredients with skin-soothing botanicals — which means they're tough on breakouts but kind to skin.

Through an easy-to-follow, 4-step regimen that incorporates extra clearing products, Clear Start™ helps teens reveal their clearest level of skin and establish skin care habits that will last a lifetime. Teens can also benefit from a **Clear Start™ Breakout Clearing MicroZone® Treatment**, designed to solve issues right on the spot. From extracting blackheads to reducing redness, this 20-minute treatment gets skin in shape fast — perfect for breakouts that occur at the most inconvenient times.

Keep this training guide on your product trolley and reference it whenever you need to treat breakouts and recommend products for your teen clients!

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skin condition

Breakout-prone teen skin.

description

A foaming wash that clears away dead skin cells, dirt and excess oils to treat and prevent breakouts.

top products to prescribe

- Breakout Clearing All Over Toner
- Oil Clearing Matte Moisturizer SPF15
- Breakout Clearing Overnight Treatment



retail

6.0 Fl. Oz. / 177 mL

breakout clearing foaming wash

application

Morning and night, lather a small amount in damp hands, then massage over the face, neck, and chest to wipe out dirt and breakouts. Avoid the eye area. Rinse thoroughly with warm water.

contraindications for use

Product contains Salicylic Acid and may irritate very sensitive skin. Discontinue use if client experiences undue redness or burning. Not for those who currently take acne medication. For external use only, not to be swallowed. Avoid contact with eyes. If contact occurs, flush thoroughly with water. If aggravation develops, discontinue use. If aggravation persists, consult a health care practitioner. Keep out of reach of children.

key ingredients

Salicylic Acid: a beta hydroxy acid that stimulates natural exfoliation, helping to clear impacted follicles and minimize breakout formation, and reduces inflammation.

Oleanolic Acid: an anti-inflammatory and antioxidant compound found in olive tree leaves that helps fight breakout-causing bacteria.

Enantia Chlorantha (African Whitewood) Bark Extract: contains anti-inflammatory, antioxidant and sebum-regulating properties.

Spiraea Ulmaria (Meadowsweet) Extract: an anti-inflammatory agent that protects against the production and secretion of excess sebum.

Melaleuca Alternifolia (Tea Tree) Leaf Oil: an antiseptic and antimicrobial that kills bacteria, aids in healing and helps soothe the skin.

benefits / top retailing points

Deep cleans and purifies skin of dirt, oil and breakout-causing bacteria without stripping.

Clears and soothes the skin with botanicals.

Can be used all over face and body to treat and help prevent future breakouts.

Revives, energizes and refreshes the skin.

skin condition

Breakout-prone teen skin with areas of excess oil production.

description

A clay-based scrub that exfoliates and deep cleans pores and blackheads, leaving skin clear and smooth.

top products to prescribe

- Breakout Clearing Daytime Treatment
- Oil Clearing Matte Moisturizer SPF15
- Breakout Clearing Foaming Wash



retail

2.5 Fl. Oz. / 75 mL

blackhead clearing pore control scrub

application

After cleansing with **Breakout Clearing Foaming Wash**, apply a small amount to damp hands and spread over face and throat. Massage into skin, avoiding the eyes. Rinse thoroughly. Advise your client to use daily for extra clearing.

contraindications for use

For external use only, not to be swallowed. Avoid contact with eyes. If contact occurs, flush thoroughly with water. If aggravation develops, discontinue use. If aggravation persists, consult a health care practitioner. Keep out of reach of children.

key ingredients

Salicylic Acid: a beta hydroxy acid that stimulates natural exfoliation, helping to clear impacted follicles and minimize breakout formation, and reduces inflammation.

Bentonite and Kaolin Clays: purifying clays that pull oil from skin, helping to control shine, deep clean pores and clear congestion.

Melaleuca Alternifolia (Tea Tree) Leaf Oil: has antiseptic, analgesic and anti-bacterial properties and aids in healing and soothing the skin.

Glycyrrhiza Glabra (Licorice) Rhizome/ Root Extract, Camellia Sinensis (Green Tea) Extract and Menthol: provide soothing, anti-inflammatory and cooling benefits.

benefits / top retailing points

Gently scrubs away pore-clogging dead skin cells and debris, leaving skin clear and smooth.

Purifying, natural earth clays soak up excess oil to help control shine.

Skin-smoothing formula gently polishes skin for a cleaner, fresher feeling.

Refreshing botanicals soothe, cool and reinvigorate skin.

skin condition

Breakout-prone teen skin.

description

A clearing, refreshing mist for the face and body that controls excess oils and helps eliminate breakouts.

top products to prescribe

- Breakout Clearing Foaming Wash
- Breakout Clearing Daytime Treatment
- Oil Clearing Matte Moisturizer SPF15



retail



4.0 Fl. Oz. / 120 mL

breakout clearing all over toner

application

Morning and night, after cleansing with **Breakout Clearing Foaming Wash**, spray over the entire face with eyes closed, neck and anywhere on the body that is prone to breakouts. Let absorb. Follow with prescribed Clear Start™ Moisturizer.

contraindications for use

Product contains Salicylic Acid and may irritate very sensitive skin. Discontinue use if client experiences undue redness or burning. Not for those who currently take acne medication. For external use only, not to be swallowed. Avoid contact with eyes. If contact occurs, flush thoroughly with water. If aggravation develops, discontinue use. If aggravation persists, consult a health care practitioner. Keep out of reach of children.

key ingredients

Salicylic Acid: a beta hydroxy acid that stimulates natural exfoliation, helping to clear impacted follicles and minimize breakout formation, and reduces inflammation.

Serenoa Repens (Saw Palmetto), Sesamum Indicum (Sesame) Seed and Argania Spinosa (Moroccan Argan) Kernel Extracts: a botanical blend that normalizes sebum secretion and helps reduce redness.

Citrus Aurantium Amara (Bitter Orange) and Lavandula Angustifolia (Lavender) Oils: antiseptic, analgesic and anti-inflammatory agents that revive, energize and refresh the senses while treating oily skin problems.

Melaleuca Alternifolia (Tea Tree) Leaf Oil: has antiseptic, analgesic and anti-bacterial properties, and aids in healing and soothing the skin.

Hamamelis Virginiana (Witch Hazel): a cooling astringent and antioxidant.

benefits / top retailing points

Allows for optimal moisturizer absorption while controlling excess oil and helping eliminate breakouts.

Contains gentle botanicals to help calm, cool and revive the skin.

Can be spritzed all over face and body throughout the day to help maintain hydration levels and soothe the skin.

skin condition

Breakout-prone teen skin.

description

A lightweight lotion and powerful pimple-preventing treatment in one that helps wipe out breakouts before they emerge.

top products to prescribe

- Breakout Clearing Foaming Wash
- Oil Clearing Matte Moisturizer SPF15
- Breakout Clearing Overnight Treatment



retail



2.0 Fl. Oz. / 60 mL

breakout clearing daytime treatment

application

After cleansing with **Breakout Clearing Foaming Wash** and toning with **Breakout Clearing All Over Toner**, apply a thin layer over face and neck. Avoid the eye area. Avoid contact with clothing and hair as bleaching may occur.

contraindications for use

For external use only, not to be swallowed. Avoid contact with eyes. If contact occurs, flush thoroughly with water. If aggravation develops, discontinue use. If aggravation persists, consult a health care practitioner. Keep out of reach of children.

key ingredients

Magnolia Kobus Bark Extract: has anti-inflammatory and antibiotic properties.

Potassium Azeloyl Diglycinate: hydrates and helps even out skin tone.

Niacinamide: helps regulate oil secretions while scavenging free radicals.

Glycyrrhiza Glabra (Licorice) Rhizome/Root, Cucumis Sativus (Cucumber) Fruit and Lavandula Angustifolia (Lavender) Extracts: soothe, calm and protect the skin.

benefits / top retailing points

Moisturizer and treatment in one helps clear persistent congestion and breakouts.

Breaks up bacteria and keeps sebum (oil) under control while hydrators maintain skin balance.

Contains gentle botanicals to soothe and calm irritated skin.

skin condition

Breakout-prone teen skin with areas of excess oil production.

description

An ultra-light, non-greasy, hydrating formula that controls oil and shine with an all-over matte finish. SPF15 helps shield against UV rays that can worsen breakouts and cause dark spots.

top products to prescribe

- Breakout Clearing Foaming Wash
- Breakout Clearing Daytime Treatment
- Breakout Clearing Overnight Treatment



retail



2.0 Fl. Oz. / 60 mL

oil clearing matte moisturizer spf15

application

After cleansing with **Breakout Clearing Foaming Wash** and toning with **Breakout Clearing All Over Toner**, apply liberally over entire face and neck. Can be layered over **Breakout Clearing Daytime Treatment**.

contraindications for use

For external use only, not to be swallowed. Avoid contact with eyes. If contact occurs, flush thoroughly with water. If aggravation develops, discontinue use. If aggravation persists, consult a health care practitioner. Keep out of reach of children.

key ingredients

Avobenzene, Octinoxate, Octisalate and Oxybenzone: chemical sunscreens that provide optimal UVA and UVB protection.

Salix Alba (Willow) Bark Extract: a natural source of Salicylic Acid that helps control oil and stimulate exfoliation.

Enantia Chlorantha (African Whitewood) Bark Extract: contains anti-inflammatory, antioxidant and sebum-regulating properties.

Silicones: soothe and protect skin from drying out while product absorbs oil.

Betula Alba (Birch) Bark Extract: has antiseptic and soothing properties to help the skin's healing process.

Arctium Lappa (Burdock) Root Extract: an anti-inflammatory essential oil that helps hydrate and calm the skin.

benefits / top retailing points

Special botanical oil absorbers act like micro sponges to minimize shine while moisturizers keep skin hydrated.

Formulated with gentle botanicals to soothe and protect skin.

Broad Spectrum sunscreens provide critical defense against UVA and UVB rays without clogging pores and causing breakouts.

Absorbs surface oils to prevent shine all day without a powdery residue.

skin condition

Breakout-prone teen skin.

description

A soothing, hydrating treatment that absorbs quickly and fights breakouts all night, ensuring less congestion and reduced redness by morning.

top products to prescribe

- Breakout Clearing Foaming Wash
- Breakout Clearing Daytime Treatment
- Oil Clearing Matte Moisturizer SPF15



retail



2.0 Fl. Oz. / 60 mL

breakout clearing overnight treatment

application

After cleansing with **Breakout Clearing Foaming Wash** and toning with **Breakout Clearing All Over Toner**, apply a thin, even layer all over face or on problem areas. Allow to absorb. Advise your client to use nightly for extra clearing.

contraindications for use

Product contains Salicylic Acid and may irritate very sensitive skin. Discontinue use if client experiences undue redness or burning. Not for those who currently take acne medication. For external use only, not to be swallowed. Avoid contact with eyes. If contact occurs, flush thoroughly with water. If aggravation develops, discontinue use. If aggravation persists, consult a health care practitioner. Keep out of reach of children.

key ingredients

Salicylic Acid: a beta hydroxy acid that stimulates natural exfoliation, helping to clear impacted follicles and minimize breakout formation, and reduces inflammation.

Camphor: a cooling, antiseptic extract that kills bacteria and calms skin.

Spiraea Ulmaria (Meadowsweet) Extract: an anti-inflammatory agent that protects against the production and secretion of excess sebum.

Camellia Sinensis (Green Tea), Cucumis Sativus (Cucumber) Fruit and Lavandula Angustifolia (Lavender) Extracts: soothe and protect irritated skin, lulling away redness.

Melaleuca Alternifolia (Tea Tree) Leaf Oil: has antiseptic, analgesic and anti-bacterial properties and aids in healing and soothing the skin.

Cross-linked Hyaluronic Acid: a powerful hydrator that continuously delivers moisture to the skin.

benefits / top retailing points

Salicylic Acid formula provides intense breakout-clearing power all through the night.

Unique botanicals help keep overactive oils in check — perfect for oily clients.

Convenient invisible gel absorbs fast to cut down on mess.

skin condition

Breakout-prone teen skin.

description

A powerful concentrated gel that kills breakout-causing bacteria deep within pores to clear breakouts fast.

top products to prescribe

- Breakout Clearing Foaming Wash
- Oil Clearing Matte Moisturizer SPF15
- Breakout Clearing Cooling Masque



retail

0.3 Fl. Oz. / 9 mL

breakout clearing emergency spot fix

application

Before moisturizing, dot onto finger or cotton swab and apply directly to existing breakout. Allow to dry. Use at first sign of a breakout. Advise your client to apply every 6–8 hours as needed until breakout clears.

contraindications for use

For external use only, not to be swallowed. Do not use around the eye area. If contact occurs, flush thoroughly with water. If aggravation develops, discontinue use. If aggravation persists, consult a health care practitioner. Keep out of reach of children.

key ingredients

Niacinamide: helps regulate sebaceous gland activity and scavenge free radicals.

Sulfur: helps eliminate breakout-causing bacteria, and clear excess oil and congestion.

Magnolia Kobus Bark Extract: has anti-inflammatory and antibiotic properties.

Melaleuca Alternifolia (Tea Tree) Leaf Oil: has antiseptic, analgesic and antibacterial properties, and aids in healing and soothing the skin.

benefits / top retailing points

Niacinamide and other potent ingredients break up bacteria.

Formulated with gentle botanicals that help counteract and reduce any redness.

skin condition

Breakout-prone teen skin.

description

A potent purifying masque that clears skin while refreshing skin with a cooling sensation.

top products to prescribe

- Breakout Clearing Foaming Wash
- Breakout Clearing All Over Toner
- Oil Clearing Matte Moisturizer SPF15



retail

2.5 Fl. Oz. / 75 mL

breakout clearing cooling masque

application

Smooth over face and throat after cleansing with **Breakout Clearing Foaming Wash**. Avoid the eye area. Leave on for 7–10 minutes, then rinse thoroughly with warm water. Advise your client to use 3–5 times a week for extra clearing. May also be used on problem areas only.

contraindications for use

Product contains Salicylic Acid and may irritate very sensitive skin. Discontinue use if client experiences undue redness or burning. Not for those who currently take acne medication. For external use only, not to be swallowed. Avoid contact with eyes. If contact occurs, flush thoroughly with water. If aggravation develops, discontinue use. If aggravation persists, consult a health care practitioner. Keep out of reach of children.

key ingredients

Salicylic Acid: a beta hydroxy acid that stimulates natural exfoliation, helping to clear impacted follicles and minimize breakout formation, and reduces inflammation.

Oleanolic Acid: an anti-inflammatory and antioxidant compound found in olive tree leaves that helps fight breakout-causing bacteria.

Enantia Chlorantha (African Whitewood) Bark Extract: contains anti-inflammatory, antioxidant and sebum-regulating properties.

Indian Herb complex: extracts from Turmeric, Neem, Henna, Basil and Aloe provide soothing and purifying properties to the skin.

benefits / top retailing points

Purifying, follicle-clearing ingredients help eliminate breakout-causing bacteria and keep future breakouts at bay.

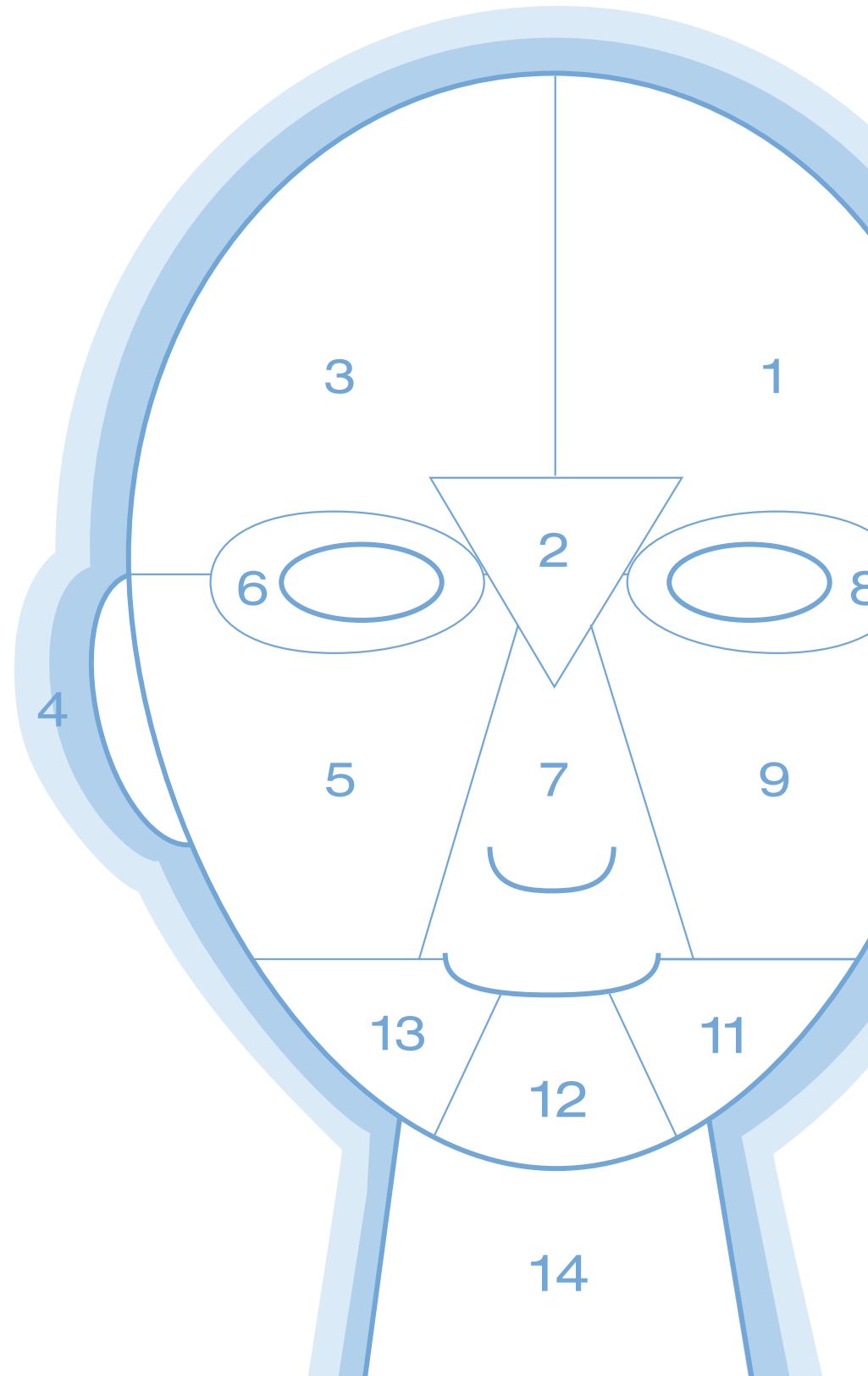
Cooling Camphor soothes irritation that stems from breakouts.

Calming botanicals hydrate and soften the skin.

face mapping® skin analysis

Face Mapping® skin analysis is one of the most powerful retailing and client retention tools you can perform in your business. This revolutionary approach to skin analysis, developed by The International Dermal Institute exclusively for Dermalogica, gives professional skin therapists a comprehensive technique with which to analyze every aspect of skin. It not only dramatically enhances the effectiveness of every treatment, but also makes the prescription of a home care regimen as focused on the client's actual needs as possible.

The Face Mapping® skin analysis procedure provides the skin therapist an objective view of the skin's condition, as well as an indication of the underlying health issues that might be affecting it. Rather than analyzing the skin in general terms, Face Mapping® skin analysis divides the face into 14 distinct zones, each with its own set of potential problems and unique needs. Using the zones and the Dermalogica Face Mapping® skin analysis outline as a guide, the therapist is able to conduct an inch-by-inch, methodical analysis of the facial landscape, guaranteeing that the subsequent professional treatment and home care prescription will fully address each client's concerns.



working with the Clear Start™ face mapping® skin analysis prescription sheet

1 As soon as your client arrives, request that he/she fully completes the Dermalogica Consultation Card. For a returning client, request that he/she reviews the information that you have on file, and re-signs the form.

2 Take the opportunity to review your client's Consultation Card while he/she is changing, taking care to look for any issues that might contraindicate a phase of the treatment. Also, review any prior Clear Start™ Face Mapping® skin analysis Prescription Sheets, or start a new one by filling out the upper left side of the form.

3 Take the client to the treatment room, place on bed and cleanse eyes and lips with **Soothing Eye Make-Up Remover** or **PreCleanse** on damp cotton.

4 Perform the Dermalogica Double Cleanse routine that begins with **PreCleanse*** and follows with the prescribed Clear Start™ Cleanser. Do not place eye pads over the client's eye area, as you will need to feel around this zone during the Clear Start™ Face Mapping® skin analysis.

5 Explain that there are 14 zones to the face, neck and chest, and that you will proceed to analyze each one inch-by-inch using the thumbs and fingers to feel for any problems. You may want to incorporate a magnifying lamp or magnifying headset for a closer view, but keep in mind that Face Mapping® skin analysis is based more on tactile than visual cues for increased accuracy. (This portion of the treatment should last around 10 minutes on the first visit, and about 5 minutes on subsequent visits.)

6 Begin the Face Mapping® skin analysis procedure at Zone 1. Look for the possible symptoms outlined in the "Face Mapping® skin analysis zone-by-zone" outline (see following pages) by moving your thumb and index finger over the skin.

7 Keeping physical contact with Zone 1, so your client knows what area you're talking about, begin to discuss your findings and ask questions. For example, say "In Zone 1, the left side of your forehead, I found some congestion. You may want to pay extra attention to this zone while cleansing. Do you rinse your cleanser off well in this area?"

8 Once you've completed Zone 1, move onto Zone 2 and continue until you have covered all areas of the Face Mapping® skin analysis outline, repeating steps 6 and 7 for each zone. Ask questions throughout to educate your client about their skin and habits. This is critical in establishing yourself as their personal skin expert. Keep your findings in mind – you'll have a chance to note them on the Face Mapping® skin analysis outline during the pre-extraction **Scaling Fluid*** step of the treatment.

9 Once all zones are covered, continue with the rest of the treatment:

- exfoliation
- extractions
- Complete Face Mapping® skin analysis Prescription Sheet while **Scaling Fluid** is applied for 5 minutes, writing in each zone what conditions were found.
- massage
- treatment masque
- tone and moisturize

10 While your client is changing, finalize your notes on the Clear Start™ Face Mapping® skin analysis Prescription Sheet.

11 Then, in the retail area of your skin treatment center, select the prescribed Clear Start™ products for your client's skin. Note each product on the Clear Start™ Face Mapping® skin analysis Prescription Sheet along with the zone where it should be used. Be sure to note if the product should be used in the a.m., p.m. or both by checking the appropriate boxes. Use your Dermalogica Skin Bar®* to allow clients to feel each product.

12 Discuss your findings with your client, explaining why you're prescribing certain products, and what problems they'll help solve in each zone. Help the client understand by referring to your notes on the Face Mapping® skin analysis outline, and allowing your client to see his/her own skin in a hand mirror.

Use our codes to note your findings on the Face Mapping® skin analysis Prescription Sheet diagram.

- b** = breakout activity
- c** = comedones
- d** = dilated capillaries
- dh** = dehydration
- m** = milia
- p** = pigmentation
- s** = sensitivity / redness

*See The Book – Dermalogica® for more information.

13 Lastly, circle on the Clear Start™ Face Mapping® skin analysis Prescription Sheet whether your client either purchased or took samples of each of the products in your recommendation. This will help your client to remember what samples were tried and will facilitate your prescription process during the next visit.

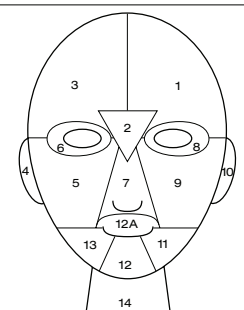
14 Give your client samples and the top copy of the Clear Start™ Face Mapping® skin analysis Prescription Sheet folded into a Dermalogica sampler envelope, along with the retail purchase.

15 Fold your carbon copy of the Clear Start™ Face Mapping® skin analysis Prescription Sheet into the Consultation Card and file it.

dermalogica
clearstart
face mapping®
your customized skin health prescription

prescribed for: _____
prescribed by: _____
email: _____

The skin health experts at Dermalogica® have created **Clear Start™** for younger, breakout-prone skin. This multitasking system of sophisticated products features potent yet gentle formulations that get the job done without irritating or drying out the skin. Our daily three-step regimen, combined with targeted products for extra clearing, will reveal healthy, clear skin.



key:
dh = dehydration
m = milia
b = breakout activity
c = comedones
d = dilated capillaries
p = pigmentation
s = sensitivity/redness

What to do:

Step 1: Cleanse

Breakout Clearing Foaming Wash am pm times weekly: ____
 Blackhead Clearing Pore Control Scrub am pm times weekly: ____

Step 2: Tone

Breakout Clearing All Over Toner am pm times weekly: ____

Step 3: Treat + Moisturize

Breakout Clearing Daytime Treatment am times weekly: ____
 Oil Clearing Matte Moisturizer SPF 15 am times weekly: ____

Extra Clearing

Breakout Clearing Cooling Masque am pm times weekly: ____
 Breakout Clearing Emergency Spot Fix am pm times weekly: ____
 Breakout Clearing Overnight Treatment pm times weekly: ____

Advice/Additional Prescription

The Clear Start™ Face Mapping® skin analysis Prescription Sheet

on subsequent visits

1 Review the client's Dermalogica Consultation Card and previously completed Clear Start™ Face Mapping® skin analysis Prescription Sheet. Note whether there are improvements in the skin since the last visit. Ask about any new skin concerns.

2 Use the old and new Prescription Sheets to show improvements, progress or new conditions and concerns.

3 Ask the client how he/she liked previous products and samples, and prescribe accordingly.

what to look for in teen skin

Oily Skin

Skin may appear shiny. Sebum may be thicker and sebaceous glands more abundant, especially on the forehead, cheeks and chin.

Comedones

Congestion and milia may show up in all zones or in the central facial area. Extractions will be key for breakout prevention.

Breakout Activity

Inflammatory lesions like papules, pustules and cysts, may be present. This is a sign of P. acnes bacteria.

Sensitivity/Redness

Erythema, sensitization and dehydration can occur naturally or from incorrect skin care products and habits.

introduction

Clear breakout-prone teen skin fast! Deep clean pores and expedite healing of inflamed breakouts.

treatment time

20 minutes

suggested menu copy

Get a handle on skin that acts up at the most inconvenient times! This purifying treatment is designed to solve breakout-related skin issues right away. Powerful ingredients target breakout-causing bacteria and treat breakouts on the spot while soothing botanicals reduce redness and protect skin. Professional techniques including blackhead extraction help decongest and deep clean for a clear, radiant complexion.

contraindications

Check your Face Mapping® skin analysis Consultation Card* or MicroZone® Consultation Card* for any skin or medical conditions that may contraindicate a product selection.

Not recommended for users of any topical or orally prescribed acne, Vitamin A derived skin exfoliation medications. If client is using these products, he/she must discontinue at least 2 weeks before undergoing this treatment.

Do not use on skin that is sunburned, irritated, sensitive or has recently been professionally exfoliated, resurfaced or waxed.

Clients taking Isotretinoin (also known as Accutane) or who have taken Isotretinoin in the past 6 months should not receive any exfoliation treatments.

key products to prescribe

- Breakout Clearing Foaming Wash
- Breakout Clearing All Over Toner
- Breakout Clearing Daytime Treatment
- Oil Clearing Matte Moisturizer SPF15
- Breakout Clearing Overnight Treatment

microZone® breakout clearing

- 1** Review the **MicroZone® Treatment Consultation Card** that your teen client has completed and ask about their current routine, habits and any possible acne medications. *(1 minute)*
- 2** Perform the Dermalogica Double Cleanse that begins with **PreCleanse**. Perform the second cleanse under steam with **Breakout Clearing Foaming Wash**. Apply to very wet hands and massage over the skin. Remove with warm esthetic wipes.
- o optional:**
Use Ultrasonic blade with **PreCleanse** or **Breakout Clearing Foaming Wash**. *(3 minutes)*
- 3** Wipe the skin with 2 pumps of **Daily Resurfacer** to degrease and perform zone-specific **Face Mapping® skin analysis**. Look for congestion under the surface, micro-comedones and impactions. *(1 minute)*
- 4** Under steam using a **Fan Masque Brush**, apply an even layer of **Blackhead Clearing Pore Control Scrub** and massage over the skin with wet fingertips in small circular motions. Remove with a warm esthetic wipe. *(2 minutes)*
- 5** In a jelly cup, pour ¼ teaspoon of **Scaling Fluid*** and mix to foamy consistency with a dry **Fan Masque Brush**. Apply to congested areas under steam.
- o optional:**
To further soften impactions, use galvanic desincrustation on the (-) pole over **Scaling Fluid**. *(2 minutes)*
- 6** While wearing surgical gloves, blot **Scaling Fluid** on area to be extracted. Make tissue finger mitts and perform The Dermalogica Extraction Technique.* *(3 minutes)*
- 7** Remove any **Scaling Fluid** residue with warm esthetic wipes, dispense 2 pumps of **Post Extraction Solution** onto dry cotton and wipe over the zones where extractions were performed. *(1 minute)*
- 8** Apply **Breakout Clearing Cooling Masque**. Remove with warm esthetic wipes. Work on client's scalp or shoulders during this time. *(3 minutes)*
- 9** Apply **Breakout Clearing Emergency Spot Fix** directly onto any breakouts. Cover the skin with dry gauze and use direct High Frequency over any inflamed pustules. *(2 minutes)*
- 10** Spritz with **Breakout Clearing All Over Toner** or apply onto cotton and wipe. Apply **Breakout Clearing Daytime Treatment** to problem zones or to full face. Allow to dry, then moisturize and protect with **Oil Clearing Matte Moisturizer SPF15**. *(2 minutes)*

*See The Book – Dermalogica® for more information.

frequently asked questions

What distinguishes Clear Start™ from other breakout products out there?

Clear Start™ doesn't just zap or cover up breakouts; it helps the skin look its absolute best! Unlike teen acne treatments that tend to be harsh on the skin, Clear Start™ uses powerful ingredients to help clear and prevent breakouts, and a variety of botanicals to help soothe troubled skin.

Also, since the needs of younger, breakout-prone skin are constantly changing, Clear Start™ offers the Breakout Clearing MicroZone® Treatment to effectively target issues that may arise from time.

How should I retail Clear Start™ to my clients?

Clear Start™ is made for younger, breakout-prone clients. If your adult clients have teenage children or friends who are experiencing difficulty treating their breakouts, offer them a Breakout Clearing MicroZone® Treatment and education on treating their skin. You can also recommend Clear Start™ samples or the Breakout Clearing Kit so they can try the regimen themselves.

Do I need to prescribe all eight products?

No, but using all the products together may yield faster, more thorough results. We recommend starting with the basics (cleanser, toner and moisturizer), then adding more products to your client's regimen as you see fit.

Be sure to inform your clients that using Clear Start™ products with skin care products from other companies may not yield the best results.

How long does Clear Start™ take to work?

Skin clearing will usually begin within the first week of using a Clear Start™ regimen, with maximum results developing within a month of consistent use.

What happens if a client's skin does not seem to be getting better after a month? Should I tell them to stop using Clear Start™?

The beneficial ingredients found in Clear Start™ have been proven to treat low-grade (mild to moderate) acne when applied topically; however, high-grade acne may not be responsive to topical treatment.

If your client's acne falls into grade three or higher (open and closed comedones, small pustules, papules and nodules or cysts), you should advise them to consult a medical professional, who can work in partnership with you to clear the skin.

Can adults use Clear Start™?

Clear Start™ is designed to address teen breakouts. When treating adult breakouts, we recommend using MediBac Clearing® for optimum results.

What's the difference between Clear Start™ and MediBac Clearing®?

Clear Start™ is formulated for teens, while MediBac Clearing® is formulated for adults. This is because younger, breakout-prone skin has a different set of needs.

Teen skin experiences more oiliness, particularly around the T-zone, and has smaller, superficial comedones. For those who are predisposed to hereditary breakouts, sebum (oil) may also be thicker and stickier. Ingredients that help reduce bacteria, inflammation and oiliness are equally important at this stage.

Adult skin tends to experience more inflammation, leading to cysts and deeper lesions, usually around the mouth, chin and jawline. Adult breakouts tend to be more persistent, and the skin tends to be less resilient. Adults may also want to treat other skin concerns, such as signs of aging, simultaneously. For them, ingredients that help reduce inflammation are most important.

Can people with sensitive skin and acne use Clear Start™?

Clear Start™ is specifically formulated to help treat breakouts without irritating even sensitive skin. If sensitivity is a major skin concern, we recommend starting with the basics (cleanser, toner and moisturizer) before building a targeted regimen.