

flash glow holiday skin lesson

Why get it? Did you know that in just a few simple steps, Dermalogica skin care can give you glowing healthy skin? Master the art of exfoliation at Dermalogica **Skin Bar®**! You'll pick up professional tips you can easily use at home for smoother, more radiant skin.

- Consumer brochure and materials
- Mirror
- Hand sanitiser
- Tissues
- Damp disposable wipes
- Headband
- Dental clip
- Face Mapping® Prescription Sheet
- Scrummi disposable towels
- **PreCleanse**
- **Daily Microfoliant®**
- **Gentle Cream Exfoliant**
- **MultiVitamin Thermafoliant®**
- **Antioxidant HydraMist**
- **Daily Skin Health Moisturisers**
- **Solar Defense Booster SPF50**
- **Phyto Replenish Oil**
- **HydraBlur™ Primer**
- **SkinPerfect Primer SPF30**

step-by-step skin lesson guide

1. After greeting and welcoming your customer, begin the conversation by asking if they currently use a scrub or other type of exfoliant; if so, how often do they exfoliate at home? Ask if they feel that their skin has a glow after exfoliation. Then follow up with, "What if I could show you the best exfoliant for your skin to achieve glowing, radiant skin in just a few minutes, would you be interested?" Let them know you are offering a **Flash Glow Holiday Skin Lesson** today.
2. Invite them to take a seat at **Skin Bar®** to experience a personalised Skin Lesson. Ask the customer how their skin feels right now. Does it feel rough? Does it look dull? Ask the client to look in the mirror and tell/show you where they notice roughness or dull skin, fine lines or hyperpigmentation. Ask them questions to establish their needs and concerns, you'll take a closer look after they have cleansed.
3. Before beginning the Skin Lesson, ensure that your customer is not contraindicated to exfoliation i.e. medically prescribed topical or oral medications like Retin A, Isotretinon, Adapalene, etc. Also check for recent waxing, use of other professional brand exfoliants, recent sun exposure and cold medications.
4. Have the client put on a headband before beginning the cleanse and protect the clothing with disposable towels and clip in place.
5. If the customer has time, guide them through the complete **PreCleanse** routine and the Dermalogica Double Cleanse.
 - a. Show the customer how to dispense **PreCleanse** into a cupped hand spread to two hands and apply to dry skin on the face and neck. Teach to spread over the face and circle outwards, working the product with fingertips into congested areas like the chin and nose. Using a hook neck bottle, put water into their cupped hand and have them emulsify to create milky emulsion and repeat movements. Remove with disposable wipes.
 - b. If they are short of time, then use the **PreCleanse** shortcut by applying 2 pumps of **PreCleanse** to warm disposable wipes and have the client begin the removal.
6. For the second cleanse, dispense a small amount of **Special Cleansing Gel** or **UltraCalming™ Cleanser** and add water from hook neck bottle. Apply to skin and gently work in circular motions. Remove with disposable wipes.

7. Begin a brief **Face Mapping® skin analysis**. Have your customer look in the mirror again and study their skin. Help them determine skin type and skin condition and ask them about their skin concerns, product preferences such as quick versus masque type or chemical benefits versus mechanical. Touch their skin while asking further questions and mark findings on your **Face Mapping® Prescription Sheet**.
 8. Select the most appropriate exfoliation option for the customer, show them how to dispense the product and amount for use. Direct consumer on how to apply, show them how manipulate on skin if necessary, and remove. While customer is exfoliating review the benefits of the exfoliant, such as a key ingredient or how it will make their skin look/feel. Remove with warm disposable wipes.
 - a. **Daily Microfoliant®**: gentle enough for daily use, Rice Bran and Liquorice brighten skin tone, can be mixed with Dermalogica Cleanser.
 - b. **Gentle Cream Exfoliant**: 2-in-1 exfoliating masque and brightens with hydroxy acids, great for breakouts and absorbing oil.
 - c. **MultiVitamin Thermafoliant®**: skin polisher that warms up with water, Vitamin A, C and E brighten uneven skin tone.
 9. Next have the customer spritz their skin with **Antioxidant HydraMist** to soothe and hydrate.
 10. Have the customer apply a prescribed **Daily Skin Health Moisturiser** mixed with equal parts **Solar Defense Booster SPF50**.
 11. To create a long lasting glow, finish by applying **SkinPerfect Primer SPF30** or **HydraBlur™ Primer** with a drop of **Phyto Replenish Oil** added.
 12. Complete **Face Mapping® Prescription Sheet** with prescribed exfoliation and primer recommendations. Mark any additional prescribed products for customer's skin concerns.
 13. Invite and book the customer for a 10-minute **Flash Glow Holiday SkinSolver®** or **Expert Active Treatment**.
-
- **Key products to recommend**: Daily Microfoliant®, Gentle Cream Exfoliant, MultiVitamin Thermafoliant®, SkinPerfect Primer SPF30, HydraBlur™ Primer, Phyto Replenish Oil, or appropriate promotional kit.
 - **Key professional treatment to promote**: Flash Glow Holiday SkinSolver®, Professional Expert Active Treatment, or available highly-active exfoliating treatment.