

lip smoothing skin bar® lesson

This is a great way to enjoy **Nightly Lip Treatment** and learn Dermalogica's exclusive technique, the **Lip Smoothing DIY**. The **Lip Smoothing Skin Bar® Lesson** teaches the customer how to say "good night to lip lines." This lesson helps promote a smoother, firmer appearance, on or around the lip area.

1. Greet and welcome the customer and invite them to take a seat at Skin Bar® to experience the **Lip Smoothing Skin Bar® Lesson** to achieve smoother, firmer skin on and around the lips. Begin the conversation by asking if they experience dryness on the lip area or their lipstick feathering. Share that one cause of lip lines is how we use our lips! The mouth is one of the most frequently used areas on the face, showing signs of ageing first like vertical lines above the upper lip, sagging in the perioral region and feathering radiating from the lips.
2. Ask customer to check for dryness, feeling along the lips then have them look in the mirror smiling and pursing or puckering their lips. Have them note where they see fine lines, vertical lines or if they have laugh lines.
3. Take a moment to explain the Skin Bar® setup with product, mirror, moistened wipes, highlighting that **Nightly Lip Treatment** is the key product in this lesson.
4. Have dental bibs, clips or towels available for customers that prefer to protect their clothing.
5. Teach the customer how to cleanse the lip area with **PreCleanse**. Dispense 1-2 pumps onto warm disposable wipes or cotton wool pads and have the customer wipe around the lip, the laugh lines and over the mouth.
6. For a light exfoliation for the lip, mix a small amount of water with **Daily Microfoliant®** in the palm of the hand. Apply with gentle circular motions on and around the lip area. Demonstrate or show customers how to apply.
7. Next have them spritz **Antioxidant HydraMist** over the entire face. **Expert tip:** let customer know this is a great way to refresh their skin throughout the day.
8. Guide the customer through the **Lip Smoothing DIY** and refer to the steps on the DIY Laminated Sheet, if available.
9. Show **Nightly Lip Treatment** and refer to the cooling applicator tip. Let the customer know for home use they would apply and perform the **Lip Smoothing DIY** with the actual cooling applicator. However, for this Skin Bar® lesson, they will be using their finger to become familiar with the movements.
 - a. **Apply:** Starting on the left side of the upper lip, generously apply 6 dots: 3 upper lip and 3 lower lip.
 - b. **Massage Laugh Lines:** Next, massage product down the left laugh line using a lifting motion. Circle above the upper lip and along the lip line. Repeat lifting motion on the right laugh line.
 - c. **Massage Feather Lines:** Circle product below and along the lower lip line. Gently smooth the product over the lips.
 - d. **Massage in Excess:** Glide your finger around the mouth and over the lips.
10. To finish, have them apply a thin layer of **Dynamic Skin Recovery SPF50**. **SkinPerfect Primer SPF30** or **HydraBlur™ Primer** can also be applied to smooth away fine lines. For extremely dry lips, finish with **Renewal Lip Complex** for extra hydration.
11. Let customers know further information about the **Lip Smoothing SkinSolver®** and book them for their follow up appointment. Be sure to send them home with their new **Nightly Lip Treatment** product.

Key retail products to recommend: **PreCleanse**, **Daily Microfoliant®**, **Nightly Lip Treatment**, **Dynamic Skin Recovery SPF50**, **SkinPerfect Primer SPF30**, **HydraBlur™ Primer**, **Renewal Lip Complex**

Key professional treatments to promote: **Lip Smoothing SkinSolver®**

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