



STANDARD





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STANDARD

ESTHETICS



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**Milady Standard Esthetics: Fundamentals,
Twelfth Edition**

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Preface

A Letter to You: Our Fabulous Student

Well done! You have made a terrific decision to study esthetics. Career opportunities for estheticians will continue to surprise and excite you every day. As with many choices, it will be important to follow that which you are drawn to, rather than feeling pushed in any one direction. Naturally, there are subjects and components of study that you may find more interesting than others; however, you will find new ways to learn and grow beyond any of those limitations, and most of all you will surprise yourself.

Your Milady Team

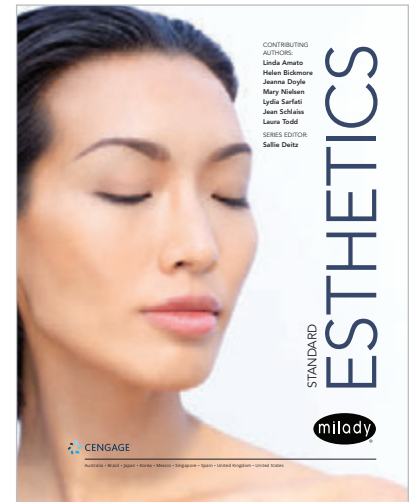
Within the many decades of writing, research, and knowledge within this text, your Milady mentors, reviewers, authors, and educators have preceded you, and know what you need to learn. They have spent many dedicated years in preparing to teach you all that they know and are here to help you not only in preparation in obtaining your license but can support you to become your best...as an esthetician.

Your Classmates

One note of observance about your colleagues. Your classmates will become important in your study of esthetics, as you will learn quickly that you need each other. For some of you, this experience in school may be your first career. For others it may be a fourth or fifth career, and one that you have always dreamed about. Have patience with them, and mostly, with yourself. You will serve as models for each other in practicing techniques, role playing to learn how to present ingredients and products to future clients. You may find that you become best friends.

You Will Learn About

In the 12th Edition of *Milady Standard Esthetics: Fundamentals* the team has curated the most current information on the sciences, facial treatments, skin types, product knowledge, and makeup. You will learn about advanced topics such as peels, microdermabrasion, lasers, and light therapies. Additionally, you will be introduced to client intake forms and documentation, which are among some of the most important maintenance details of your practice.



The Future

On the matter of your practice, once you've graduated and have license in hand there is reason to be optimistic about growth in our industry. According to the Bureau of Labor Statistics in the United States, the projected growth for estheticians is 14% from 2017 to 2026. This is higher than other industries, a situation that has been consistently in our favor for over two decades.

Your future is bright! Study hard, use your creativity, don't give up, and allow yourself to grow.

"The world is waiting for you...Believe it!"

—Sallie Deitz. LME
Esteemed Milady Author and Master Esthetician

The Industry Standard

Since 1927, Milady has been committed to quality education for beauty professionals. Over the years, tens of millions of licensed professionals have begun their careers studying from Milady's industry-leading textbooks.

We at Milady are dedicated to providing the most comprehensive learning solutions in the widest variety of formats to serve you, today's learner. The newest edition of *Milady Standard Esthetics: Fundamentals* is available to you in multiple formats, including the traditional print version, an eBook version, and MindTap, which provides an interactive learning experience complete with activities, learning tools, and brand-new video content.

Milady would like to thank the educators and professionals who participated in surveys and reviews to best determine the changes that needed to be made for this edition. We would also like to thank learners, past and present, for being vocal about your needs and giving Milady the opportunity to provide you with the very best in esthetics education.

Thank you for trusting Milady to provide the valuable information you need to build the foundation for your career. Our content combined with your passion, creativity, and devotion to your craft and your customers will set you on the path to a lifetime of success. Congratulations for taking the first step toward your future as an esthetician and a beauty professional!

Sandra Bruce
Vice President and General Manager, Milady



Sandra Bruce

The Benchmark for Esthetics Education

Milady's Standard Textbook for Professional Estheticians was first published in 1978 and was the creation of Joel Gerson. It soon became the textbook choice of esthetics educators and has seen 12 revisions. Throughout this period, it has consistently been the most widely used esthetics textbook in the world. As the science and business of skin care evolve, new editions of the text are needed periodically, and Milady is committed to producing the best in esthetics education. We have thoroughly updated the content and design of this textbook to bring you the most valuable, effective educational resource available. To get the most out of the time you will spend studying, take a few minutes now to learn about the text and how to use it before you begin.

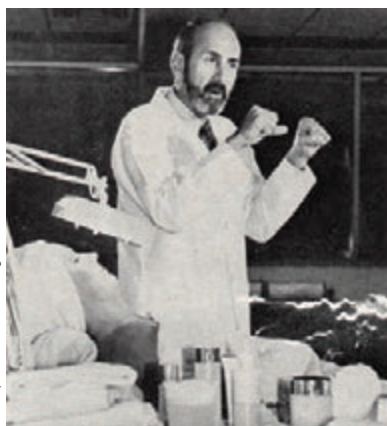
This 12th Edition of *Milady Standard Esthetics: Fundamentals* combined with *Milady Standard Foundations* provides you with the basic information you need in an esthetics training course up to 600 hours. While *Milady Standard Foundations* focuses on interpersonal skills and keeping you and your clients safe, *Milady Standard Esthetics: Fundamentals* contains comprehensive information to prepare you with the technical skills you will need as an esthetician to prepare you for employability.

Milady Standard Esthetics: Fundamentals, 12th Edition, contains comprehensive information on many subjects, including preparing your treatment room, facial treatments, devices, and more. As a part of your esthetics education, this book provides you with a valuable guide for learning the techniques you will be performing. No matter which career path you choose in the esthetics field, you will refer to this text again and again as the foundation upon which to build your success.

In Memoriam



Joel Gerson



Courtesy of DERMASCOPE Magazine

Joel Gerson, PhD, was an icon in the esthetics educational industry, setting the path for us to develop an esthetics industry in the United States. With a PhD in health science from New York University, Dr. Gerson's professional credits also include Resident Makeup Artist for the House of Revlon; Spokesman for Lever Brothers; Vice President of Education for Christine Valmy, Inc.; and Technical Director for the International School for Estheticians and Makeup Specialists. Dr. Gerson was a licensed cosmetologist, holding a teaching license for Esthetics, Scientific Facial Treatments, and Makeup from the University of the State of New York. He also served as Esthetic Examiner with the New York Department of State.

Brief history

When Joel Gerson graduated from high school in Detroit, he had no career plans in place. Early on he pursued truck driving and served in the U.S. Army for two years. Upon his return he continued to feel unsure about his occupation.

A friend of the family owned a beauty salon and suggested that Joel attend cosmetology school. When he began the program, he did not know the difference between a hair pin and a bobby pin. Three months later, he told his father that hairdressing was not for him and he was going to drop out of school. While reminiscing he thought, "One day I was holding an M-1 rifle, and the next a Lady Ellen hair clip." It was then that his father gave him the following advice: "Finish school, and get a license, and no matter where you go, you will always be able to find work." His father was correct, and the world may have missed the great spirit, love, and the many gifts and talents of Dr. Gerson had he not listened to the wise advice of his dear father.

Our first meeting and awards

I first met Dr. Gerson in 1974 when he championed the first skin care show with Robert Oppenheim and Ann Kean. He was named a Legend by *Dermascope* magazine and received the Crystal Award from Les Nouveau Esthétiques. In 2016, Dr. Gerson received his most cherished award, a certificate of merit from CIDESCO (Comité International d'Esthétique et de Cosmétology) USA. (Recently, it was my privilege to travel to Dublin with Paul Dysktra, CEO of CIDESCO USA to accept the honor for him.)

One of Joel's greatest achievements was one that would impact the esthetics community for all time. It was the development and writing of the *Standard Textbook for Professional Estheticians* by Milady. Joel came to understand skin care and esthetics through cosmetology, and thus was able to set a high bar for esthetics standards. Erica Miller,

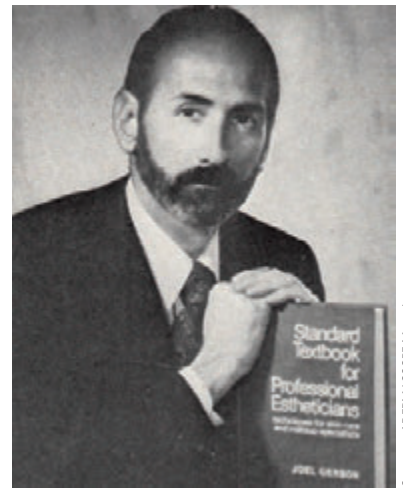
friend and fellow esthetician, and Diplomat of CIDESCO International, said, "In a sentence, this book is an answer to an esthetician's prayer, and sets America on its own in the field of esthetics. Whether a prospective student of esthetics or the veteran cosmetologist, it is a must read for the study of esthetics." From the many concepts and original needs for esthetician education as recognized by Dr. Gerson, Milady continues to lead and develop education materials in esthetics, cosmetology, and manicuring programs in schools today.

Dr. Gerson was humble about his contributions and had a tremendous sense of humor. To me, he was Joel; my friend, my champion, and a member of my family. One of my favorite memories is how he was so proud when at the ABA Beauty Ball in NYC he was asked to perform a facial massage in front of more than 800 people and did so with beautiful movements to the strum of a harpist. It was so gorgeous, I cried.

Joel always called me "kiddo" and said, "You are my family." And indeed, over the decades, he was part of my family. He was there for me in happiness and sorrow, at my daughter's bat mitzvahs, graduations, weddings, and all holidays, even Thanksgiving dinner.

I loved him and he will be in my heart forever. We all must remember that it was Joel who created our beautiful and thriving skin care community where every esthetician can enjoy success and flourish. We also all need to remember his personal motto for success: "**Love what you do and care to be different.**"

—Lydia Sarfati
CEO and Founder, Repêchage
Honorary Chairwoman, CIDESCO, USA



Courtesy of DERMASCOPE Magazine



Courtesy of DERMASCOPE Magazine

Meet the Contributors

Message to the Authors

Milady recognizes the many gifts and talents of its authors worldwide. It is with our gratitude that we thank these very special authors of the 12th edition of *Milady Standard Fundamentals: Esthetics* for their dedication to writing this volume and without whom it would not be the great educational resource that it has become. We are pleased to share their biographies, which no doubt, provide just a glimpse of all that they have accomplished. Well done!

Sallie Deitz, Series Editor

Sallie Deitz, BA, LME, author, speaker, and consultant, has been an esthetics practitioner and Learning Leader in a variety of settings. Her background and experience include medical esthetics; product



Sallie Deitz

development (both products and devices); and business and education management for medical spas, sole proprietors, manufacturers, and esthetics schools.

Sallie has also served with the National Interstate Council of State Boards in test development for basic and master estheticians, and in manicuring. She has served on numerous boards; has been a contributing author with Milady, a division of Cengage, since 2002; and is the author of *Skin Care Practices and Clinical Protocols* (Milady, 2013), *The Clinical Esthetician* (Milady, 2005), and *Amazing Skin for Girls* (Drummond Publishing, 2005).

A special worldwide focus of Sallie's is in the coaching of women skin care entrepreneurs, to help them become self-sufficient through education, self-esteem and confidence building, and practical business applications.

Mary Nielsen, Author



Mary Nielsen

A technician, educator, mentor, and business owner, Mary Nielsen has been at the forefront in medical esthetics since its infancy in the early 1990s. She is a Certified Advanced Esthetician in the state of Oregon and a Master Esthetician in Washington. She is a licensed esthetics instructor. She is also a licensed nurse. She is currently vice chair and industry expert on the Oregon Board of Certified Advanced Estheticians. She is the author of *A Compendium for Advanced Aesthetics: A Guide for the Master Esthetician* (FriesenPress, 2017) and writes regularly for MiladyPro. She is also a diplomate with the American Board of Laser Surgery in Cosmetic Laser Procedures.

She is the executive director of Spectrum Advanced Aesthetics, the founder of the Cascade Aesthetic Alliance, as well as the creator of Skintelligent Resources.

Linda Amato, Author



Linda Amato

Linda Amato started her career in esthetics over 20 years ago practicing as an esthetician and laser technician at day spas and medical clinics. Throughout the years she has gained valuable experience in many aspects of the esthetics industry, including marketing, sales, and medical spa management. Linda found her true passion in esthetics training and education 15 years ago, and has helped develop advanced training programs for estheticians, beauty therapists, and medical professionals throughout the world.

Linda is currently the Midwest US Regional Manager and international educator for Lira Clinical SkinCare. She enjoys presenting seminars on ingredient technology and providing hands-on workshops for advanced techniques in chemical peeling. Through training and education, Linda truly believes in helping fellow skin care professionals become successful while enjoying an amazing career in esthetics.

Helen Bickmore, Author

Helen Bickmore, an esthetics industry veteran of more than 40 years, received her diplomas in beauty therapy (esthetics), body treatments, massage, and electrolysis in 1979 through both the London College of Fashion and the City and Guilds of London Institute (CGLI). She is a New York State licensed esthetician and massage therapist (LMT) and has been a certified professional electrologist (CPE) with the American Electrology Association (AEA) and a certified clinical medical electrologist (CME) with the Society of Clinical and Medical Hair Removal (SCMHR).

Helen has taught esthetics at the former Scarborough Technical College, now called the Yorkshire Coast College, in England, and over the years she has worked in salons providing services and as a spa director. In addition, she has owned her own businesses in both England and the United States. Moving toward retirement she still continues to provide services to a large clientele. In addition, Helen has reviewed manuscripts, written articles, and worked on esthetics video projects with Milady. She has also appeared on television news programs, given workshops, and served on a number of panels and professional association boards, including the Board of the New York Electrolysis Association (NYEA).

Since 2004 she has been a contributing author to a number of Milady's textbooks, including *Milady Standard Cosmetology* (2016) and *Milady Standard Esthetics: Advanced* (2012), and now *Milady Standard Esthetics: Fundamentals* (2020). Helen is the author of *Milady's Hair Removal Techniques: A Comprehensive Manual* and its companion *Course Management Guide* as well as coauthor of *Milady Aesthetician Series: Advanced Hair Removal* (2007).



Photograph by Thom Cammer

Helen Bickmore

Jeanna Doyle, Author

Jeanna Doyle is a licensed cosmetologist and Medical Aesthetic Provider with special training in oncology esthetics and corrective makeup. Her innovative work in corrective makeup has been part of two scientific studies, both at UT Southwestern one was in plastic surgery, and one was in oncology esthetics and was presented as a best new practice at the AOSW (Association of Oncology Social Workers) National Conference in 2015.

Jeanna has worked in medical and media settings. Her work in the medical community has taken her from private practices to hospitals, cancer centers, and children's hospitals working directly with plastic and reconstructive surgeons, dermatologists, oncologists, psychologists, and social workers. In media settings Jeanna has worked on print, television, and film projects with A-list actors, athletes, models, musicians, politicians, and even a former president and first lady of the United States.



Photograph by Tim Bockle

Jeanna Doyle

Jeanna founded the 501(c)(3) nonprofit Suite HOPE (Helping Oncology Patients Esthetically). She is also the developer of a corrective makeup curriculum, The HOPE Method, designed to teach other esthetics professionals corrective makeup. Additionally, Jeanna is the author of *Wig ED* (Books-Ruhl, 2017), the first beauty book on wig selection.

Jeanna writes articles and delivers keynote speeches for medical and beauty industry giants like MD Anderson, the Cancer Knowledge Network, the Cancer Support Community, and the Mary Kay Foundation.

Lydia Sarfati, Author



Lydia Sarfati

Lydia Sarfati, an educational leader in esthetics for over 40 years, is a licensed Master Esthetician and the founder and CEO of Repêchage Skin Care. Throughout her career, Ms. Sarfati has made major contributions to the elevation of esthetics, serving as the chairperson of CIDESCO Section U.S.A, an international organization promoting the world standard for beauty and spa therapy, since 2005. She is also the recipient of the Independent Cosmetic Manufacturers and Distributors (ICMAD) Cosmetic Entrepreneur Award for Leadership, the National Cosmetology Association (NCA) Pillar Award for Education Leadership, the *Les Nouvelles Esthétiques* (LNE) magazine Crystal award, and the *Dermascope* magazine Legend award.

Sarfati was born in Legnica, Poland. After receiving her esthetics license, she opened Klisar, the first day spa in Manhattan, in 1977. In 1980, she launched Repêchage, the first company to bring seaweed-based skin care treatments and cosmetics to the U.S market. With the launch of the world-renowned Repêchage Four-Layer Facial, Sarfati garnered a reputation as a leading esthetics educator, spa owner, manufacturer, and consultant. She has been featured as an expert in *Vogue*, *InStyle*, *Glamour*, *Elle*, *Allure*, and the *New York Times* as well as on CNN, CBS, and FOX. Her prominence as a leading promoter of excellence in education led to the establishment of the Lydia Sarfati Post Graduate Skincare Academy, now located at the Repêchage headquarters in Secaucus, New Jersey.

Sarfati appears nationally and internationally at esthetics trade shows, and attends and conducts overseas conferences in Asia, Europe, the Middle East, Central and South America, and South and West Africa. Sarfati is the author of *Success at Your Fingertips: How to Succeed in the Skin Care Business* (L.S. Publications, Inc., 2013); has produced 17 step-by-step instructional videos, including a comprehensive facial massage video; and has written and published *Repêchage: The Book, Skincare Science & Protocols* (L.S. Publications, Inc., 2018), a comprehensive review of skin conditions, skin care, body treatments, and esthetics. In 2014, Sarfati was named honorary ambassador to her home city of Legnica, Poland.

Jean Schlaiss, Author

Jean Schlaiss has been working in the beauty industry since 1991. Throughout her career, she has worn many hats, including nail technician; esthetician; medical aesthetician; cosmetologist; cosmetology, esthetics, and nail technology teacher; salon manager, author; makeup artist; and permanent makeup artist. She is also a certified personal trainer and a certified group fitness instructor.

As a freelance makeup artist, Jean has been performing makeup services since 1996. Working with organizations such as *Spri*, *Maybelline*, *Teen People*, *Nexus*, and *Diamond Jack's Casino*, she has been published in various media formats, including magazines, books, and online. Jean continues to pursue the creativity that makeup artistry brings by working with models and photographers.

Jean has served on the Illinois Board of Barber, Cosmetology, Esthetics, Hair Braiding, and Nail Technology and is involved in other related organizations as a subject matter expert. She has also completed her bachelor's in science to further expand her knowledge base as she continually strives for self-improvement.



Jean Schlaiss

Laura Todd, Author

Laura Todd has over 20 years of experience in the industry, including as owner of a medical spa and the Institute of Advanced Medical Esthetics, an accredited esthetics school in the state of Virginia.

Laura participates in legislative issues, and previously served as the co-chair of the Virginia Panel for Esthetics Licensure, where she helped to establish two-tier esthetics (Basic and Master) licensure. Appointed by the governor, Laura was Virginia's first appointed full-term esthetician in 2005, serving on the board as the main contributor to the development of Virginia's esthetics regulations. She then served as a subject matter expert to help create the licensure examinations for NIC.

Laura was then appointed by the American Association of Cosmetology Schools as Virginia's State Relations Committee representative and also participated in policy development for the medical board concerning the use of esthetics lasers in Virginia.

She is also director of the Virginia State Association of Skin Care Professionals, where she continues to work toward advancements and the protection of Virginia's esthetics industry.

As a result of her dedication to Virginia's esthetics industry, the State Board staff issued her license #1 for her school as well as license #1 as a Master Instructor in Virginia. She was later recognized by the State Board as well as her fellow board members with an appreciation of service award.

Laura's academic focus was pre-med, and she holds several university degrees, including a bachelor's of science, and she continued on with coursework for a master's degree in education.



Laura Todd

Contributing Authors for Previous Editions of *Milady Standard Esthetics: Fundamentals*

We want to sincerely thank the following individuals who have contributed their skin care expertise and business knowledge to students and educators in past editions.

Janet M. D'Angelo

Catherine M. Frangie

Sallie Deitz

John Halal

Shelley Lotz

Jean Schlaiss

New Organization Of Chapters

By learning about and using the tools in this text together with your teachers' instruction, you will develop the abilities needed to build a loyal and satisfied clientele. To help you locate information more easily, the chapters are now grouped into two main parts:

Part 1: Skin Foundations

"Skin Foundations" includes six chapters that cover the past, present, and future of the field of esthetics. Chapter 1, "Career Opportunities and History of Esthetics," outlines the exciting career options available to estheticians as well as the origin of esthetics, tracing its evolution through the twenty-first century and speculating on where it will go in the future. Chapter 2, "Anatomy and Physiology," provides essential information that will help guide your work with clients and enable you to make decisions about treatments. Chapter 3, "Physiology and Histology of the Skin," includes skin anatomy and skin function; Chapter 4, "Disorders and Diseases of the Skin," explores the many maladies of the skin, including acne, sensitive skin, and the danger of sun exposure. Chapter 5, "Skin Analysis," addresses skin types and conditions, stressing the necessity of a thorough client consultation. The foundation on which almost every retail sale is built is covered in Chapter 6, "Skin Care Products: Chemistry, Ingredients, and Selection."

Part 2: Skin Care Treatments

"Skin Treatments" focuses on actual practices performed by the esthetician. Setting up the treatment room and creating the correct atmosphere for both the client and the esthetician are covered in Chapter 7, "The Treatment Room." Chapter 8, "Facial Treatments," instructs in the methods used during several types of facials and their benefits and contraindications, as well as the unique considerations and techniques of the men's facial. Chapter 9, "Facial Massage," covers the benefits of massage along with contraindications and basic massage movements. Chapter 10, "Facial Devices and Technology," is devoted to machines used in esthetic treatments and provides instruction on the use of the steamer, galvanic machine, diamond tip microdermabrasion, and more. Chapter 11, "Hair Removal," covers the critical information you'll need for these increasingly requested services from head to toe. Color theory, face shapes, and advice about selecting a product line are some of the topics addressed in Chapter 12, "Makeup Essentials." In closing, Chapter 13, "Advanced Topics and Treatments," provides an overview of the body and clinical procedures used with cosmetic surgery and also covers the increasingly popular spa body treatments.



Features of this Edition

In response to advances in learning science and the growing importance of competency-based education, several changes have been made to the *Esthetics: Fundamentals* text you may be familiar with. Features have been added or tweaked with the hope of making your learning experience more intuitive, more effective, and above all more relevant.

Photography and Art

Milady conducted a photo shoot and video shoot to capture the hundreds of new four-color photographs that appear throughout the book, in both chapter content and step-by-step procedures. As Joel Gerson stated, “Love what you do and care to be different.” Each model featured in the chapter openers could be a client who will walk into your salon or spa, and you need to be ready to serve them. As estheticians, it is our job to adapt our treatment plans to each client and embrace the differences in everyone’s skin. Your clientele will rely on you to help them relax and relieve their skin challenges, and you need to provide services that cater to their individual needs.

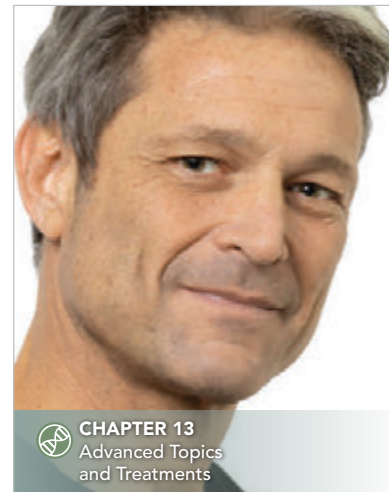
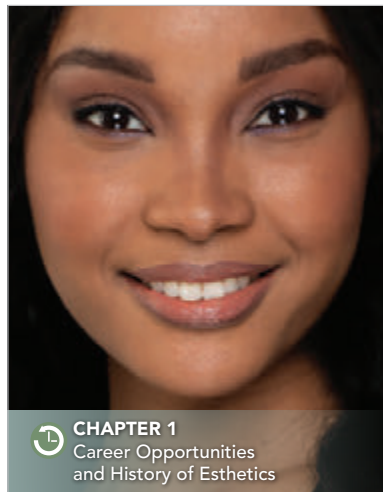


Table of Contents

Whether you’re getting started, reviewing for your exams, or just feeling lost, the table of contents at the beginning of this text will be your learning roadmap through the content. The Contents section shows you the structure of the text as a whole, making it easier to find the section you’re looking for. In addition, because the section headers double as learning objectives, this table of contents also shows you at a glance all the objectives you will need to achieve in order to master each chapter.

Chapter Icons



Each chapter of *Esthetics: Fundamentals* has its own icon, which connects it across all of the supplements. Think of these icons as badges—once you've achieved all of a chapter's learning objectives, you've successfully earned a chapter icon!

Learning Objectives

At the beginning of each chapter is a list of learning objectives that tell you what important information you will be expected to know after studying the chapter. Throughout the chapter, these learning objectives are also used as the titles of the major sections themselves. This is done for ease of reference and to reinforce the main competencies that are critical to learn in each chapter to prepare for licensure. In addition, learning objectives have been written to focus on measurable results, helping you know what it is you should be able to do after mastering each section.

Learning Objectives

After completing this chapter, you will be able to:

1. Explain how career opportunities and the history of the profession are critical to esthetics.
2. Describe the career options available to licensed estheticians.
3. List types of existing esthetics practices to help chart your career path.
4. Outline skin care practices from earlier cultures to today.
5. Summarize the current and future states of the esthetics industry as described in this chapter.

The First Learning Objective

Milady knows, understands, and appreciates how excited students are to delve into the newest and most exciting products and equipment, and we recognize that students can sometimes feel restless spending time learning the basics of the profession. The first objective in every chapter is to help you understand why you are learning each chapter's material and to help you see the role it will play in your future career as an esthetician. The section includes bullet points that tell you why the material is important and how you will use the material in your professional career.

Explain How Career Opportunities and the History of the Profession are Critical to Esthetics

Esthetics is a career in which you can continuously learn new skills and make a difference in the lives of others every day (Figure 1-1). Whether you are coming to esthetics as your first, second, or third career path, it holds the promise of independence, pride, and community. Being a professional esthetician opens many doors that are not available in other industries. Once you become proficient and master the basics, the only limits that you will experience are those that you allow to define you. Estheticians should study and have a thorough understanding of the career opportunities and history of esthetics because:

- You can learn about the many and diverse career opportunities to begin planning for your career.
- It is good to have a historical perspective on where we have been to know how far we have come.
- Materials used in early beauty preparations may have been instrumental in determining how materials are used today, such as in color formulations and cosmetics.
- You will have a better understanding of how culture can shape product development and how it can bring about the necessity for change.

Check-In Questions

Instead of placing review questions at the end of each chapter, check-in questions have been added to the end of the relevant section. In this way you can check your understanding as you progress through a chapter, as opposed to waiting until the chapter is over to check your memory. Check-in questions also make it easier to find any answers you need help with. The answers to the check-in questions are provided to your instructor.



CHECK IN

1. Draw and label the basic structures of a cell.
2. Summarize cell metabolism and its purpose.

Competency Progress

The list of learning objectives is repeated at the end of each chapter, with added checkboxes. At this point you'll be invited to review your progress through the content you have just covered, including checking off the learning objectives you feel you have mastered. Anything not checked off will stand out as a clear reminder of work you still need to do to complete that chapter.

COMPETENCY



PROGRESS

How are you doing with Anatomy and Physiology? **Check off the Chapter 2 Learning Objectives below that you feel you have mastered; leave unchecked those objectives you will need to return to:**

- Explain why estheticians need knowledge of anatomy and physiology.
- Describe the basic structure and function of a cell.
- Describe the four types of tissue found in the body.

Procedures

All step-by-step procedures offer clear, easy-to-understand directions and multiple photographs to help you learn the techniques. At the beginning of each procedure, you will find a list of the needed implements and materials, along with any preparation that must be completed before beginning the procedure.

In order to avoid interrupting the flow of the main content, all of the procedures have been moved to a **Procedures** section at the end of each chapter.

Review the steps to performing a skin analysis in Procedure 5-1 and demonstrate your abilities to your instructor as set forth in the guidelines.

PERFORM
Procedure 5-1
Skin Analysis

Procedure 5-1: Performing a Skin Analysis

Implements and Materials
Gather the following supplies and products:

SUPPLIES	SINGLE-USE ITEMS	PRODUCTS
<input type="checkbox"/> EPA-registered disinfectant	<input type="checkbox"/> Gloves	<input type="checkbox"/> Eye makeup remover or cleanser
<input type="checkbox"/> Hand sanitizer or antibacterial soap	<input type="checkbox"/> Ethanol wipes (4" x 4" for cleaning) or disposable sponges	<input type="checkbox"/> Facial cleanser
<input type="checkbox"/> Covered trash container	<input type="checkbox"/> Cotton rounds	<input type="checkbox"/> Toner
<input type="checkbox"/> Bowl	<input type="checkbox"/> Cotton swabs	<input type="checkbox"/> Moisturizer
<input type="checkbox"/> Spatula	<input type="checkbox"/> Plastic bag	<input type="checkbox"/> Tinted sunscreen
<input type="checkbox"/> Hand towels	<input type="checkbox"/> Paper towels	
<input type="checkbox"/> Headband	<input type="checkbox"/> Tissues	
<input type="checkbox"/> Clean linens		
<input type="checkbox"/> Sillies		

Preparation
The four components of skin analysis are **look, feel, ask, and listen**. Record your findings.

Procedure

- 1 Review the client's health history questionnaire. Look for medical conditions, medications, allergies, or other indications that the client is not an appropriate candidate for treatment. While you are reviewing the documentation, ask your client questions for clarification, if necessary.
- 2 Wash your hands as instructed in Milady Standard Foundations, Procedure 5-1: Proper Handwashing.

CHAPTER 5 Skin Analysis 199 190 PART 1 Skin Foundations

Pre- and Post-Service Procedures

To drive home the point that pre-service cleaning, disinfecting, and preparing for the client are important, you will find that a unique *pre-service procedure* has been created in Chapter 7, "The Treatment Room," to specifically address setting up your facial room before a client arrives. Protocols related to meeting, greeting, and escorting your client to your service area now appear in Chapter 8, "Facial Treatments." Additionally, a *post-service procedure* has been created to address cleaning, disinfecting, and organizing after servicing a client and at the end of the day. Look for the Perform icons that appear in every chapter with procedures as a reminder and call to action to perform and practice the steps until they become natural to you.

Perform Icons

Some students may want to review a procedure at the time it is mentioned in the main content. To make it easy for you to find the procedure you are looking for at these times, Milady has added Perform icons. These icons appear where each procedure is mentioned within the main content of the chapter, and they direct you to the procedure number located at the end of the chapter.

PERFORM

Procedure 8-2
Remove Eye Makeup
and Lipstick

Procedure 8-3
Applying a Cleansing Product

Procedure 8-4
Removing Products