

# PRO clear

YOUR PROFESSIONAL ACNE TREATMENT



**dermalogica** PRO



# introduction

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Individuals can often associate acne with oily skin or simply clogged pores, but any skin type can experience a breakout. Yet, beyond the bump that's felt erupting under the skin's surface, few people grasp what is truly happening at the microscopic level of a breakout.

Acne can range from small patches of red skin with tiny bumps to large, painful, pustule and scarring cysts. Acne isn't one size fits all and neither are the treatments. That's why Pro Clear is the comprehensive treatment that works to help clear breakouts. It starts with a professional skin therapist assessing acne causes and triggers and evaluating the type of breakout to then create a bespoke, personalized treatment to help clear and brighten for more vibrant-looking skin.





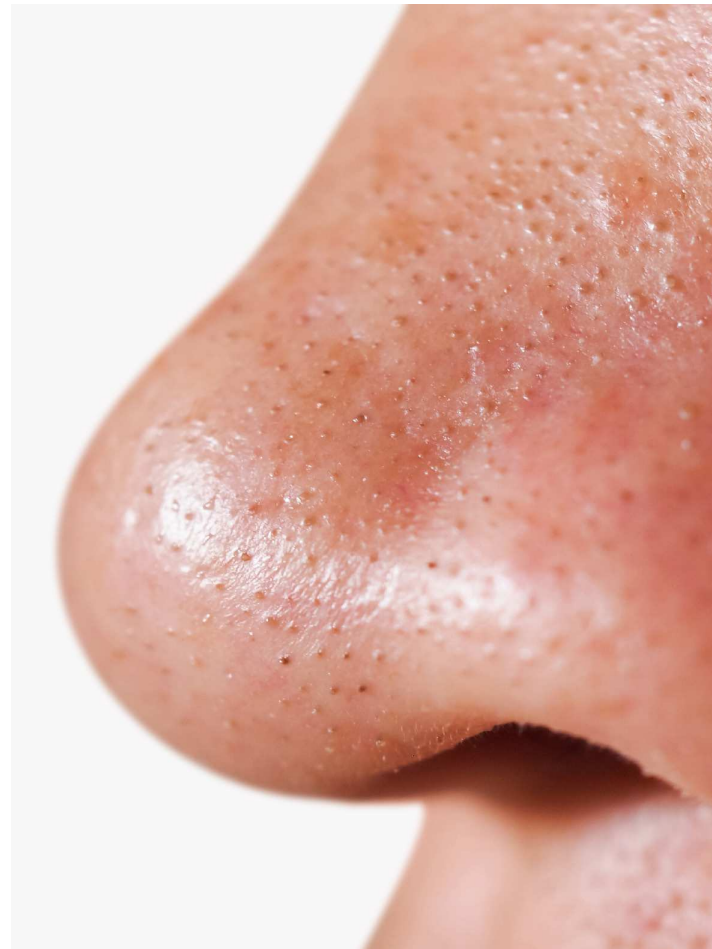
# acne causes and triggers

**Genetics:** Genes increase our chances to develop acne. Genes modify the physiology of the skin to be more sensitive to hormones and they can influence the strength of inflammatory response to bacteria. Because of genetic factors like these, some get acne and some don't, even if there are identical diets, lifestyle and other environmental factors.

**Hormones:** The sebaceous gland is very sensitive to hormone changes especially with testosterone. A noticeable time where hormone levels can change is during puberty but can also occur for women during menstrual cycles and pregnancy.

**Stress:** Causes adrenal stimulation which raises testosterone levels and cortisol levels. This increase in hormone levels also increases sebaceous activity.

**Medications:** Drug-induced acne is an adverse effect of a series of systemic drugs, For example, there are prescription medications that can cause acne like eruptions and/or trigger breakouts. Client's are advised to consult with their doctor about potential breakout side effects.



**Cosmetics:** Cosmetics and hair care products that contain fragrances and plastics can cause contact reactions, which may lead to the development of acne. Certain ingredients used in makeup and some skin products can affect the skin and irritate the follicle lining.

**Environment:** UV rays, change in seasons, climate, and pollution can be influences in the production of acne. Some people with acne may notice a worsening of their acne in the summer heat and humidity.

**Friction:** Acne mechanica is a form of acne caused by heat, pressure, occlusion of the skin and repetitive frictional rubbing against the skin. Synthetic fibers, areas of friction from phones, to masks, clothing can all be triggers that retain sweat or moisture.

**Diet:** Studies have shown that dairy and high glycemic foods can be linked to acne production and can trigger hormonal fluctuations. High glycemic foods have been linked to increasing insulin, in particular raising IGF-1 (Insulin-like growth factor 1) which in turn, increases androgen hormones, specifically testosterone that could cause or worsen acne.

**Picking:** Poor hygiene and bad extraction techniques, can also leave behind marks on the skin and potentially spread bacteria.

## References:

<http://www.ncbi.nlm.nih.gov/pubmed/12485434>  
<http://www.nature.com/jid/journal/v119/n6/full/5603340a.html>  
<http://onlinelibrary.wiley.com/doi/10.1046/j.1365-2133.1999.02979.x/abstract>  
Goulden V, McGeown CH, Cunliffe WJ. The familial risk of adult acne: a comparison between first-degree relatives of affected and unaffected individuals. *Br J Dermatol* 1999;141:297-300





# types of acne



**Whiteheads:** comedones that stay closed at the surface of the skin. This happens when sebum and skin cells prevent a clogged hair follicle from opening.



**Pustules:** are inflamed lesions that also have a break in the follicle wall. As white blood cells attack, white or yellow pus is formed along with a red ring around the bump.



**Blackheads:** comedones that are open at the surface of the skin. They are filled with excess oil and dead skin cells. The sebum and melanin react to the air by oxidizing and this causes the dark color.

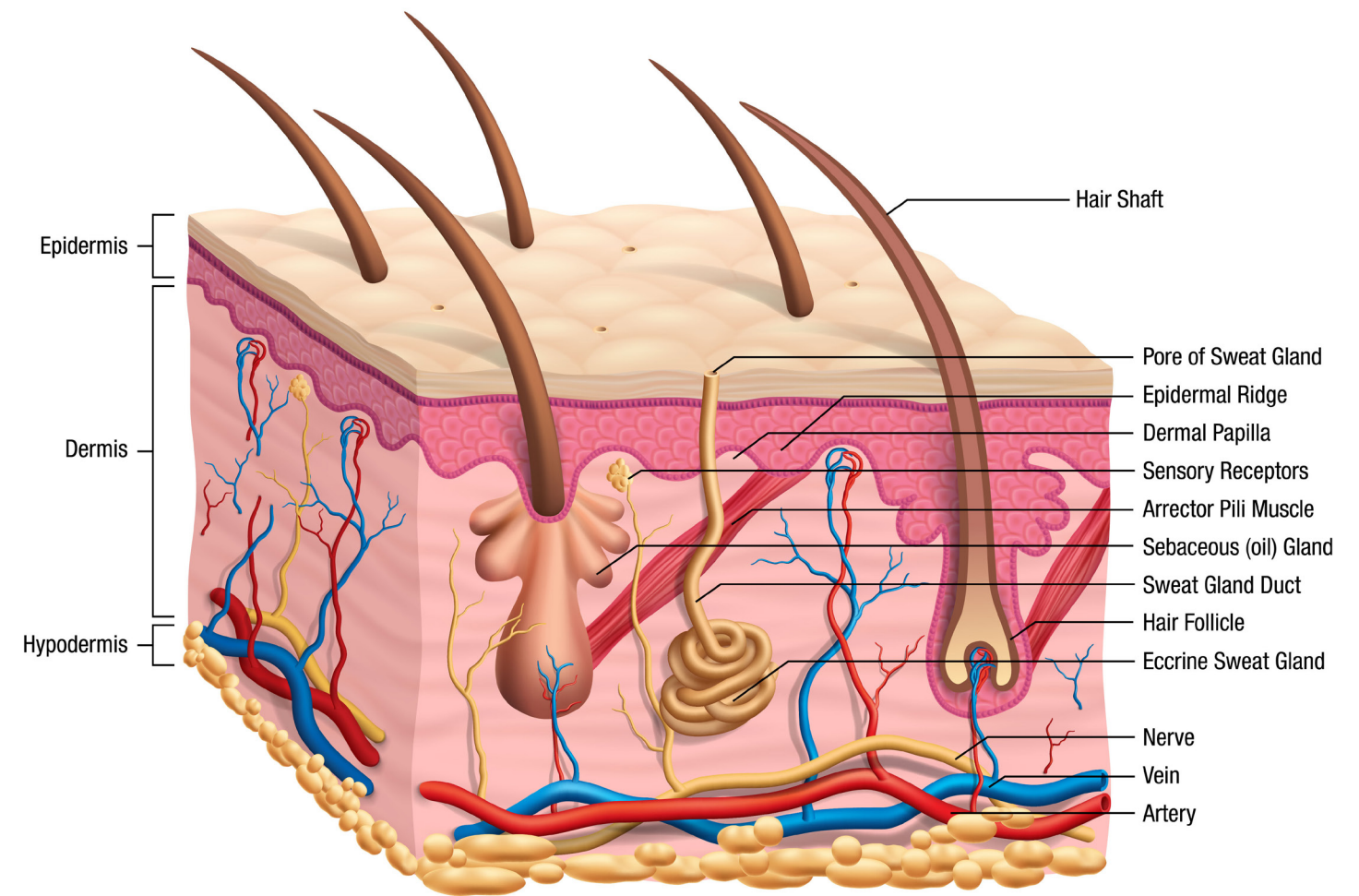


**Nodules:** are a deep break in the follicle wall, spilling out debris into the dermis. This spreads to adjoining follicles and causes severe inflammation and pain. Often a nodule can lead to the deepest follicle break, a cyst. The body's response is to protect itself from the bacteria, and a membrane will encapsulate the infection to stop further spreading.



**Papules:** inflamed, solid red or pink bumps. The follicle walls break and contents empty into the dermis causing a sore lesion with no fluid.

## skin structure and hair follicle

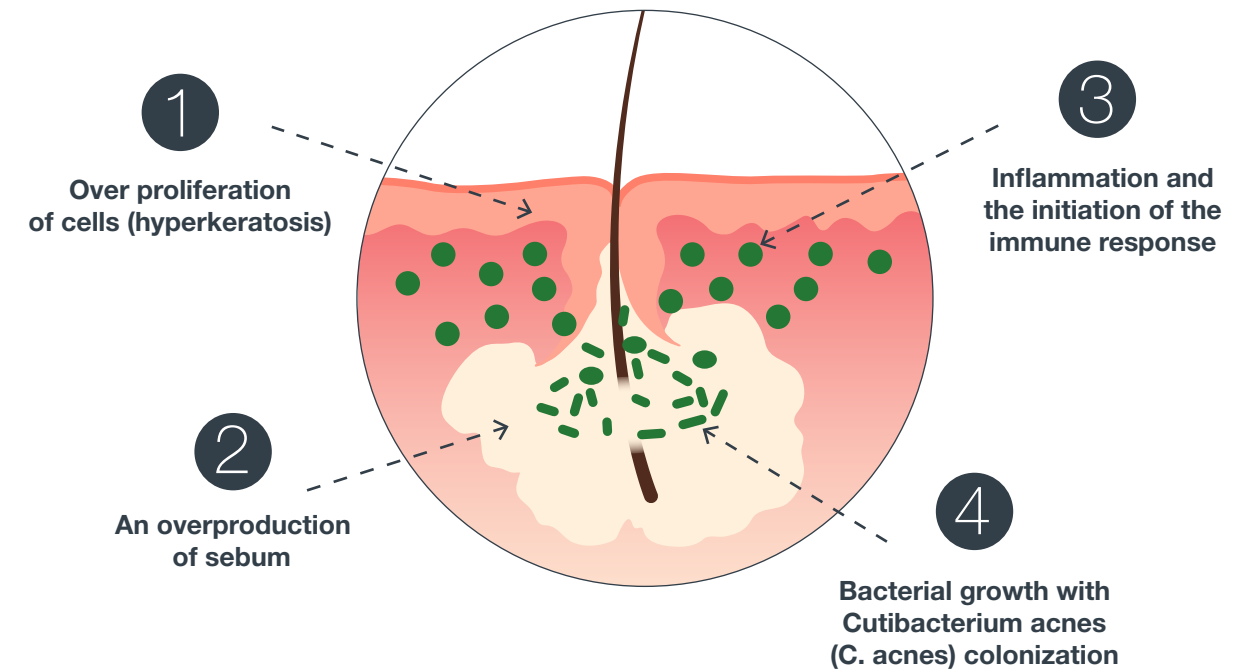






# acne pathogenesis

Acne occurs in the sebaceous follicle that can be found on the face, neck, chest, back, shoulders and/or upper arms.



## 1. Over proliferation of cells (hyperkeratosis)

Retention of dead skin cells and the proliferation of additional cells in the follicle of genetically pre-disposed acne sufferers. The Keratinized cells are present in the Stratum Corneum but are also found lining the follicle. This can increase the content of cells (up to 4-5x more cells in acneic skin). There are also less lamellar granules, which release enzymes (cholesterol sulfatase to modify lipids) for natural desquamation and this results in a slow down of skin cell shedding.

## 2. An overproduction of sebum

Acneic skin produces more sebum, which is of a thicker consistency (contains higher levels of Squalene and wax esters with lower levels Linoleic Acid). There is an over-activity of the sebaceous glands due to hormonal fluctuations, stress (adult acne), inflammation, receptors, bacteria and even the environment (heat, humidity, etc.).

## 3. Inflammation and the initiation of the immune response

The bacteria produces lipase that converts triglycerides into Glycerol and fatty acids, this causes inflammation and irritation in the follicle. The inflammation triggers the innate immune response and the expression of cytokines, chemokines (cell signaling) and other pro-inflammatory mediators begin.

## 4. Bacterial growth with *Cutibacterium acnes* (*C. acnes*) colonization

This bacteria colonizes in the pilosebaceous unit, lives anaerobically (without oxygen) and feeds on sebum. In a plugged follicle, the low oxygen levels and accumulating sebum create a prime environment for the growth of *C. acnes* bacteria.



introducing

# pro clear skin treatment





## description

Target all types of breakouts with a thorough, clearing skin treatment. Whether skin is congested with blackheads or active breakouts, Pro Clear is the answer. A professional skin therapist will start by assessing the level of acne breakout and inflammation and then personalize the treatment. This professional skin treatment helps clear and calm skin's congestion and post-breakout inflammation using professional-grade actives and skin soothing techniques.

## benefits

- Helps clear breakouts, blackheads, and whiteheads
- Calms skin and visibly reduces inflammation
- Balances and hydrates, without added shine

## how it works

STEP		FEATURED PRO PRODUCTS	
1	<b>skin softening</b> A powerful exfoliation complex that targets blemishes, post-inflammatory hyperpigmentation and redness.	 <b>Pro Power Peel – Power Clear</b> targets oily and breakout prone skin with 2% Salicylic Acid, 10% Mandelic Acid, 15% Malic Acid and a patented Terpeneol-Thymol.	 <b>Salicylic Acid 15% Gel Peel</b> with 15% salicylic acid provides effective exfoliation and minimizes skin aggravation. Mushroom extract provides instant soothing.
2	<b>clearing extractions</b> Manual extractions can remove blackheads (open comedones) and whiteheads (closed comedones).	 <b>Multi-Active Scaling Gel</b> This high-pH alkaline gel stays put on areas of congestion to prepare for extractions.	
3	<b>calm + treat</b> Professional serums, masques and light therapy, help reduce inflammation and regulate C. acnes bacteria. Skin is brought to a calmer state.	 <b>Niacinamide IonActive Serum</b> Professional serum with Niacinamide (Vitamin B3) to target breakouts and congestion.	





# pro clear program

Acne isn't solved after one service; it is a complex skin disorder that needs expert advice and guidance. The Pro Clear program includes 2 steps:

## step 1 face mapping analysis

Virtual or in-person, face mapping skin analysis allows to examine skin and understand triggers.

Main types of breakout-prone skin:

- Inflamed, pustular acne
- Congested - comedones, uneven skin texture and the occasional breakout



## step 2 program with treatment and home care

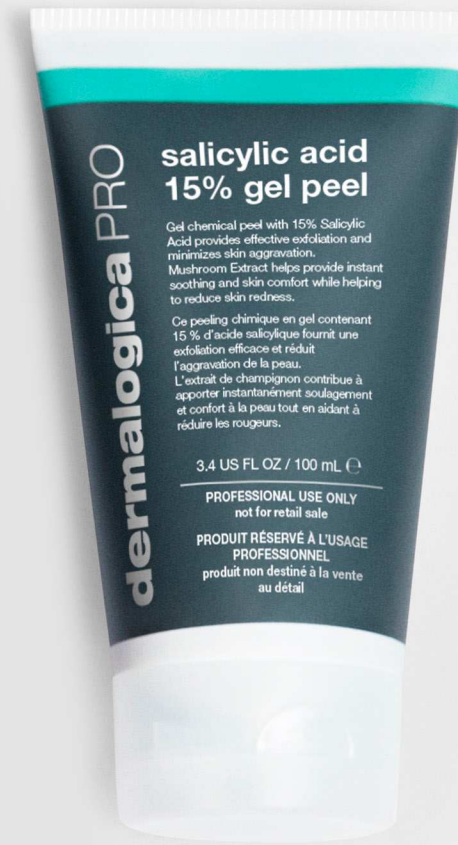
Back Bar

Concern	Approach	Double Cleanse	Resurfacing	Extractions <small>*Recommended before Pro Power Peel</small>	Deep Treatment	Touch Therapy	Home Care
1. Congested	<ul style="list-style-type: none"> <li>✓ Clear</li> <li>✓ Unclog pores</li> <li>✓ Reduce Sebum</li> </ul>						
2. Inflamed	<ul style="list-style-type: none"> <li>✓ Calm</li> <li>✓ Balance</li> <li>✓ Clear</li> </ul>			Omit extractions on any inflamed areas			





# pro clear featuring salicylic acid 15% gel peel



Salicylic Acid 15% Gel Peel is a unique chemical peel with a gel consistency to target skin imperfections along with a complex of Mushroom Extract that buffers the conditions that lead to visible signs of redness. It also includes calming actives to buffer the redness and irritation response one may experience during a chemical peel. You see visible results in just one treatment.

#### Benefits:

- Helps reduce redness and irritation caused by breakouts
- Promotes even skin tone
- Decreases sebum

#### Who is it for:

Suitable for all types of skin imperfections but was specifically designed for those with active, sensitized blemishes. It is not advised for those who are on acne medication such as Accutane and Tretinoin.

**Salicylic Acid** provides effective exfoliation and minimizes skin aggravation experienced in skin imperfections.

**Mushroom Extract** provides instant soothing and skin comfort while helping to reduce skin redness.

**White Shitake Mushroom** brightens and helps even skin tone.



# pro clear programs and profit calculator

*suggested minimum prices*

It is recommended to prescribe Pro Clear programs that consist of 4 skin treatments and home care regimen. For each concern, a different Pro Clear program can be prescribed. These programs will help achieve more results for your clients, as well as revenue and profit for your business.

	Total sale	Service			Retail		Other	Profit
	Suggested price	Service	Cost per service	Cost of labor	Retail purchase	Retail purchase at wholesale	Operating expenses	Profit
<b>Pro Clear Skin Treatment</b>	\$130	\$130	\$5.70	\$13			\$33	\$78
<b>Pro Clear Program Inflammation</b> 4 Pro Clear skin treatments (30min) UltraCalming Cleanser 8.4 oz Retinol Clearing Oil 1oz AGE Bright Clearing Serum 1 oz	\$707	\$520	\$23	\$53	\$187	\$105	\$130	\$396
<b>Pro Clear Program Congested skin</b> 4 Pro Clear skin treatments (30min) Active Clay Cleanser 5.1oz AGE Bright Clearing Serum 1 oz Sebum Clearing Masque 2.5oz	\$676	\$520	\$23	\$53	\$156	\$87	\$130	\$383

## Before and After Photos

A study was performed which included 20 subjects who had some form of skin imperfection or redness. Each subject received a total of 3 treatments spaced 7-14 days between each treatment using Salicylic Acid 15% Gel Peel. Each used AGE Bright Clearing Serum and Retinol Clearing Oil in their home care routine. Individual results may vary.







# pro clear 30 protocol

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## double cleanse

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1. PreCleanse.
2. Perform Face Mapping.
3. Use skin specific cleanser.
  - Congested:** Active Clay Cleanser
  - Inflamed:** UltraCalming Cleanser
  - Modality Option:** Ultrasonic brush or spatula for deeper cleanse. Avoid on inflamed skin.

## resurfacing

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1. Apply prep solution.
2. Apply Peel.
  - Congested:** PowerClear (2 or more layers depending on skin tolerance)
  - Inflamed:** Salicylic Acid 15% Gel Peel
3. Apply Neutralizing Solution after Pro Power Peel and remove as directed.

## dermal layering

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1. Spritz a skin specific toner.
2. Apply eye treatment.
3. Apply professional serum.
4. Apply skin specific moisturizer followed by Invisible Physical Defense SPF 30.
  - Congested:** Multi-Active Toner + Niacinamide IonActive Serum + Active Moist
  - Inflamed:** Multi-Active Toner + Niacinamide IonActive Serum + Calm Water Gel

Choose either Extractions or Deep Treatment for the fourth module for best results.

## extractions

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(recommended before Pro Power Peel)

1. Apply Multi-Active Scaling Gel to areas of congestion.
2. Proceed with Dermalogica Extraction Technique.
3. Rinse skin with warm sponges or cotton.
4. Apply Post Extraction Solution.
  - Congested:** MultiActive Scaling Gel penetrate with microcurrent and use with extractions. Direct High Frequency over dry skin and dry gauze before Post Extraction Solution.
  - Inflamed:** Omit extractions. Option to use Direct High Frequency with dry gauze over breakouts for additional healing.
  - Modality Options:** Microcurrent, Direct High Frequency

## deep treatment

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1. Apply skin specific professional serum.
2. Apply professional masque for skin concern.
  - Congested:** Niacinamide IonActive Serum + Conductive Masque Base
  - Inflamed:** Niacinamide IonActive Serum + Clinical Oatmeal Masque
  - Modality Options:**
    - Electrical tools:** Microcurrent for specific iontophoresis, ultrasonic on penetration mode, or galvanic iontophoresis. Blue Light LED may be used over only clear masques and serums.
    - Non-electrical tools:** Metal or stone rollers, cool marble stones, globes or peltier



# pro clear 60 protocol

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## double cleanse

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1. PreCleanse.
2. Perform Face Mapping.
3. Use skin specific cleanser.  
**Congested:** Active Clay Cleanser  
**Inflamed:** UltraCalming Cleanser  
**Modality Option:** Ultrasonic brush or spatula for deeper cleanse. Avoid on inflamed skin.

## extractions

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## resurfacing

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1. Apply prep solution.
2. Apply peel.  
**Congested:** PowerClear (2 or more layers depending on skin tolerance)  
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3. Apply Neutralizing Solution after Pro Power Peel and remove as directed.

## deep treatment

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**Congested:** Niacinamide IonActive Serum + Conductive Masque Base  
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**Modality Options:**  
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**Non-electrical tools:** Metal or stone rollers, cool marble stones, globes or peltier

## dermal layering

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**Congested:** Multi-Active Toner + Niacinamide IonActive Serum + Active Moist  
**Inflamed:** Multi-Active Toner + Niacinamide IonActive Serum + Calm Water Gel

## touch therapy

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For maximum effect, this Touch Therapy is best performed post Dermal Layering.

1. Dispense 1 drop of Soothing Additive to hands or wrists to enhance sensorial experience.
2. Perform Lymphatic Clearing Touch Therapy.







## dermalogica's extraction method

The Dermalogica Extraction Technique is the most efficient way to remove comedones from the skin without further impacting the health of the skin, and without spreading breakout causing bacteria. The use of Multi-Active Scaling Gel will further assist in the removal and ultimate recovery from extractions.

### extraction module | 10 minutes

1. Perform Face Mapping. Look for congested areas, such as nose and chin. Provide feedback to the client and inquire further to discover more about your client's skin and causes of congestion and breakouts. Assess the skin for inflamed and non-inflamed lesions to establish your extraction protocol.
2. Using a fan masque brush, apply a thin layer of **Multi-Active Scaling Gel** to areas of congestion. Allow gel to activate and soften impactions for 3 minutes.

**Option:** Use with steam.

**Modality options:** Increase softening with galvanic desincrustation, microcurrent specific iontophoresis on negative polarity or ultrasonic on clear mode.

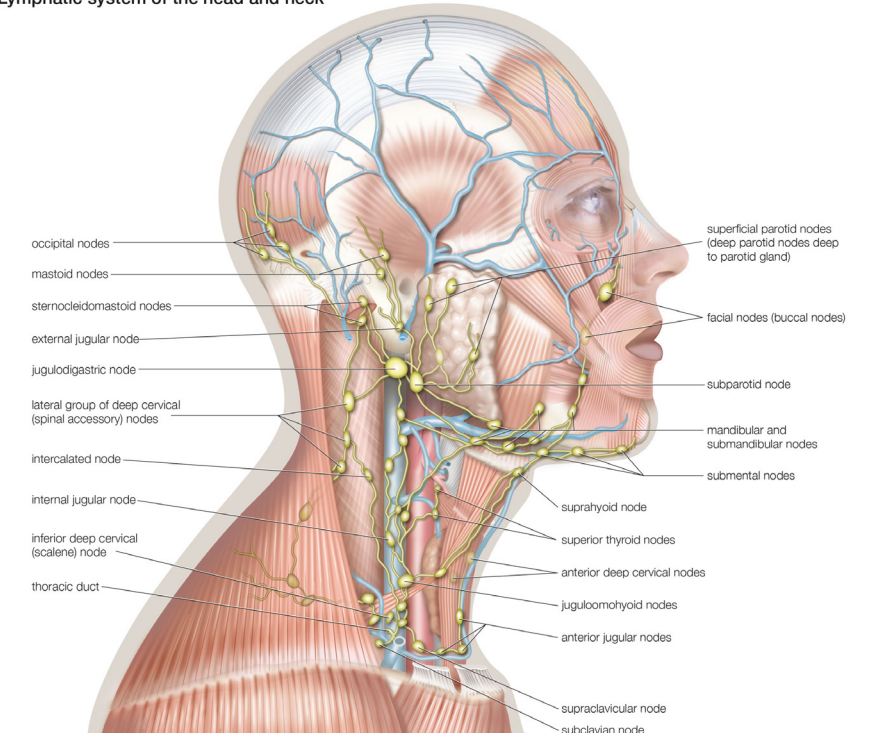
3. Apply gloves and form finger mitts by wrapping both index fingers with tissue.
4. Stretch out the skin around the impaction, keeping your index fingers parallel.
5. Pushing index fingers closer together, create a mound underneath the impaction.
6. Begin to rock, roll, and wiggle your index fingers to help release the impaction.
7. Wipe the debris down and away from the follicle.
8. Swipe with **Post Extraction Solution** that helps soothe inflamed, irritated skin while creating an antiseptic environment.

## lymphatic clearing touch therapy

What is the lymphatic system?

- Secondary circulatory system consisting of a network of vessels that assist in removing wastes and toxins from connective tissue.
- Has no pump and relies on breathing, muscular movement, contraction of the larger lymph vessels and the natural pumping and vibration of the blood circulatory system.
- One-way drainage system consisting of a blind network of vessels which drain tissue fluid and filter lymph fluid through the lymph nodes before returning it to the blood circulatory system.

Lymphatic system of the head and neck



- Contains large numbers of lymphocytes that act against viruses and bacteria along with Macrophages that have engulfed foreign substances, cell debris and damaged cells.

If lymph flow stagnates, there is a decrease in normal metabolism, which can have implications for skin.

Boosting immunity and promoting healthy skin function and metabolism by reducing toxic stagnation or load and encouraging oxygenation and nutrients to the tissues ensures clearer brighter skin.

### Dermalogica's Lymphatic Clearing Touch Therapy

is designed specifically for breakout or hormonally imbalanced skins. It simulates tissue detoxification via the lymphatic system. The light rhythmical touch also targets the sympathetic nervous system whilst boosting the parasympathetic nervous system.

*To learn more about the Lymphatic Clearing Touch Therapy, please contact your local education team.*



**dermalogica** PRO