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THE AUTHORITY ON PROFESSIONAL SKIN CARE

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Chemical Peel Confidence

Skin Saviors

“What Are You Grateful for This Year?”



“I am grateful for the opportunity of working through the pandemic. I have gained fortitude and had to become creative to rise above all of the rhetoric and current human behavior in order to expand to greater heights.”

ALEXANDRA J. ZANI, L.E.I.

Owner & Director of AEsthani Skincare Institute, LLC
Chemically Committed, pg. 29

“I am grateful for the love of my family and friends. I am thankful for my husband’s unrelenting sense of humor. He puts the wind in my sails. I have to add that I am also grateful for high-performance automobiles.”

CATHY WAINWRIGHT, L.E.

Account Development Manager & Educator for Dermaconcepts
Cold Hard Facts, pg. 39



“Everything.”

ERIN MADIGAN-FLECK, NMD, L.E.I.

CEO & Owner of Naturophoria
Perfecting Peeling Practices, pg. 47

“My health.”

CELESTE HILLING

CEO & Founder of Skin Authority
Combination Exfoliation, pg. 59



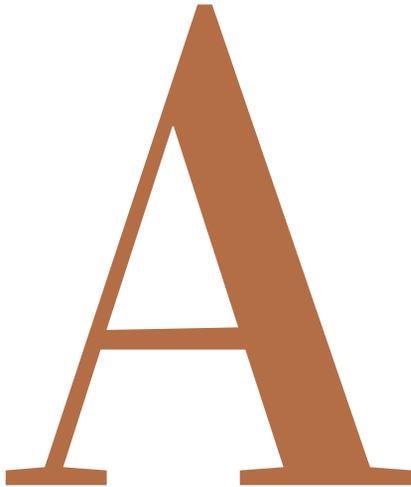




cold hard facts

The dos & don'ts of cool peels

by Cathy Wainwright, licensed aesthetician



Although chemical peels have been around since ancient Egyptian times, when peel instruction in medical and aesthetic textbooks took hold in the 1980s, much has changed today. Aggressive peels were being used globally by the early 1900s, and in the 30s and 40s, women from the Eastern Bloc settled in New York, New York and Los Angeles, California where they opened practices specifically to peel the complexions of socialites. Providing only skeletal information to doctors, they were able to keep their formulas and peeling techniques amongst themselves. Other skin professionals later analyzed these peel formulations to come up with their own peels. Some of these formulas are still in use today.

In the late 1970s, doctors Eugene J. Van Scott and Dr. Ruey J. Yu published studies on the Jessner's solution and further investigated the effects of alpha hydroxy acid peels. Their peel experiments came to fruition in the 1980s. In 1990, medical doctor and dermatologist Howard Murad marketed a glycolic acid lunch-time peel and launched two homecare products, thereby putting alpha hydroxy acid peels and consumer products on the map and at the forefront of skin care clients' minds.

Also in the 1990s, Cristina Carlino, the founder of Bio Medic

skin care, introduced aestheticians to the micro-peel treatment. The micro-peel was the first in-spa treatment that employed dermaplaning, followed by a glycolic or lactic peel and a carbon dioxide slush. This 30-minute visit produced scores of happy clients.

America then went overboard with skin peeling and exfoliation. European aestheticians were largely not on board with the aggressive peeling trend because there were far too many people walking around with overly peeled and compromised skin. Aggressive peeling sets up an inflammation cascade that is difficult to bounce back from.

COOL PEELS

About ten years ago, cool peels ventured their way into the skin care professional's treatment arsenal. Understanding cool peel technology can be a game changer because professionals can turn their clients away from the "burn baby burn" mentality. It may take a while to get clients

over to the cool peel side, but it can teach more proficient communication skills to the practitioner.

Skin care professionals should understand that by obliterating keratinocytes and destroying mother cells, they are thereby producing aberrant daughter cells in clients' skin. By utilizing heavy peels, they put their clients on a one-way street. However, with cool peels, they no longer compromise the delicate balance of the skin barrier function. Instead, they gently threaten skin so

that the mother cells in the keratinocyte layer produce healthy daughter cells. By embracing a progressive and not aggressive peel philosophy, the treatment is keeping the epidermis intact, providing a safe haven for avoiding transepidermal water loss.

Cool peels are so named because they are water-based and buffered, unlike alcohol-based peel solutions. These peels are slower acting; the hydronium ions are active and penetrate the epidermis at a slower rate as the water from the cool peel evaporates. Cool peels are highly customizable unlike the typical one-size-fits-all peel platform spas have become accustomed to. The skin professional is in the driver's seat because of the flexibility of treatments. Their success is dependent upon the layering or thickness of the product applied.

When applying a low pH and low concentration cool peel, the pH of skin is lowered and the perceived threat to skin causes a disruption of the desmosomes connecting the keratinocytes. The healthy cells are

“By embracing a progressive and not aggressive peel philosophy, the treatment is keeping the epidermis intact, providing a safe haven for avoiding transepidermal water loss.”

gently threatened so that they can produce energized growth factors. Cool peels are selectively targeting unhealthy cells and gently whisked away. The architecture of the rete pegs remains intact. Healthy cells stay right where they need to be, and the epidermis is solely affected.

Preparing skin prior to an in-spa peel is of utmost importance and greatly improves the efficacy of the treatment, such as avoiding post-inflammatory hyperpigmentation. Depending on the skin care lines a



spa stocks, practitioners should follow the instructions of their product manufacturers to get their client's skin prepared for a period of two to six weeks.

It is recommended to prepare skin with an ester form of vitamin A so that the function of skin cells behaves optimally prior to and post in-spa peeling treatments. Not preparing skin by applying proper topical vitamins and antioxidants is like running a marathon and feeding the body with a stick of gum.

Client safety is the number one consideration when performing a peel. Proper client selection and maintaining a critical and conservative eye on the client will net the skin professional a favorable outcome and a happy client. In addition to knowing the pH of the peel, the skin professional must have a knowledge of the ingredients in the peel and the effect

that they have on skin during and after the peel treatment.

MANAGING CLIENT EXPECTATIONS

It is important that professionals understand what a client is hoping to achieve from a peel, and then it is their job to inform them of the options or limitations present. The importance of managing client expectations cannot be overstated.

The reasons a client desires a chemical peel can be to reduce the look of aging skin, lower the appearance of lines and wrinkles, improve skin and texture, lighten and brighten skin, repair sun damage, minimize pore size, and improve acne and acne scarring. The purpose of peeling is to stimulate skin cells, sterilize skin, re-surface and retexturize skin, improve blemishes and acne, enhance the

elastin and collagen structures, and exfoliation.

When performing a chemical peel, a skin professional's target is to seal in growth factors, assisting with rosacea, eliminating follicular impactions, stimulating fibroblasts to produce collagen, brightening skin, assisting in diminishing fine lines and wrinkles, diminishing solar keratosis, and firming skin laxity.

A typical peel client desires to improve or enhance the look of their skin. The consultation process is particularly important to ascertain what the client is looking for. Since most people desire healthy skin, skin care professionals must understand the classification of healthy skin. Healthy skin is smooth with even keratinization, hydrated, has good circulation, and heals quickly and effectively with an efficient repair response after injury. Contraindications for a peel include pregnancy or lactation, severe diabetes (due to general poor healing constraints), psoriasis, atopic dermatitis, recent radiation or chemotherapy, open lacerations, herpes simplex virus or cold sores, isotretinoin and tretinoin use, sunburn or excessive sun exposure, recent waxing, and injectable fillers or neurotoxins within a three-day window or whatever the client's medical provider's protocol is. The medical provider should always have the last word.

CLIENT CONSULTATION

The risks and complications will be minimized with a thorough consultation at-home preparation with appropriate skin care products for at least two weeks prior to the first peel and the appropriate peel choice.

When in doubt, perform a patch test behind the ear. Prepare the small area with a solution of choice applied to rough gauze. Allow preparation to dry. Apply a generous





amount of the peel and leave it for three to 20 minutes. Rinse well with a neutralizer and water. Wait for 24 hours and in the absence of an undesirable reaction, proceed with the peel.

The consultation and skin analysis process are key. Prior to the first treatment, hand out a detailed intake form including good photographs, prior peel history, lifestyle questions, and heritage questions. Because pigmentation can rear its head when a darker Fitzpatrick type is in the genealogy mix, have the Fitzpatrick and Glagu (indicates skin laxity) scale in the intake form.

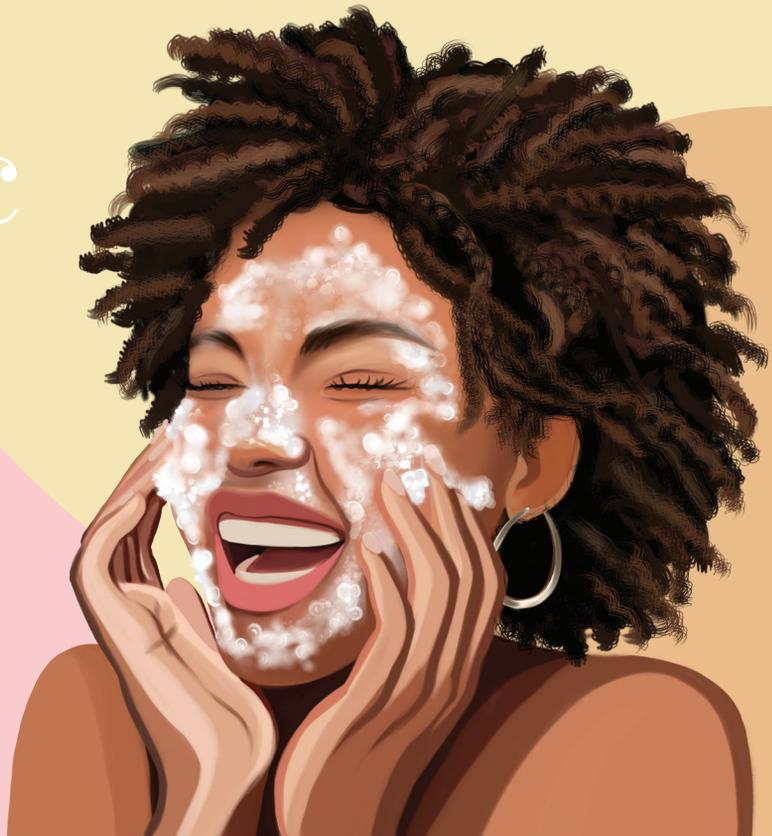
Group clients into the following Fitzpatrick categories. Sun sensitivity for Fitzpatrick I and II, sun tolerant for Fitzpatrick III and IV, and sun resistant for Fitzpatrick V and VI. With a thorough discussion,

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the client will be armed with realistic expectations and confidence in their peel provider. Discuss all side effects and possible complications during the consultation.

During the initial consultation and when analyzing photos after each post-peel visit, it can be beneficial to break the face into quadrants, including the lower right quarter, upper right quarter, lower left, and upper left. This method provides accurate detail as there is often a lack of uniform improvement, and one or two quarters show more or less improvement post-peel. The skin professional can alter subsequent peel treatments with better accuracy by assessing each quadrant.

During the consultation, touch clients' skin and observe and notate the different areas of skin. Pay attention to laxity, color, texture, loss of

volume, pore size, dry, and thin skin areas (a peel will absorb quicker in dry areas), and oily and thick areas (a peel takes longer to absorb in thicker and oilier areas).

Take pre- and post-photographs at each visit. Having photographic evidence is helpful in observing improvements and proceeding in the right direction for subsequent peels. If a complication arises, photo documentation will be helpful. Furthermore, clients forget how they once looked. Professionals can turn a somewhat disgruntled client who believes that they had little improvement into a happy client by showing them their photos. When results are less than what the client initially hoped for, it is key to have good photo documentation because the treatment can be re-assessed and altered for future improvement.

PEEL APPLICATION

When applying the peel, keep in mind that certain areas require special attention. Thicker skinned individuals and thicker areas of skin tend to pick up solution unequally. Therefore, additional applications with vigorous rubbing may be warranted to maximize penetration.

Wrinkled skin and skin around the lips (vermillion border) should be stretched to ensure an even application. For the eye area, a delicate and careful application is paramount so that excess peel solution does not come into the eyes or pool in the tear trough area. Generally, use the upper cheekbone (zygomatic arch) and upper eyebrow bone (supra-orbital margin) as a guide. Give special consideration to male clients because they have thicker skin. Applying a peel solution with rough gauze can ensure a good application and assist in penetration.

Always call clients the day following the peel. At the very least, make it clear that they must call the spa in the event of a complication. Better yet, have a line on the intake form stating that in the event of complication or unsatisfactory post-peel results, they must call their peel provider. Make it clear that Google is not the authority; their skin professional is.

If complications do occur and they will at some point, a professional should not run away from the client. Meet the client head on by bringing them in. It is essential that a professional can support and manage the complications that may occur. Complications can include blistering, post-inflammatory hyperpigmentation, cold sores, breakouts, and rough patches. It is recommended to bring the client in daily until the issue is resolved. It is essential to be proactive and not hide from a less than favorable outcome.

Peels have come a long way. The education that professionals provide





their clients will move the skin care industry forward to better beginnings. They can provide valuable skin improvement through conscientious and purposeful peel treatments. **d**



Cathy Wainwright's lifelong endeavor has been skin care and aesthetic balance. She has been tweezing eyebrows and teaching makeup and product application since

her formative school years. As a versatile professional, Wainwright has been enmeshed in the study of skin, aesthetics, business building and cosmetic chemistry. She has owned a skin care studio and day spa and has worked alongside plastic surgeons, dermatologists, aesthetic nurses, and a host of top aestheticians for over 40 years. She believes in digging deep, past the superficial layer to ask what if.

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