

CHAPTER

15

Facial Treatments

Chapter Outline

- Why Study Facial Treatments?
- Facial Treatment Benefits
- Esthetician Skills and Techniques
- Treatment and Client Preparation
- Key Elements of the Basic Facial Treatment
- The Mini-Facial
- Treatments for Different Skin Types and Conditions
- Acne Facials
- Men's Skin Care
- Procedures

Learning Objectives

After completing this chapter, you will be able to:

- L01** Describe the benefits of a facial treatment.
- L02** Perform the facial set up procedures.
- L03** Explain the key elements of the basic facial treatment.
- L04** Understand the treatment needs for dry, dehydrated, mature, sensitive, and oily skin.
- L05** Describe acne facials and home-care.
- L06** Discuss men's skin care and treatments.
- L07** Perform the step-by-step facial treatment.
- L08** Understand extraction methods.

Key Terms

Page number indicates where in the chapter the term is used.

extraction
pg. 391

facial
pg. 384

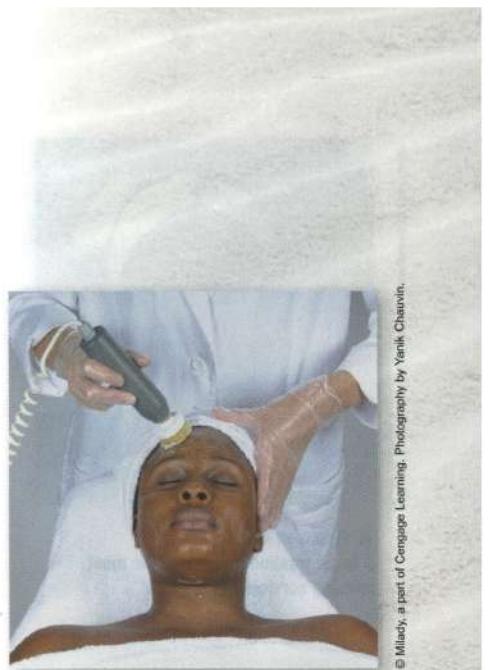
vasoconstricting
pg. 400

The skin care field has advanced rapidly in recent years due to the growing interest in health and beauty. This increase in the popularity of skin care has brought the field of esthetics to the forefront of the beauty and spa industry. Once considered luxuries, regular facials and skin care maintenance are now regarded as necessities by many. Facial treatments are also welcome breaks from the stresses of life in today's fast-paced society.

Stress reduction and caring for our health go hand in hand. Facials offer both benefits at the same time: they improve the skin's health while offering a relaxing service (Figure 15–1). Regular treatments result in noticeable improvements in the skin's texture and appearance. Clinical esthetics and technological advances, such as light therapy and lasers, are constantly expanding the skin care industry. (See Chapter 19, Advanced Topics and Treatments.)

Facial treatments are the core treatments that estheticians perform. Giving a facial is both interesting and enjoyable. You were probably attracted to esthetics because you wanted a rewarding career that allows you to give to others. This is the perfect job to help others feel good and make a positive impact on their self-image. After a treatment, clients are rejuvenated and feel good when they walk out the door to face the world again.

The basic facial treatment procedure is covered here; however, there are many different types of facials and methods. It is best to get a basic routine memorized before implementing new steps or changing the routine. For example, the steps, products, focus of corrective treatments, and massage methods can all be varied. Once you are comfortable with routine procedures, your creativity will begin to flow naturally as you incorporate new ideas into your treatments.



▲ Figure 15–1
Facials improve and rejuvenate the skin.

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Why Study Facial Treatments?

Estheticians should study and have a thorough understanding of facial treatments because this is a foundational skill for all skin care services, and you must be able to provide services that are safe, healthy, and beneficial for your clients.

- Facial treatments are the core treatments that estheticians perform; educated, well-trained estheticians that understand various treatment protocols will be the most successful.
- Facials help maintain the health of the skin and correct certain skin conditions through deep cleansing, massage, the use of masks and other products, and various treatment methods.
- Understanding the key elements and benefits of facials gives you confidence that you are making a difference in treating the client's skin, and this also helps you communicate those benefits to your clients.

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▲ Figure 15–2

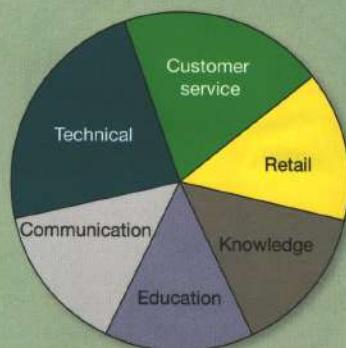
A facial treatment is one of the most relaxing services in a salon.

FOCUS ON

Your Success

The following skills are valuable in creating and maintaining success (Figure 15–3).

- Technical skills
- Customer service
- Retail sales
- Knowledge
- Education
- Communication



▲ Figure 15–3
Esthetician skills.

Facial Treatment Benefits

What is a facial treatment? A **facial** is a professional service designed to improve and rejuvenate the skin. What can a facial/skin treatment do for your client? A skin treatment has many benefits (Figure 15–2). Facials help maintain the health of the skin and correct certain skin conditions through deep cleansing, massage, the use of masks and other products, and various treatment methods. Clinical services in a medical office usually focus more on corrective skin treatments, whereas spa treatments may focus more on the relaxation experience. Blending a results-oriented treatment with a relaxing experience leads to the best overall service.

Providing education and consultations are also part of a facial. The benefits of the facial procedure are outlined below. Understanding what the benefits of treatments are gives you confidence that you are making a difference in the client's skin. This knowledge also helps you communicate those benefits to your clients.

Facial treatments include the following benefits:

- Deep cleanses
- Exfoliates
- Increases circulation and detoxifies
- Relaxes the senses, nerves, and muscles
- Stimulates the skin functions and metabolism
- Slows down premature aging
- Treats conditions such as dryness, oiliness, or redness
- Softens wrinkles and aging lines
- Helps clear up blemishes and minor acne ✓ L01

Esthetician Skills and Techniques

What skills are needed to be successful at giving facials? Knowledge of skin histology, skin analysis, and skin care products is essential for an esthetician to make informed decisions for the client. Additionally, knowledge of contraindications, technological advances, and facial equipment is important. Client-relation skills are another facet and important element of being an esthetician. Connecting with the client and knowing how to communicate with him or her will partially determine your success. Massage techniques and your touch, pressure, and flow in the facial are valuable parts of your skills. Retailing and client consultations are another part of the job.

Some of these skills may seem to come more naturally to you, but as you get more experience, you will improve in all of these areas. Pay attention to little details that make the client comfortable. Knowing how to communicate well will also help build client loyalty. Educated, well-trained technicians are the best promotion for the esthetics industry. Facials are a valuable service with wonderful benefits. The market will continue to expand as more people discover these benefits.

Continuing your education with advanced classes and attendance at conferences and trade shows will keep you informed, excited, and motivated. It is essential to continue your education annually. A true professional will not miss these opportunities for growth. Make a commitment to yourself to attend at least one esthetics class or conference every year—this will make a difference in your potential career success.

Facial Treatment Protocol

To be successful and to maintain client loyalty, follow these treatment guidelines:

- Help the client to relax by speaking in a quiet and professional manner.
- Explain the benefits of the products and service you offer, and answer any questions the client may have.
- Provide a skin analysis and educational consultation.
- Provide a quiet atmosphere and work quietly and efficiently.
- Make sure clients are warm and comfortable.
- Maintain neat and clean conditions in the facial work area. Arrange supplies in an orderly fashion.
- If your hands are cold, warm them before touching the client's face.
- Keep your nails smooth and short to avoid scratching the client's skin.
- Remove rings, bracelets, and other jewelry that may injure the client, get in the way, or cause a distraction during the treatment.
- Follow systematic procedures.
- Be moderate in all treatment and product applications. Too much of a good thing can counteract the benefits.
- Be aware of your touch and the amount of pressure you apply to the face.
- Massage and apply or remove products in a smooth, consistent pattern. What you do for the right side, do for the left using the same order for the same number of times.
- Apply and remove products neatly: avoiding getting it in the eyes, mouth, and nostrils.
- Do not let water or products drip down the client's neck or in the eyes or ears.
- Be genuine in your concern for your client and focus on her or his needs.
- Give the client your full attention at all times.

FOCUS ON

Building Your Business

Share the benefits of your facial services with others as you meet new contacts or clients. Many people are not aware of these benefits!

THE FACIAL SUPPLY CHECKLIST

SUPPLIES		SINGLE-USE ITEMS	PRODUCTS
Disinfectant	Implements	Paper towels	Cleanser
Hand sanitizer/antibacterial soap	Implement Tray	Gloves/finger cots	Exfoliant
Covered waste container	Hand towels	Cotton pads	Mask
Bowls	Client wrap	Cotton rounds	Toner
Spatulas	Clean linens	Sealable plastic bags	Moisturizer
Fan and mask brushes	Blanket	Tissues	Sunscreen
Tongs	Headband	Extraction supplies	Optional: serums, eye cream, lip balm
Mirror	Sharps container		
Distilled water	Bolster		
Equipment: Choose as needed: steamer, towel warmer, mag lamp, etc.	Client chart		

▲ Table 15–1
The Facial Supply Checklist.



▲ Figure 15–4
Professionally greeting the client.

FOCUS ON

Customer Service

Think of a time when you were treated well as a client and how it made you feel. Share an example with the class.

Treatment and Client Preparation

Use the following resources to prepare for client treatments:

- Refer to the treatment room setup checklist in **Table 15–1** and the room setup information in Chapter 14, The Treatment Room.
- Review the contraindication information in Chapter 12, Skin Analysis.
- Use the client charts and consultation information in Chapter 12, Skin Analysis.

Meeting and Greeting Clients

One of the most important communications you will have with a client occurs the first time you meet (**Figure 15–4**). Be polite, friendly, and inviting. You need to give great service every time clients come to see you; otherwise, you may lose them to another esthetician. The following are good customer service practices:

- Always approach a client with a smile.
- Even if you are having a difficult day or have a problem of some sort, keep it to yourself. The time you are with your client is for your client and her needs, not yours.
- Always introduce yourself to new clients and greet returning clients by name. A brief yet warm handshake will make the client feel welcome.

- Set aside a few minutes to take new clients on a quick tour of the facility. Introduce them to the receptionist and other coworkers. This helps clients to feel comfortable and at home.
- Be yourself. Your clients can sense when you are being genuine and open, and they will have more confidence in you and in your expertise.

Setup, Products, and Supplies Checklist

It is important to assemble supplies in an organized, efficient manner (Figure 15–5).

Refer to the checklist in Table 15–1 to set up for a facial. ✓ L02

Preparing the Client for the Facial Treatment

After warmly greeting the client, assist her in preparing for the facial (Figure 15–6). The receptionist or technician will show the client where to change and store any belongings. Clients can change into their wrap and remove their shoes in a changing room or the treatment room. Explain what clothing can be removed: shoes, restrictive pants, and bras. Let the client know the neck and shoulders are usually bare for facials. Dark fabric will collect lint from sheets, so it is best to remove clothing that will be under the sheets. Let clients decide what clothing they are comfortable removing.

Instruct the client how to prepare for the treatment and how to put on the facial wrap. There are many styles of wraps or gowns. For example, men wear a kimono-type robe or a wrap around the waist.

Show the client how to get on the facial bed safely and where to position the head. Assist the client in getting comfortable.

Adjust the head drape, pillow, and linens following your instructor's method. Place a towel across the client's chest and a cover over the body as directed. Drape the hair with a towel or headband as necessary. Check to make sure the headband is not too tight and that all of the hair is covered. Consider efficiency and laundry costs when determining what to use for draping. A bolster placed under the knees (supports the back) and a neck pillow are also used for the client's comfort.

Draping the Hair

To drape the client's head: fasten a clean headband, towel, or other head covering around the client's head to protect the hair.

To drape the head with a towel, follow these steps:

1. Place the towel on the headrest. Fold the towel lengthwise from one of the top corners to the opposite lower corner, and place it over the headrest with the fold facing down.

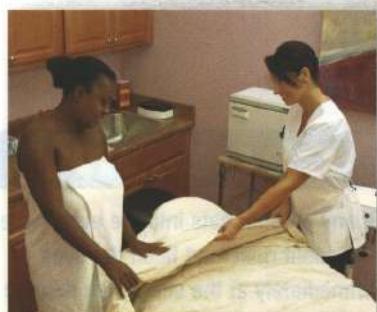
FOCUS ON

Client Services

Facial clients are typically asked to come in 15 minutes prior to their appointments so they can fill out their consultation form, get into a robe, and prepare for their treatment. Clients are called the day before to confirm their appointments. The receptionist will check-in the client and have them prepare for the service. Have a consultation form ready to use. This practice keeps technicians on schedule and is an everyday practice in the industry.

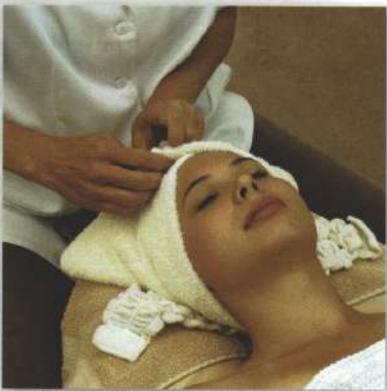


▲ Figure 15–5
An efficient workstation is organized.

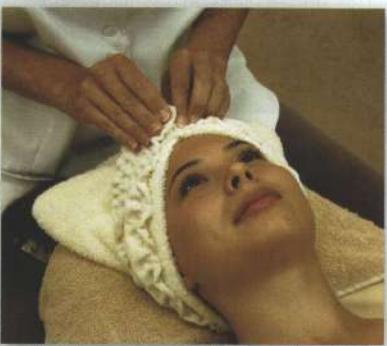


▲ Figure 15–6
Help the client prepare for the facial.

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Photography by Rob Werfel.



▲ Figure 15–7
Draping the hair with a towel.



▲ Figure 15–8
Make sure the headband is comfortable.

2. When the client is in a reclined position, the back of the head should rest on the towel, so that the sides of the towel can be brought up to the center of the forehead to cover the hairline (Figure 15–7).
3. Use a headband with a Velcro® closure or a fastener to hold the towel in place (Figure 15–8). Make sure that all strands of hair are tucked under the towel, that the earlobes are not bent, and that the towel is not wrapped too tightly.

Key Elements of the Basic Facial Treatment

Each step in the facial process is described below. A more thorough explanation of the steps is given before the actual steps of the procedure are listed. This way you can become familiar with the steps before having to perform the procedure. As you practice facials, follow the chart (Table 15–2) to memorize the steps. Adapt this basic procedure to fit your local facility and regulations. Most basic facials take approximately 1 hour.

Refer to Table 15–5 on page 393 for timing suggestions.

The Initial Consultation and Analysis

The initial consultation and skin analysis determine the products and procedures to be used and give you time to discuss the client's home-care needs. Many estheticians schedule at least 15 minutes extra for a client's first visit. Before cleansing, inspect the skin type and conditions: is it dry, normal, or oily? Is the skin texture smooth or rough? Are there fine lines or creases? Are there blackheads or acne conditions? Are dilated capillaries visible? Is the skin color even?

You want to see the skin's natural state before cleansing and then again after cleansing, especially if the client is wearing makeup. Complete a thorough analysis with a magnifying lamp after cleansing (Table 15–3). Check for any other conditions or contraindications prohibiting a facial (Table 15–4).

CAUTION!

If any product gets into the eyes, have the client rinse and flush the eyes immediately at the sink. Then resume the procedure. If they wear contacts, they may need to remove them before receiving a treatment. Avoid the eye area if appropriate.

Cleansing and Analysis

After the initial dry skin analysis, apply warm towels for a few minutes. Warm towels are used before cleansing to prepare the client for your touch, to warm and moisten the skin, and to make cleansing more effective and enjoyable.

Cleanse to remove impurities and makeup before the in-depth skin analysis and facial treatment (Figure 15–9). Use a milky or creamy cleanser that rinses easily. During a facial, it is hard to remove foam or gel cleansers. Avoid overrubbing or stimulating the skin and thoroughly, but efficiently, complete the cleansing. If there is makeup residue, do a

THE FACIAL PROCEDURE CHECKLIST

The basic facial procedure is divided into the following steps:

1. Client consultation, including review of contraindications and initial skin analysis
2. Client draping
3. Warm towels and cleansing
4. In-depth skin analysis (refer to Table 15–3)
5. Exfoliation product or mask
6. Softening with steam or warm towels (aromatherapy optional)
7. Extractions (and/or brow waxing, if applicable)
8. Massage (massage and mask steps can be reversed)
9. Mask (clay or hydrating)
10. Toner
11. Moisturizer and/or sunscreen (serums, eye creams optional)

▲ Table 15–2
The Facial Procedure Checklist.

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SKIN ANALYSIS CHECKLIST: LOOK, TOUCH, ASK, LISTEN

Analyze the skin using a magnifying lamp. Place eye pads on the eyes.

Try not to cover what you need to look at around the eyes. Perform the following checklist:

1. Look for any obvious skin conditions and note the skin type.
2. Touch the skin, noting its elasticity, softness, texture, skin condition, and so on.
3. Continue the consultation, asking questions while analyzing.
4. Choose the products.
5. Note the information on the client chart (this can be done before, during, or after the facial).

▲ Table 15–3
Skin Analysis Checklist: Look, Touch, Ask, Listen.

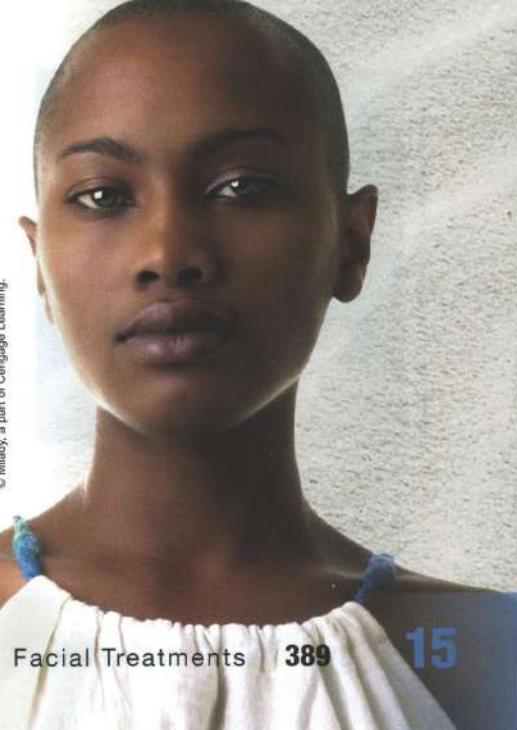
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FACIAL CONTRAINDICATIONS

(refer to Chapter 12, Skin Analysis)

- Contagious diseases such as HIV, herpes or hepatitis, pinkeye, or ringworm
- Skin disorders or diseases
- Medical conditions, including pregnancy
- Certain medications
- Use of acne drugs or other topical peeling agents
- Skin irritation
- Allergies to products and ingredients
- Severe, uncontrolled hypertension
- Electrical contraindications as listed in Chapter 17, Facial Machines

▲ Table 15–4 Facial Contraindications.



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▲ **Figure 15–9**
Cleansing the skin is the first step in the facial process.

double cleansing—once before using the towels and once after. Some estheticians use a toner between facial steps to remove any makeup or product residue. Most facial products can be applied with fingertips and removed with cotton pads or sponges.

Make sure the client is not wearing contacts. Before starting the cleansing procedure, the client's eye and lip color can be removed. Do not use too much cleanser because it can run into the eye. Some clients prefer to leave their eye makeup on, and it is appropriate to work around it. Analyze the skin after cleansing.

PROCEDURE
15-1 Eye Makeup and Lipstick Removal

PAGE 409

PROCEDURE
15-2 Applying Cleansing Product

PAGE 411

PROCEDURE
15-3 Removing Product

PAGE 413

Here's a Tip

To remove makeup from under the eye, try to use light, inward strokes around the eye area towards the nose under the lower lashes to avoid tugging outward on the delicate skin. Use this technique when applying or removing products.

Exfoliation

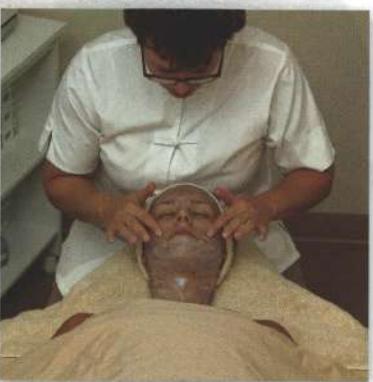
Exfoliation can be achieved by using products such as peels, or you can use the brush machine to remove dead skin cells that make the skin feel rough and clog the follicles. Exfoliation makes the skin smoother, helps product penetration by unblocking the surface, and promotes stimulation, which increases the cell turnover rate (Figure 15–10). A clay-lifting mask or enzyme mask can also help exfoliate the skin. This step can be performed before steam, extractions, or a mask. It is most effective in the beginning of the treatment after cleansing. Exfoliation is discussed in Chapter 13, Skin Care Products: Chemistry, Ingredients, and Selection.

Steam or Warm Towels

Warmth softens the follicles, promotes more effective cleansing, prepares the skin for extractions or product penetration, softens superficial lines, and increases circulation (Figure 15–11). Towels or steam should never be too warm or used too long because they can damage capillaries and cause overstimulation, redness, and irritation.

Always check the towel temperature on the inside of your wrist before applying. Keep towels away from the nostrils. Warm towels can be used in place of steam or for product removal during treatments.

Steam is typically used before deep cleansing. The steamer nozzle is placed approximately 18 inches (45 centimeters) away from the client. Check to make sure the client is comfortable and does not feel claustrophobic. The nozzle can be positioned above or below the client's face.



▲ **Figure 15–10**
Exfoliating the skin can be achieved by a number of methods.

fyi

There are many different variations of a facial procedure. The order of steps can be changed. This will depend on what you are trying to achieve in the facial, the client's needs, the product line, the facility where you work, or your school's individual training program. Be flexible and enjoy the variety.

Extractions and/or Deep Pore Cleansing

The technique of manually removing impurities and comedones from follicles is called **extraction** (Figure 15–12). Cleaning out the debris that expands them allows the follicles to contract back to their natural size. Manual extraction is often the only way to expel impurities and clean out the follicles. It is also necessary to extract papules and pustules in order to release bacteria and fluids so they can heal more rapidly.

Massage

Massage promotes physiological relaxation, increases circulation and metabolism, and increases product penetration (Figure 15–13). Additionally, the products used for massage have many benefits. Refer to Chapter 16, Facial Massage, for facial massage steps and protocol. Memorize all steps of the massage or procedure before doing a complete facial. This way you will not have to memorize everything at the same time. The massage can be performed at different times during treatments, depending on the order of your procedures. Massage products are applied warm, with fingertips or a fan brush.

Treatment Masks

As discussed previously, masks can draw out impurities, clear up blemishes, tighten and tone skin and also hydrate, calm, or rejuvenate the skin.

Depending on their function, masks are applied at different times during a treatment (Figure 15–14). If you are drawing impurities out of the skin, it may be beneficial to apply the mask before using steam and doing extractions. If it is a calming, hydrating mask, then it is applied at the end of a facial to calm the skin and leave it hydrated.

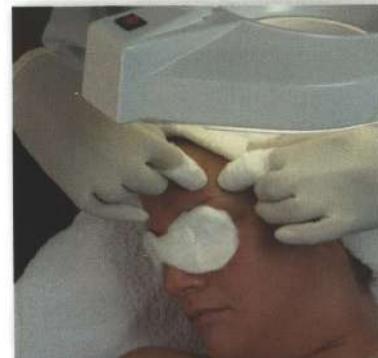
Towels, sponges, or cotton 4" × 4" (10 cm × 10 cm) pads are used to remove products. Cotton compresses are also used for removing the mask.

PROCEDURE
15-5 Applying the Cotton Compress **PAGE 420**

PROCEDURE
15-6 Removing the Cotton Compress **PAGE 421**



▲ Figure 15–11
Steam softens the follicles.



▲ Figure 15–12
Extractions remove impurities.



▲ Figure 15–13
The most soothing and relaxing part of the facial is the massage.



▲ Figure 15–14
The mask is applied with a brush or the fingers.



▲ Figure 15–15
Toners can be applied with a cotton pad or sprayed on.



▲ Figure 15–16
Apply sunscreen after the facial.

Paraffin Masks

Paraffin masks are used to warm the skin and promote penetration of ingredients deeper into the skin through the heat trapped under the paraffin. The heat increases blood circulation and is beneficial for dry, mature skin or skin that is dull and lifeless. It has a plumping and softening effect on the skin.

Paraffin masks are melted at a little more than body temperature (98.6 degrees Fahrenheit or 37 degrees Celsius) before application. When applied, the paraffin quickly cools to a lukewarm temperature and hardens to a candle-like consistency. Paraffin masks are applied on top of a treatment cream as the paraffin, which has no treatment properties of its own, allows for deeper penetration of the cream's ingredients into the skin.

Paraffin masks are not recommended for use on sensitive skin, skin with capillary problems, oily skin, or skin with blemishes. These masks are designed for dry and mature skin; the heat is too stimulating for other skin conditions and may cause redness or irritation.

PROCEDURE

15–8 Applying the Paraffin Mask

PAGE 424

Toners

Toners finish the cleansing process by removing any products left on the skin and help balance the skin's pH (Figure 15–15). Different formulas can also help skin problems such as dehydration or acne. Toners, fresheners, and astringents are all referred to as toners for simplicity in the textbook. Toners can be misted onto the face or applied with a saturated cotton pad.

Serums, Eye, and Lip Treatments

Serums are concentrated ingredients used for specific corrective treatments. Serums or ampoules are applied with fingertips under a mask or moisturizer. These are also used with facial machines in a variety of treatments. Eye and lip creams are usually thicker and are applied with fingertips or cotton swabs.

Moisturizers

Depending on the formula, moisturizers seal in moisture and protect the barrier layer of the skin. They can also hydrate and balance the oil–water moisture content of the skin. Products with performance ingredients will be even more effective when left on the skin and are applied at the end of a treatment.

Sunscreens

Daily application of sunscreen is essential to help protect the skin (Figure 15–16). After finishing a stimulating, nourishing facial, do not send your client out with a newly exfoliated face without sun protection. Sunscreens are often formulated in a moisturizing base.

Completing the Service

After completing the facial service, quietly and slowly let the client know you are finished. Tell her to take her time sitting up, offer to assist her in getting off the table, and then leave the room so she can change.

- Explain to the client what to do next—for example, meet you outside in the reception area or other appropriate instructions. Offer her some water to rehydrate after the service.
- The client consultation after the service includes recommending products and rebooking their next appointment. Show the client which products you recommend, and write them down on a home-care instruction sheet for her to keep (**Figure 15–17**).
- Explain that you will also record the products you recommend in her file. Recommend that she reschedule once a month for a facial and any other services you believe would benefit her, such as a brow wax.
- Ask her what products she would like to take home with her, and recommend a time for scheduling the next appointment.
- Thank her for coming, and let her know you enjoyed meeting her.
- Make your chart notes and file them away. Clean up the room and prepare for the next client (**Table 15–5**).



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▲ Figure 15–17
After the facial, discuss home-care products with your client.

▼ Table 15–5
Timing the Facial Procedure.

TIMING THE FACIAL PROCEDURE				
	SUGGESTED TIME: (IN MINUTES)	ACNE FACIAL	MINI-FACIAL	WRITE IN YOUR PROTOCOL HERE
Setup time	10-15			
• Consultation	3		Brief	
• Draping	2			
• Towels	2			
• Cleansing	3			
• Skin analysis	3		Brief	
• Exfoliation or mask	8-10			
• Steam or towels	8			
• Extractions	8		Skip	
• Massage	10	Skip or brief	Skip or brief	
• Mask	8-10		Brief	
• Toner	1			
• Moisturizer	2			
• Cleanup time and post consultation	10-15			
Total time:	60	45	30	
Note: There are many variations to these basic guidelines.				

Consultation and Home-Care

Home-care is probably the most important factor in a successful skin care program. The key word here is program. Clients' participation is essential to achieve results. A program consists of a long-range plan involving home-care, salon treatments, and client education.

Every new client should be thoroughly consulted about home-care for her skin conditions. After the first treatment, block out about 15 minutes to explain proper home-care for the client.

After the treatment is finished, have the client sit in the facial chair, or invite her to move to a well-lit consultation area. A mirror should be provided, so that she can see the conditions you will be discussing.

Explain, in simple terms, the client's skin conditions, informing her of how you propose to treat the conditions. Inform her about how often treatments should be administered in the salon, and very specifically explain what she should be doing at home.

Set out the products you want the client to purchase and use. Explain each one, and tell her in which order to use them. Make sure to have written instructions for the client to take home.

It is important to have products available for the client that you believe in and that produce results. Retailing products for clients to use at home is important to the success of your treatments and to your business.

Post-Treatment Checklist

After the facial, complete the post-service procedures (**Table 15–6**). These were thoroughly discussed in Chapter 14, The Treatment Room, Procedure 14–2, Post-Service Procedure. L03

PROCEDURE 15-4 The Basic Step-by-Step Facial

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Variations of the Basic Facial

Remember that the steps of the facial procedure will vary depending on the focus of the facial. Sometimes the massage is the last step after the mask, and sometimes two masks are used. Sometimes steam or massage is omitted. The procedure used depends on what you are trying to achieve. Are you trying to hydrate and calm the skin, or deep-cleanse and stimulate it? For example, if the client needs hydrating, you may choose to omit the cleansing mask and the extractions. Do not be too concerned about utilizing different methods or procedures right now. As you continue your practice, you can vary the treatments you offer.

Different Facial Philosophies and Methods

There are many different types of facials. Some incorporate different massage philosophies, and others focus on specific results from

THE POST-TREATMENT CHECKLIST

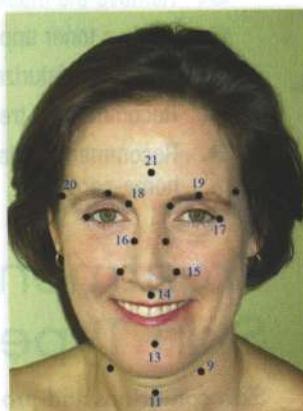
POST-FACIAL	EQUIPMENT/ROOM	SUPPLIES	SINGLE-USE ITEMS
Wash your hands.	Clean the wax machine and turn it off at the end of the day.	Wash and disinfect brushes, spatulas, tweezers, and other nondisposable implements used during the process.	Soiled items such as gloves and extraction supplies must be placed in a sealable plastic bag and then in a covered waste container.
Say good-bye to the client after the post-consultation.	Clean and disinfect the steamer. Refill with distilled water.	Clean and disinfect bowls and other multiuse items. Dry and store properly.	Disposable extraction lancets go in a biohazard sharps container.
Make the client chart notes.	Wipe and disinfect the equipment used.	Remove the dirty linens and remake the bed.	
Write up retail sales.	Clean all containers and wipe off dirty product containers with a disinfectant.	Turn off the bed warmer if used.	
Prepare the room for the next client or carry out end-of-the-day cleanup tasks.	Clean and disinfect all counters, sinks, surfaces, and floor mats.	Put the linens, towels, and sheets in the appropriate covered laundry hamper.	
Wear gloves during cleaning procedures.		Change the disinfectant solution to comply with state agency regulations.	
		Remove or change the towels on the workstation tables.	
		Put away the supplies.	

▲ Table 15–6
The Post-Treatment Checklist.

a product manufacturer. Some facials have specific goals, such as stimulating or calming the skin, body, and mind. Philosophies range from holistic Ayurvedic Treatments (Figure 15–18) to Chinese Face Mapping (Figure 15–19). Using different facial zones (as related to different parts of the face) to target treatments has also become more popular. Machines such as microdermabrasion and light therapy are another type of treatment focus.

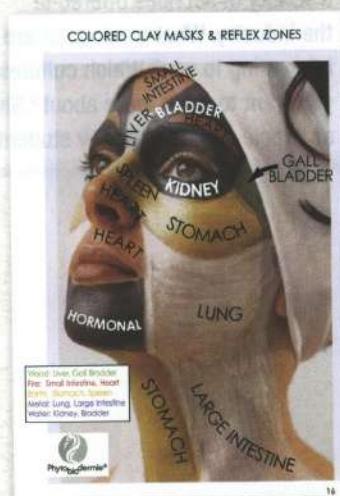
Different nations also practice different methods. It is interesting to learn about European techniques, such as those practiced by the French and Germans, who have been instrumental in developing skin care for hundreds of years. Eastern Europe is well known for an abundance of Natural Mineral Springs and European massage techniques.

European-trained beauty therapists learn many aspects of skin and beauty care beyond basic esthetics. They perform esthetics,



▲ Figure 15–18
Ayurvedic Treatments.

Courtesy of treatments done by Diamond Way Ayurveda.



▲ Figure 15–19
Chinese Face Mapping.

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▲ Figure 15–20
An exotic facial treatment.

massage, and cosmetology services. The American industry tends to be oriented toward the newest technology available, with a focus on advanced performance ingredients. Regions such as India and Asia have their own fascinating methods and products, bringing their native philosophies and ingredients to the skin care world. For example, Asian treatments for lightening skin pigmentation are popular. These different philosophies and methods offer many choices to incorporate into the treatment menu (Figure 15–20).

The Mini-Facial

The main differences between a mini-facial and a basic facial are the time and the number of steps. Mini-facials may take only 30 minutes and do not include all the steps of a full, 60-minute facial. Omitted steps may include the comprehensive skin analysis, steaming, massage, or extractions. Deep cleansing and masking are the most important elements of the mini-facial because they produce the most visible results.

The mini-facial gives clients a treatment that can be completed quickly if they are pressed for time. It will introduce them to a light, refreshing facial that may lead to rebooking for a more in-depth, relaxing facial to address specific skin concerns and conditions.

ACTIVITY

Explore other interesting cultures and their beauty secrets. Do some research on different facial techniques and procedures. Check out books, the Internet, and professional trade journals to learn more about a variety of services offered in the industry. What treatments are interesting to you? Which cultures do you want to learn more about? Share an article with your fellow students.

Mini Procedure

THE MINI-FACIAL

1. Perform a quick cleansing to remove makeup. Rinse well.
2. Analyze with a magnifying lamp.
3. Perform a second quick cleansing with an exfoliant or a cleanser. Rinse thoroughly. A brush machine can be used as a quick exfoliating method.
4. Apply a mask for approximately 10 minutes.
5. Remove the mask. (Steam is optional before or after mask.)
6. Apply a toner appropriate to the client's skin type.
7. Apply a moisturizer (and sunscreen for daytime).
8. Recommend a treatment for the client's next visit.
9. Recommend initial home-care products and complete the home-care chart.

Treatments for Different Skin Types and Conditions

Skin conditions and products have been covered in previous chapters, so review ingredients and the factors that affect the skin's health to choose treatments for the individual client. The following treatments

incorporate the same procedures as the basic facial, but certain steps and products are added or omitted, based on the condition and skin type being treated. Too many product choices can be overwhelming, so it is appropriate to offer a basic facial with ingredients designed for a normal skin type. This service can be effective for almost any client.

Dry Skin

Skin is often dry due to inactivity of the sebaceous glands, which produce the sebum (oil) that lubricates the skin. Dry skin may appear to be thin, and in some cases small capillaries can be seen near the surface of the skin. Dry skin can appear to be fine in texture but coarse to the touch. Facial treatments and home-maintenance can help minimize dryness and stimulate the production of sebum.

The skin may have dry and oily areas that can be treated separately. Serums and creams for dry skin are important. Occlusive products are necessary to protect and balance dry skin. Conversely, there is a theory that using a heavy cream or oil on dry skin may inhibit its production of natural oils, so moderation is the key. When discussing the client's dry skin condition, the esthetician can explain that the excessive application of heavy creams may in some cases interfere with the production of sebum and that stimulating the natural oil of the skin is far more beneficial than just applying heavy oils or creams. Balance and protect skin with the appropriate products and in the proper amounts.

Treatments for Dry Skin

For dry or mature skin, the treatment goals are similar: to hydrate and nourish the skin. The purpose of the treatment is to stimulate the cell metabolism by using performance ingredients. Massage and exfoliation are beneficial to dry skin. Protecting the barrier function and keeping dry skin well lubricated is important.

Follow the facial steps using products designed for dry skin. Complete procedures and facial steps are not included here—only the additions to the facial.

- Use a gentle enzyme peel, or a gentle alpha hydroxy acid peel, to exfoliate the skin.
- For a mask a collagen, hydrating, paraffin wax, or thermal mask can be used.
- The galvanic machine or the massage can be used to assist in the penetration of a hydrating serum or other nourishing product.
- A moisturizing cream with an oil base, antioxidants, and a sunscreen finish the treatment.

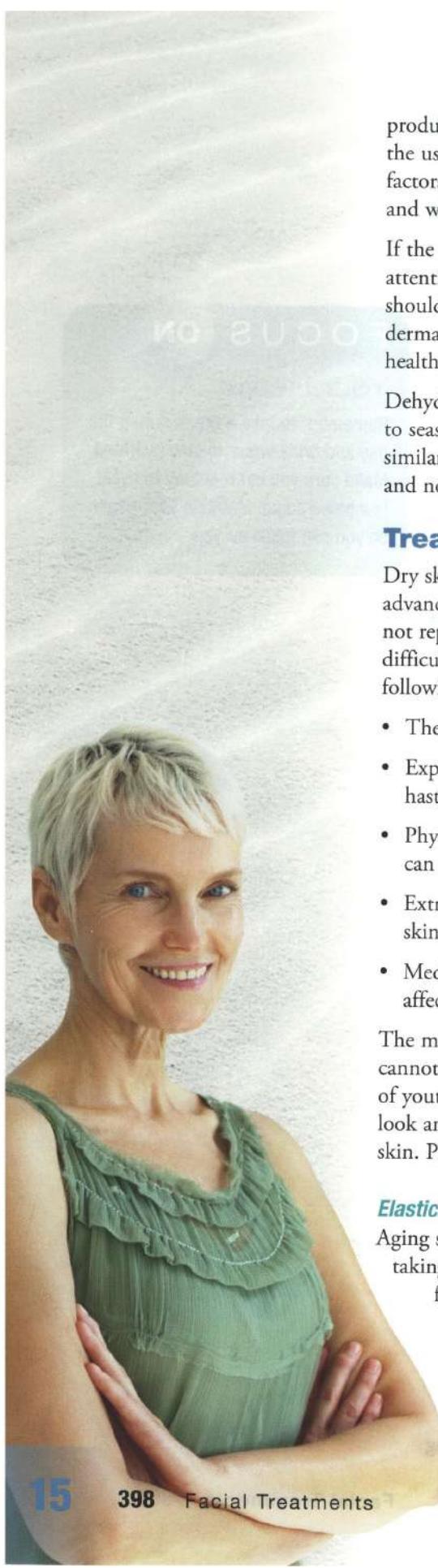
Dehydrated Skin That Lacks Water

A client's skin may have enough oil, but still feel dry and flaky due to lack of water in the skin. The skin may become dehydrated from drying

FOCUS ON

Your Health

Remember to take a break during the day and drink water to stay hydrated. Make sure you eat regularly to avoid low blood sugar. Maintain your health so you can focus on your client.



products, too much sun, wind, a poor diet, and aging. Limited water intake, the use of drying masks, cosmetics, medication, or other environmental factors all contribute to dehydration. Dehydrated skin is prone to fine lines and wrinkles.

If the client's skin seems to be dehydrated from factors that require medical attention (such as diet, lack of fluids, or medication), the esthetician should recommend that the client seek the advice of his or her physician or dermatologist. In the meantime, facial treatments to improve the general health of the skin and to help it to retain moisture are beneficial.

Dehydration of the skin may be a temporary condition, varying from season to season and due to various factors in the environment. Use a treatment similar to the one for dry, mature, or sensitive skin. The goal is to hydrate and nourish the skin. Adapt the products for the individual's needs.

Treatments for Mature or Aging Skin

Dry skin is often due to the natural aging process of the body. As a person advances in years, the body's processes slow down, and cells and lipids are not replaced as rapidly as they were when the person was younger. It is not difficult to diagnose aging skin, but skin ages at different rates due to the following factors:

- The skin ages due to neglect and the external treatment it has received.
- Exposure to extreme climates; too much sun, wind, or polluted air will hasten the aging process.
- Physiological disease, poor health, and psychological (emotional) problems can cause the skin to appear older.
- Extreme weight loss can result in loss of muscle tone and lined and sagging skin, which in turn gives the skin an "aged" appearance.
- Medications, a poor diet, smoking, and the misuse of alcoholic beverages affect the skin's appearance.

The mature client's skin can be improved; but the natural aging process cannot be reversed, nor will the skin be restored to the same vital condition of youth. The client should be advised that treatments can make the skin look and feel better, but there are no miracle treatments that restore aging skin. Prevention and healthy habits are the key to beautiful skin at any age.

Elasticity of the Skin

Aging skin often lacks elasticity. One way to test the skin for elasticity is by taking a small section of the facial skin or neck between the thumb and forefinger and giving the skin a slight outward pull. When the skin is released, and if the elasticity is good, the skin will immediately return to its normal shape. If the skin is slow to resume its normal shape, it is lacking elasticity. Firming ingredients and treatments are beneficial for skin's elasticity.

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Ingredients for Mature Skin

Aging or sun-damaged skin needs antioxidants topically and orally. Antioxidants such as vitamins A, C, and E, minerals, green tea, and grapeseed extract all help protect the body from free radicals. Other beneficial care for aging skin includes protecting the barrier function of the skin and wearing sunscreen. Additionally, alpha hydroxy acids can help combat the signs of aging and sun damage. Hydrating ingredients such as hyaluronic acid, sodium hyaluronate, sodium PCA, and glycerin all bind water to the skin and retain the moisture that is essential to maturing skin. Peptides, lipids, polyglucans, coenzyme Q10, and liposomes are all beneficial performance ingredients.

Treatment goals for mature skin are to hydrate and revitalize the skin. Stimulating the metabolism and firming the skin are also part of an antiaging facial. Facial treatments are wonderful rejuvenators for clients with mature, aging, or sun-damaged skin. Remember all of the benefits derived from each of the facial steps.

Mature Skin Treatments

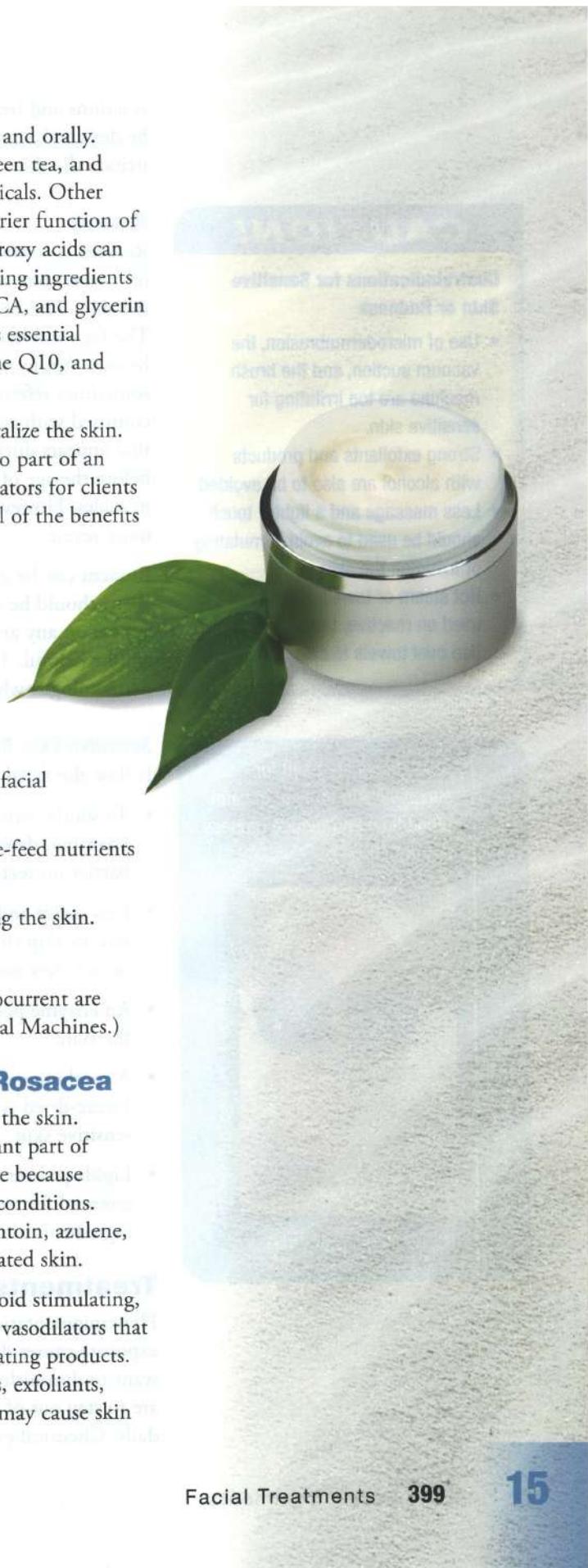
Here are some suggestions for treating mature skin:

- Use procedures similar to those designed for dry skin, adapting the ingredients.
- Massage with a deep-penetrating serum and cream.
- Collagen or hydrating masks are both beneficial in a facial treatment for mature skin.
- A thermal or paraffin mask will also plump and force-feed nutrients into the skin.
- Firming products can be effective in visibly tightening the skin.
- AHA treatments and products have many benefits.
- Advanced treatments such as light therapy and microcurrent are effective tools for mature skin. (See Chapter 17, Facial Machines.)

Treatments for Sensitive Skin or Rosacea

For sensitive skin, the primary goal is to calm and cool the skin. Increasing the skin's barrier function is another important part of treating sensitive skin. Rosacea is treated much the same because it is also characterized by red, couperose, and sensitive conditions. Calming ingredients such as aloe vera, chamomile, allantoin, azulene, and licorice extracts are all effective on sensitive or irritated skin.

Individuals with sensitive (or sensitized) skin should avoid stimulating, drying products and heat. Advise these clients to avoid vasodilators that dilate capillaries: heat, the sun, spicy foods, and stimulating products. Irritants and sensitizing ingredients can be essential oils, exfoliants, fragrances, color agents, and preservatives. All of these may cause skin



CAUTION!

Contraindications for Sensitive Skin or Redness

- Use of microdermabrasion, the vacuum suction, and the brush machine are too irritating for sensitive skin.
- Strong exfoliants and products with alcohol are also to be avoided.
- Less massage and a lighter touch should be used to avoid stimulating or irritating the skin.
- Hot steam or towels should not be used on reactive, sensitive skin. Use cool towels to calm the skin.

fyi

Cold globes are used for sensitive skin or acne to calm blood flow and reduce redness (Figure 15–21).



▲ Figure 15–21
Cold globes calm the skin.

reactions and irritation. Home-care product recommendations should be designed for sensitive skin, but that is no guarantee they will not irritate the skin.

Rosacea

Rosacea is common for those with sensitive, mature skin. Some types of rosacea, like seborrhea, can be characterized by excessive oiliness of the skin. The nose and cheeks are the areas most frequently affected. The face will have a flushed appearance and, if neglected, the skin can become lumpy where the papules and pustules have formed. Although sometimes referred to as acne rosacea, this skin condition is not to be confused with acne. Rosacea is not the same type of skin condition that appears during adolescence, because it usually does not appear before the age of 35. Rosacea is more common in adult females than in males. However, when a male develops rosacea, it usually becomes quite severe.

Rosacea can be aggravated by alcohol and heavily spiced foods. The client should be advised to avoid squeezing or picking lumps that appear on any area of the face. In ordinary cases, soothing treatments will be helpful. The client should be encouraged to consult a dermatologist when experiencing severe rosacea flairs.

Sensitive Skin Treatment

Follow the facial procedure and incorporate the following guidelines:

- To soothe irritation, a gentle cleanser is the best type of cleanser. Foaming, detergent-based cleansers can strip the skin's lipids and barrier protection.
- Less steam and heat should be used. Make sure warm towels are not hot, or skip them altogether. Cold towels are **vasoconstricting**, which means they constrict capillaries and blood flow.
- An enzyme peel formulated for sensitive skin gently exfoliates the skin.
- A soothing gel mask is great for calming and toning down redness. Freeze-dried collagen masks are also excellent for redness or sensitive skin.
- Lipids protect the skin, and a serum or moisturizer with lipids is essential for treating sensitive and dry skin. Moisturizers with calming ingredients are also beneficial.

Treatments for Hyperpigmentation

Hyperpigmentation is a condition that affects many people. Sun exposure causes dark pigmentation areas on the skin that clients often want to diminish. Advise clients that the best preventative measures are to stay out of the sun and wear protective clothing and sunscreen daily. Chemical exfoliation and brightening agents can be effective in

reducing some of these hyperpigmented areas. Melanin-suppressant agents are also used for this condition. Brighteners such as kojic acid, mulberry, licorice root, azaleic acid, bearberry, and citrus such as lemon are known to reduce pigmentation. These affect melanin production and are more effective when used with AHAs, BHAs, and other types of exfoliators that may lighten the pigment on the surface of the skin. Harsh skin-bleaching agents such as hydroquinone may damage the skin and are controversial. Remember that over-exfoliating can cause damage and make hyperpigmentation worse—or conversely, cause hypopigmentation.

Treatments for Oily Skin

Oily and combination skins need light, water-based products. Facial goals are focused on deep cleansing. This skin can usually tolerate more stimulation and stronger products, but be careful not to overdo it or overdry the skin. Aggressive products and treatments may make it worse. The trick is to apply the right products without irritating the skin. Most facial machines work well on oilier skin that is not irritated or red. Treatment for oily skin can be similar to the following acne treatments.  L04

Acne Facials

Acne facial treatments can significantly affect the skin's appearance. Extractions and a good mask can improve the skin, and clients will be greatly relieved to have clearer, smoother skin. A gentle, cautious approach is best, especially for first-time clients. Extractions must be done gently and without pain to the client. If it hurts, it is probably too rough and forceful. Treatment care and client education regarding acne can be challenging, but the results are rewarding for clients and the esthetician (Figure 15–22).

Acne Treatment Care

The esthetician can outline an acne treatment plan to balance the skin. Treatments are focused on clearing the follicles by deep cleansing and extractions. Physicians will prescribe medications that will work to suppress acne flare-ups; however, medications can have adverse side effects and, even with medication, acne can return. Working with problem skin is a continuous process, and clients need to follow regular skin care programs.

Acne treatments may include clay, oxygen, sulfur, or anti-inflammatory masks. Desincrustation, steam, and extractions are all part of an acne facial. AHA and BHA exfoliation treatments are also effective. Each client is treated individually according to his or her needs.

Here are some products and vitamins recommended for acne:

- **Beta hydroxy acids (salicylic acid).** These products work synergistically with AHAs to slough old cells and keep follicles open. BHAs are not as strong as AHAs, but they are effective when used alone, especially for sensitive skin (check for aspirin allergies before using salicylic acid).



▲ Figure 15–22
Acne can be challenging to work with.

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CAUTION!

Some minerals in multivitamins may aggravate acne because of iodides from sea-sourced products.

- **Sulfur masks.** These are effective acne products that exfoliate skin, and heal and dry blemishes (check for sulfur allergies).
- **Vitamins.** These oral vitamins should include zinc and B-complex vitamins.
- **Increased vitamin C.** This oral vitamin has antioxidant value and healing effects.
- **AHAs (glycolic, lactic, malic, citric, and tartaric acids).** These products are used in different percentages and pH factors to dissolve the desmosomes between cells to keep skin cells exfoliated. Exfoliation also softens acne impactions and stimulates cell production.
- **Vitamin A.** This topical vitamin benefits the skin in several ways; it stimulates new cell production and clears up acne impactions and the skin in general.
- **Benzoyl peroxide.** This product releases oxygen that kills the bacteria and stops the irritating effects of the bacteria; it also irrigates and sloughs out acne impactions.
- **Healing creams.** These products encourage new cell growth.
- **Oxygen therapy treatments.** These products reduce bacteria; they also oxygenate and open impacted follicles for easier extractions.
- **Spot blemish treatments.** These include products such as tea tree oil and benzoyl peroxide that are applied just on blemishes after cleansing.

Acne Care Tips

Here are some suggestions for clients with acne.

- Eliminate comedogenic products. *Oil-free* does not mean “noncomedogenic.” Examine the ingredients on product labels to determine if they are correct for problem skin. (Refer to Chapter 13, Skin Care Products: Chemistry, Ingredients, and Selection, for ingredient information.)
- Control oil through proper product usage. Do not irritate the skin with harsh products.
- Exfoliate the follicles. Keep follicles clean and exfoliated to keep sebum and cells from building up. Benzoyl peroxide or alpha hydroxy acids are beneficial. Do not overuse these products. Sometimes once a day is too much.
- Avoid environmental aggravators such as dirt, grease, sun, humidity, and pollution.
- Practice stress reduction and good nutrition.
- Have regular facials once a month or as needed.

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Home-Care for Acne

Proper home-care can usually help keep acne under control. However, when clients cannot achieve results with their home-care, they may seek the aid of the esthetician or a physician. After the skin is analyzed, suggestions are given to the client specific to their needs. It is important for clients to follow the recommended home-care routine as outlined by the esthetician. Treatments must be accompanied by a real commitment from the client to maintain their home-care regimen.

It is important to ask clients not to “pick” at their blemishes. Explain to them that the internal membrane is delicate, and performing self-extractions will cause the infection to go deeper and spread more rapidly. Picking also is the cause of external bacterial infections and scarring, both under the skin and on the surface. When the skin shows signs of infection, it is important to treat the area as you would any inflamed area. A cold compress or towel will calm the infection by constricting blood flow to the area. Calm the skin down with anti-inflammatory products, and ice the lesions when necessary.

Home-care will include a cleanser, an exfoliant, a mask, a toner, and a light calming hydrator:

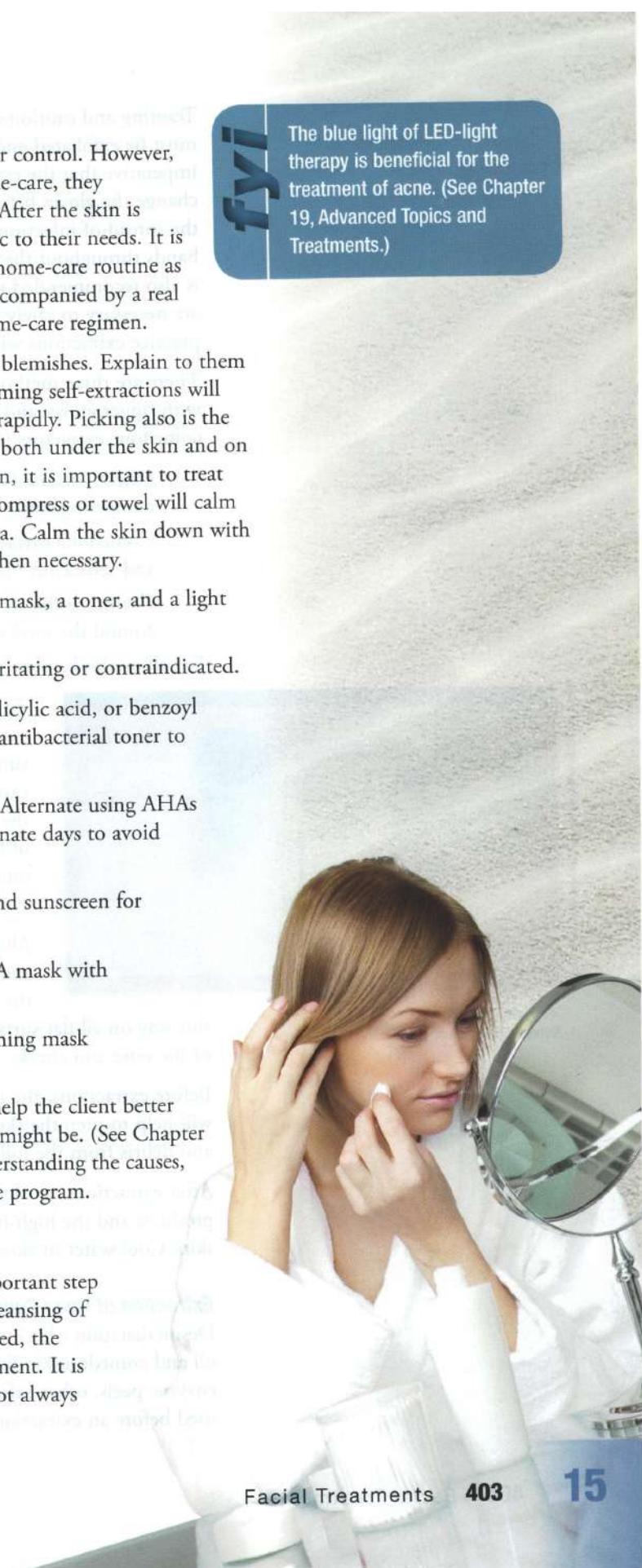
- Make sure recommended ingredients are not irritating or contraindicated.
- A foaming cleanser with an exfoliant (AHA, salicylic acid, or benzoyl peroxide) is the best choice. Use a soothing or antibacterial toner to calm skin, control oil, or kill bacteria.
- Use an AHA gel or benzoyl peroxide (BP) gel. Alternate using AHAs and BP. Use these at different times or on alternate days to avoid reactions or overdrying the skin.
- Apply a light, hydrating, oil-free moisturizer and sunscreen for balance and protection.
- A clay mask is recommended twice per week. A mask with sulfur also works well for acne.
- Other products may include a hydrating, soothing mask to balance the drying products.

All home-care includes an analysis of lifestyle to help the client better understand what some of his or her acne triggers might be. (See Chapter 11, Disorders and Diseases of the Skin.) By understanding the causes, the client is better prepared to follow a home-care program.

Extraction Techniques

In treating acne or blemished skin, the most important step for the esthetician is the effective removal and cleansing of blemishes. When the follicles are properly cleansed, the client's skin will begin to show marked improvement. It is important to explain to the client that you cannot always remove all blemishes during one treatment.

fyi The blue light of LED-light therapy is beneficial for the treatment of acne. (See Chapter 19, Advanced Topics and Treatments.)





▲ Figure 15–23
Extraction supplies.

Training and caution are needed before performing extractions. The skin must be exfoliated and warmed before performing extractions. It is also imperative that the esthetician wear gloves during extractions and then change the gloves before performing the rest of the facial to prevent the spread of infection. It is recommended that gloves remain on the hands throughout the rest of the facial procedure. Protective eyewear is also recommended in some instances. Proper extraction procedures are necessary to safely extract oil and debris from the follicles. Do not practice extractions without prior instruction or training.

There are three methods to use for extractions: the forefingers wrapped with finger gloves and cotton (known as finger cots); cotton swabs; and comedone extractors (Figure 15–23).

1. Finger cots are individual finger “gloves” that are used with thin, dampened cotton wrapped around the gloved index fingers.
2. Comedone extractors are metal tools used for open comedones and sebaceous filaments.
3. Cotton swabs are smaller than fingertips and are especially useful around the nose area.

For all methods, press gently around the lesion.

To achieve optimum success when performing extractions, you must put pressure on the skin surrounding the follicular wall so that you can extract the impaction with the least trauma to the surrounding tissue. Understanding the angle of the various follicles in the different locations on the skin will enable you to perform extractions easily and effectively.

All areas of the forehead, the top of the nose, the chin, and the jawline have follicular walls perpendicular to the surface of the skin. The follicles are positioned this way on all flat surfaces. All other areas of the skin, such as the sides of the nose and cheeks, have slanted follicular shafts.

Before extractions, the use of desincrustation fluid or an enzyme peel will help to prep the skin by softening the plug of dead cells, sebum, and debris from the follicular shaft.

After extractions, a calming, healing mask is beneficial. Antibacterial products and the high-frequency machine kill bacteria and help heal the skin. Cool water or skin globes can also calm irritated skin and redness.

Extraction of Open Comedones (Blackheads)

Desincrustation (des-in-krus-TAY-shun) is a process used to soften oil and comedones in follicles. Methods such as the galvanic current, enzyme peels, other exfoliating products, or lifting masks must be used before an extraction to soften sebaceous material. The follicles

must also be prepared by using either the steam machine or warm, moistened towels to facilitate extractions. If the skin is dry and tight, extractions will not be effective and will damage the skin. The blackheads can usually be coaxed from the follicle with a minimum amount of pressure. Excessive pressure or force is not appropriate and will damage the skin and capillaries.

Wrap fingertips with wet cotton strips that have been lightly saturated with astringent. The fingertips are used to exert firm pressure on the skin directly surrounding the blackhead and to lift it from the follicle by pressing down, inward, and up on the sides around the follicle. Concentrating on one blackhead at a time, the esthetician must work gently and carefully so as not to bruise the tissue. Never use the fingernails on the skin or for extractions. Nails must be filed shorter than the finger tips to perform extractions properly.

When extracting blackheads from the nose, it is important not to press down on the cartilage that forms the semi-flexible part of the bridge of the nose.

To use the comedone extractor, place the loop over the lesion so that the lesion is inside the loop. Press gently next to the lesion to push it up and out. Be aware that the pressure exerted can traumatize tissues. The follicle walls can rupture, spilling sebum and bacteria into the dermis. This debris can cause infection and irritation that leads to the start of even more blemishes. Never force extractions.

Most clients will only tolerate 10 minutes of extractions. Check to make sure they are comfortable with the procedure if you intend to work longer. Once the skin becomes dry and resistive, it is time to stop the procedure. At the end of your service, rebook the client's next appointment to be able to continue their extractions during their next treatment.

Extraction of Closed Comedones, Whiteheads, and Other Blemishes

It is necessary to open closed lesions. Closed lesions are removed in the same manner as blackheads except that an opening in the dead-cell layer must first be made. This is done by placing a lancet almost parallel to the surface of the skin and pricking the top of the dead-cell layer to make an opening for the debris to pass through. The lesion is then removed by applying gentle pressure down, in, and then upward.

The lancet is a small, sharp, pointed surgical blade with a double edge used to pierce or prick the skin. Each lancet is sterilized and comes in a separate, sealed envelope. If the envelope is open, the lancet cannot be guaranteed to be sterile. A fresh lancet must be used for each client.

After extractions, wipe the area with an astringent. Do not transfer the fluid from one area to another. Wipe the cleanest area first: comedones, then papules, and finally pustules. Use a separate cotton pad for pustules as necessary.

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To avoid spreading infection elsewhere on the skin, it is important to follow proper cleansing procedures when extracting blemishes.

REGULATORY AGENCY ALERT

Check with your local regulating agencies for extraction regulations which may not be legal in certain regions. Using a lancet in the extraction procedure may be illegal in some regions.

PROCEDURE **15-7 Extractions**

PAGE 422



Mini Procedure

THE ACNE TREATMENT PROCEDURE

The following general procedure can be used for problem skin. Most of the facial focuses on deep-cleansing and extracting impactions from the follicles. Some steps may be omitted or rearranged, depending on the treatment goals and the client's needs. See the facial machine procedures (Chapter 17, Facial Machines) for additional details. Treatments for the back are performed in much the same way as acne treatments for the face.

1. Cleanse with an acne-appropriate cleanser that rinses clean.
2. Exfoliate with an enzyme peel, an AHA or BHA peel, or an exfoliating mask. (Scrubs and brushes are too irritating on inflamed skin.)
3. Steam (can reverse steps 2 or 3, depending on the products and methods of choice).
4. **Optional desincrustation:** Use the galvanic machine with a desincrustation fluid to soften the follicles. (Alternate method: A desincrustation fluid can be used while steaming.)
5. Perform extractions.
6. After extractions, use an astringent/toner to kill bacteria.
7. **Optional:** Use the high-frequency mushroom electrode to spark blemishes to help kill bacteria and heal the lesions. An acne serum can also be applied after extractions to treat the skin.
8. **Optional:** Use light acupressure massage with less friction on noninflamed areas. **Note:** Massage is irritating to inflamed acne and is usually not part of the acne facial.
9. Apply a clay or soothing mask after extractions. Remove with towels.
10. Apply benzoyl peroxide on blemishes, if the client is not allergic to it. (If in doubt, send clients home with a sample for patch testing.)
11. Finish the treatment with a light, soothing, hydrating gel and any other appropriate product.  L05

Men's Skin Care

Men's skin care needs are just as important as women's. It is becoming more common for men to use spa services and to take care of their skin. Estheticians need to take a simple, direct approach when discussing skin care with their male clients. Men need the same skin care programs that women do, but most men will want to use only a few products.

Male clients are willing to follow suggestions and want a basic, consistent routine. They tend to be loyal customers. Male clients represent a growing

percentage of a spa's business. The challenge is to attract male clients to make the initial visit in the first place. Using the term *skin treatment* rather than the term *facial* is a better way to promote men's services.

One way to attract male clientele is to offer special services designed just for them. Make them feel comfortable, and tactfully assure them that it is normal for men to have spa services and practice good skin care habits. Conduct consultations privately, without discussing products and treatments out in the reception area where other clients may be present. Some salons and spas cater to men only. The male client market will continue to grow as men feel more comfortable about receiving services (Figure 15–24).

Men's Skin Care Products

To build the market, a salon or spa could carry a specific line of men's skin care products. Most unisex product lines will work as long as packaging or fragrance is not overly feminine. Men typically have larger sebaceous glands and oilier skin. They also need sun protection. Men may tend to neglect their skin care because it is not considered masculine or a priority. Clients who are especially pleased with visible treatment results are more willing to try a home-maintenance program.

When considering a men's skin care line, keep in mind several key points. Be sure the products are basic and the routines are simple. Men do not want highly fragranced, feminine products. For instance, lotions need to be light, without fragrance, highly absorbent, and with a matte finish. Most men do not like the greasy feeling of some products.

Men prefer simple routines and multipurpose products. They would rather have a combined cleanser and toner. They also like the foamingness of soaps, so a foaming cleanser is a good choice. They can use a toner just like they would an aftershave lotion. They should then apply a light moisturizer with sunscreen. Give male clients specific instructions on how and when to use products.

Keep the following tips in mind when working with male clients:

- Tubes and pumps that are easy to open are more male-friendly than jars.
- His home-care regimen should begin with only two products: a cleanser and a hydrating lotion. If he wants three, add sunscreen.
- As he grows accustomed to the regimen and sees favorable results, he will most likely add to his regimen by purchasing a toner, eye cream, and a mask.
- Educate him on sun protection and skin-cancer facts, even if he chooses not to purchase sunscreen.
- Estheticians can suggest that male clients shave in a downward direction—in the direction of the hair growth pattern—because it is less irritating.



▲ Figure 15–24
The male client market continues to grow.

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▲ Figure 15–25
Most men love steam and the brush machine.



▲ Figure 15–26
Most movements for the beard and moustache area should follow the hair-growth pattern.



▲ Figure 15–27
Folliculitis can be a problem for many men.

- Once he is accustomed to receiving treatments and using products, your male client will use an eye cream if he is taught how. While men may be conscious of lines and wrinkles around their eyes, they seldom request an eye product. Estheticians can point out the benefits of these and other products.

Professional Treatments for Men

Depending on the client's skin conditions, you can offer various treatments. Most men love steam and the brush machine (**Figure 15–25**). Even if a client's skin is slightly sensitive, he will prefer the assertiveness of a brush and foamy cleanser. A firmer touch and deeper massage are also needed on male skin.

There are some other important aspects of men's facials. First, sponges and towels are more appropriate for a man's face. Cotton pads or gauze will grab the beard hair, leaving particles clinging to the face. Shaving before a facial actually makes the skin more sensitive. On freshly shaven skin, exfoliating products or techniques, including strong sensitizing agents such as alpha hydroxy acids and microdermabrasion, may be contraindicated.

Professional movements during a man's facial should flow with the hair growth. For example, most massage movements in the beard area should move downward, not upward (**Figure 15–26**). This goes against the typical esthetic procedure of lifting movements up the neck and face. Overall, the beard area tends to be relatively sensitive due to shaving lotions that contain perfume, alcohol, or other similar substances. Shaving itself is also quite abrasive to the skin, so men need more calming and healing products.

Folliculitis

Folliculitis (fah-lik-yuh-LY-tis) is inflammation of the hair follicles. This can be a problem for many men, especially if they have very coarse or curly beard hair (**Figure 15–27**). Folliculitis is an infection characterized by inflammation and pus. Improper shaving may also cause folliculitis barbae (fah-lik-yuh-LY-tis BAR-bay), where the hair grows slightly under the skin and is trapped there, causing a bacterial infection. The treatment goal for this condition is to alleviate the irritation, dry up and disinfect the pustules, and desensitize the area. A soothing gel mask is probably the most comfortable product for a male client to use in this area.

Pseudofolliculitis (SOO-doe-fah-lik-yuh-LY-tis), also known as *razor bumps*, resembles folliculitis without the infection. This condition also results from improper shaving techniques.

There are products on the market for ingrown hairs that help exfoliate and keep the follicles clean. Exfoliating is necessary to keep the follicles open. A foaming cleanser will also help a man's beard area. Estheticians can help male clients by keeping them informed of how to take care of their skin on a regular basis. **L06**

Web Resources

www.cosmeticsandtoiletries.com
www.milady.cengage.com
www.dayspa.com
www.lneonline.com
www.skininc.com

PROCEDURE 15-1

IMPLEMENTS AND MATERIALS

- Disinfectant
- Hand sanitizer/antibacterial soap
- Covered waste container
- Bowl
- Spatula
- Hand towels
- Headband
- Clean linens
- Bolster

Single-use Items

- Gloves
- Cotton pads
- Cotton rounds
- Cotton swabs
- Plastic bag
- Paper towels
- Tissues

Products

- Eye makeup remover or cleanser
- Facial cleanser

Eye Makeup and Lipstick Removal

Preparation

PROCEDURE
14-1 Pre-Service Procedure

PAGE 372

Procedure

Eye Makeup Removal

Note: If the client is wearing contacts, do not remove the eye makeup. Be especially gentle when cleansing the eyes because the skin around the eyes is very sensitive and can become irritated. Do not get cleanser into the eyes.



- 1** Apply a small amount of cleanser.



- 2** With the middle and ring fingers, apply the cleanser to the eyelids with gentle downward strokes. Use downward movements with the cleansing pad to cleanse the eyelid and lashes. Gently rinse with cotton pads.



- 3** Repeat this step as necessary to remove eye makeup. While cleansing the eyes, rotate the pad to provide a clean, unused surface.

PROCEDURE

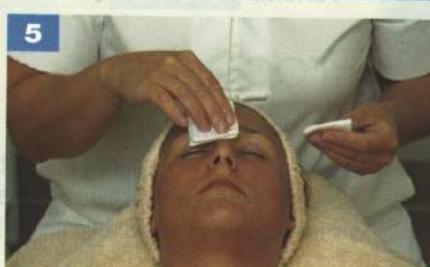
15-1 Eye Makeup and Lipstick Removal (continued)



4a Rinse under the eyes sweeping in towards the nose. Remove any makeup underneath the eyes and along the lash line with a cotton swab or pad. Place the edge of the pad under the lower lashes at the outside corner of the eyes, and slide the pad toward the inner corner of the eyes. The mascara will gradually work loose and can be wiped clean. Always be gentle around the eyes; never rub or stretch the skin, as it is very delicate and thin.



4b Make a complete circular pattern around the eye. Use the cotton pad or a cotton swab to wipe inward under the eye toward the nose and then outward on the top of the eyelid.



5 Rinse the eye area with plain water to remove the eye makeup remover. Make sure the remover is rinsed off thoroughly.

Lipstick Removal



6 To remove lipstick, apply eye makeup remover or a cleanser to a damp cotton pad or tissue and remove the client's lipstick. Use a small amount and do not get cleanser in the mouth—it does not taste good.



7 With the index and middle finger (either the left or right side) of one hand, hold on next to the outside edge of the lips to keep the skin taut so it does not move around; then remove the cleanser with the other hand using even strokes from the corners of the lips toward the center from both sides.

8 Repeat the procedure on the other side until the lips are clean.

Post-Service

- Complete

PROCEDURE 14-2 Post-Service Procedure

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PROCEDURE 15-2

IMPLEMENTS AND MATERIALS

- Disinfectant
- Hand sanitizer/antibacterial soap
- Covered waste container
- Bowl
- Spatula
- Facial towels
- Headband
- Clean linens
- Bolster

Single-use Items

- Gloves
- Cotton pads
- Cotton rounds
- Cotton swabs
- Plastic bag
- Paper towels
- Tissues

Products

- Eye makeup remover or cleanser
- Facial cleanser
- Toner
- Moisturizer

Applying a Cleansing Product

The following method of application is used when applying cleansers, massage creams, treatment creams, and protective products. Most product removal requires rinsing each area at least three times. If possible, use both hands at the same time for a more even and efficient technique. Use either circular motions or straight, even strokes for cleansing.

Preparation

• Perform **PROCEDURE 14-1 Pre-Service Procedure**

PAGE 372

Procedure



- 1 Cleanse the hands and apply gloves before touching the client's face. Apply warm towels. After checking the temperature, apply one towel to the décolleté and one to the face. Leave on at least 1 minute and then remove.



- 2 Apply approximately one-half teaspoon of the product to the fingers or palms of the hand. Water-soluble cleansing lotion is preferred over foamy cleansers when cleansing the face because it can be removed easier with moistened cotton pads or sponges.



- 3 Use circular motions to distribute the product onto the fingertips. You are now ready to apply the product to the client's décolleté, neck, and face. Cleanse each area using six passes. If starting on the décolleté, start in the center and work out to the sides moving up to the neck. Be guided by your instructor.

PROCEDURE

15-2 Applying a Cleansing Product (continued)

PROCEDURE



- 4** Start applying a small amount of the product by placing both hands, palms down, on the neck. Slide hands back toward the ears until the pads of the fingers rest at a point directly beneath the earlobes. While applying the product, it is suggested that hands are not lifted from the client's face until you are finished.



- 5** Reverse the hand, with the back of the fingers now resting on the skin, and slide the fingers along the jawline to the chin.



- 6** Reverse the hands again and slide the fingers back over the cheeks and center of the face until the pads of the fingers come to rest directly in front of the ears.



- 7** Reverse the hands again, and slide the fingers forward over the cheekbones to the nose. Cleanse the upper lip area under the nose with sideways strokes from the center area moving outward. Then slide up to the sides of the nose.



- 8** With the pads of the middle fingers, make small, circular motions on the top of the nose and on each side of the nose. Avoid pushing the product into the nose.



- 9** Slide the fingers up to the forehead and outward toward the temples, pausing with a slight pressure on the temples. Slide fingers across the forehead using circles or long strokes from side to side.

- 10** Continue to remove the product in Procedure 15-3, Removing Products.

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PROCEDURE 15-3

IMPLEMENT AND MATERIALS

- Disinfectant
- Hand sanitizer/antibacterial soap
- Covered waste container
- Bowl
- Spatula
- Facial towels
- Headband
- Clean linens
- Bolster

Single-use Items

- Gloves
- Cotton pads
- Cotton rounds
- Cotton swabs
- Plastic bag
- Paper towels
- Tissues

Products

- Eye makeup remover or cleanser
- Facial cleanser
- Toner
- Moisturizer

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Removing Products

To remove products, rinse each area at least three to six times. Some estheticians prefer to use wet cotton pads or disposable facial sponges when removing product. Others prefer to use towels. Both methods are correct and equally professional, and many estheticians use both methods. For example, an esthetician who usually uses the sponges will use cotton pads when working on acne skin. Even when using sponges, an esthetician may need cotton pads during the treatment for eye pads or removing blackheads.

Facial movements are generally done in an upward and outward direction from the center to the edges of the face. Under the eyes, it is usually inward to avoid tugging on the eye area.



- 1** Starting at the décolleté, cleanse sideways and up to the neck. Cleanse the neck using upward strokes. To keep the pad from slipping from the hand, pinch the edge of the pad between the thumb and upper part of the forefinger. It is important that most of the surface of the pad remain in contact with the skin. Do not exert pressure on the Adam's apple in the center of the neck.



- 2** Place the pad directly under the chin and slide the pad along the jawline, stopping directly under the ear. Repeat the movement on the other side of the face. Alternate back and forth three times on each side of the face, or do the movement concurrently by using both hands at the same time.

PROCEDURE

15-3 Removing Products (continued)



3 Starting at the jawline, use upward movements to cleanse the cheeks.



4 Continuing the upward movement and cross over the chin to the other cheek if you are only using one hand.



5 Continue the cleansing movement with approximately six strokes on each cheek.



6 Cleanse the area directly underneath the nose by using downward and sideways strokes. Start at the center and work outward toward the corners of the mouth. Rinse at least three times on each side of the face.



7 Starting on the bridge of the nose, cleanse the sides of the nose and the area directly next to it. Use light, outward movements.



8 Place the pads flat on the center of the forehead, and slide them outward to the temples. Apply a slight pressure on the pressure points of the temples. Repeat the movement three times on each side of the forehead.

9 Check the face to make sure there is no residue left on the skin. Feather over the areas of the face with the finger tips to check that it is well rinsed.

Post-Service

PROCEDURE
14-2 Post-Service Procedure

- Complete

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PROCEDURE

15-4

IMPLEMENT AND MATERIALS

Equipment

- Facial equipment (towel warmer, steamer, mag light)

Supplies

- Disinfectant
- Hand sanitizer/antibacterial soap
- Covered waste container
- Bowls
- Spatulas
- Fan and mask brush
- Implements
- Distilled water
- Sharps container
- Hand towels
- Clean linens
- Blanket
- Headband
- Client wrap
- Bolster
- Client charts

Single-use Items

- Cotton pads
- Cotton rounds
- Cotton swabs
- Paper towels
- Tissue
- Gloves/finger cots
- Sealable plastic bag

Products

- Cleanser
- Exfoliant
- Masks
- Massage lotion
- Toner
- Moisturizer
- Sunscreen
- Optional: serums, eye cream, lip balm, extraction supplies

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The Basic Step-by-Step Facial

Now that you have practiced the preliminary steps and cleansing, it is time to put it all together in a complete facial. The steps for performing a basic facial treatment are listed here. Facial procedures vary, so be guided by your instructor.

While not shown, wearing gloves may be required while performing facial services in your region.

Preparation

PROCEDURE
**14-1 Pre-Service
Procedure** PAGE 372

Procedure



1 **Cleanse your hands and apply warm towels.** After checking the temperature, apply one towel to the décolleté and one to the face.

To apply warm towels: Hold the ends of the towels with both hands on either side of the face. Lay the center of the towel on the chin and drape each side across the face with the towel edges draped over to the opposite corner across the forehead. To remove, lift each end and remove. For product removal: use the towels over the hands as mitts. Be guided by your instructor on this method.

Optional: Remove eye makeup and lipstick. If your client has no makeup, skip this part and proceed to step 2. Remember to ask about contact lenses before putting product on the eyes. If the client is wearing contacts, do not remove the eye makeup.

PROCEDURE

15-4 The Basic Step-by-Step Facial (continued)

2 Cleanse


2a Remove about one-half teaspoon of cleanser from the container (with a clean spatula if it is not a squirt-top or pump-type lid). Place it on the fingertips or in the palm and then apply a small amount to your fingertips. This conserves the amount of product you use.



2b Starting at the neck or décolleté and with a sweeping movement, use both hands to spread the cleanser upward and outward on the chin, jaws, cheeks, and temples. Spread the cleanser down the nose and along its sides and bridge. Continue to the upper lip area. Cleanse the upper lip area under the nose with sideways strokes from the center area moving outward.



2c Make small, circular movements with the fingertips around the nostrils and sides of the nose. Continue with upward-sweeping movements between the brows and across the forehead to the temples.



2d Apply more cleanser to the neck and chest with long, outward strokes. Cleanse the area in small, circular motions from the center of the chest and neck toward the outside, moving upward. Try to use both hands at the same time on each side when applying or removing product.



2e Visually divide the face into left and right halves from the center. Continue moving upward with circular motions on the face from the chin and cheeks, and up toward the forehead using both hands, one on each side.



2f Starting at the center of the forehead, continue with the circular pattern out to the temples. Move the fingertips lightly in a circle around the eyes to the temples and then back to the center of the forehead. Lift your hands slowly off of the face when you finish cleansing.



3 Remove the cleanser. Using moist cotton pads or disposable facial sponges, start at the neck or forehead and follow the contours of the face. Move up or down the face in a consistent pattern, depending on where you start according to the instructor's procedures. Remove all the cleanser from one area of the face before proceeding to the next. (Under the nostrils, use downward strokes when applying or removing products to avoid pushing product up the nose. This is uncomfortable and will make the client tense.) Blot your hands on a clean towel, and touch the face with dry fingertips to make sure there is no residue left.



4a Analyze the skin.
Cover the client's eyes with eye pads.



4b Position the magnifying light where you want it before starting the facial, so that you can swing it over easily to line up over the face. Note the skin type and condition, and feel the texture of the skin.
Optional: Cleanse the face again. Some treatment protocols do not include this second cleansing. Be guided by your instructor.
Optional: If exfoliation is part of the service, it could be done at this time before steaming. If eyebrow arching is needed, it could be done either at this time or following the steam and extractions to avoid irritation from the steam. Be careful what you apply to freshly waxed areas.



5a Steam the face.
Preheat the steamer before you need it. Check that the water level is at the appropriate fill line. Turn it on, wait for it to start steaming, and then turn on the second ozone button if applicable while steaming (review the section on steamers in Chapter 17, Facial Machines, for steamer operations and cautions).

Caution: Keep the steam facing away from the client until it is steaming to avoid potential spitting of water which may happen if the machine is overfilled or not maintained properly.



5b Check to make sure the steamer is not too close to the client (approximately 18 inches [45 centimeters] away) and that it is steaming the face evenly. If you hold your hands close to the sides of the client's face, you can feel if the steam is reaching both sides of the face. Steam for approximately 5 to 10 minutes.

PROCEDURE

15-4 The Basic Step-by-Step Facial (continued)

5c



5c Turn off the steamer immediately after use. If using towels in place of steam, remember to test them for the correct temperature. Ask the client if she is comfortable with the temperature. Towels are left on for approximately 2 minutes. Steam or warm towels should be used carefully on couperose skin.

Optional: Extractions are done immediately after the steam, while the skin is still warm. Refer to the extractions section of this chapter to incorporate this step into your basic facial procedure if it is applicable to your facility.

6a



6a **Massage the face.** Use the facial manipulations described in Chapter 16, Facial Massage.

Select a water-soluble massage cream or product appropriate to the client's skin type. Use the same procedure as you did for product application to apply the massage cream to the face, neck, shoulders, and chest. Apply the warmed product in long, slow strokes with fingers or a soft fan brush, moving in a set pattern.

6b



6b Perform the massage as directed.

6c



6c Remove the massage cream. Use warm towels or cleansing pads and follow the same procedure as for removing other products or cleanser.

7a

7a Choose a mask formulated for the client's skin condition. Remove the mask from its container, and place it in the palm or a small mixing bowl. (Use a clean spatula, if necessary, to avoid contamination.) Warming the mask is recommended for better results as well as the client's comfort.

7b



7b Apply the mask with fingers or a brush, usually starting at the neck. Use long, slow strokes from the center of the face, moving outward to the sides.



7c Proceed to the jawline and apply the mask on the face from the center outward. Avoid the eye area unless the mask is appropriate for that area.



7d Allow the mask to remain on the face for approximately 7 to 10 minutes.



7e Remove the mask with A towels, followed by wet cotton pads or sponges.



8 Apply the toner product appropriate for the skin type.

Note: Serums as well as eye and lip creams are optional for application before the final moisturizer.



9 Apply a moisturizer (and an additional sunscreen as appropriate).

fyi
Never remove products from containers with your fingers. Always use a spatula. Do not touch fingertips to lids or openings of containers. Clean and disinfect product containers after each service.



10 End the facial by washing your hands and quietly letting the client know you are finished. Give the client instructions for getting dressed. Have the client come out to the reception area when they are ready to discuss the home-care products and regime.

Post-Service

PROCEDURE **14-2 Post-Service Procedure**

- Complete
- L07

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FOCUS ON

Clients

The importance of following proper hygiene, health, and safety guidelines when giving facials cannot be overemphasized. As much as possible, wash your hands in the presence of your clients. When they see you doing this, they will have more confidence in your infection prevention.

PROCEDURE

15-5

IMPLEMENT AND MATERIALS

- Cotton roll
- Scissors
- Basin of warm water
- Product

Applying the Cotton Compress

Note: This procedure is outdated but some licensing boards may still test on it.

Preparation



- 1** Prepare the cotton on a clean and disinfected work area.



- 2** Wet and unfold the cotton strip, and carefully divide it lengthwise into three separate strips. Try to keep the thickness of each strip as even as possible.

Procedure

The steps for applying a cotton compress alone or over a mask are as follows:



- 3** Secure eye pads on the client's eyes. Take the strip that feels the thinnest and mold it to the client's neck. Be sure the strip does not overlap on the underside of the chin and jawline.



- 4** Place the center of the second strip of cotton (saving the thickest piece for last) on the chin, under the lower lip. Mold the cotton under the jaw, chin, and lower part of the cheeks. Leave breathing access by molding the strips around the tip of the nose.



- 5** Place the third and thickest cotton strip over the upper portion of the face (eye pads remain in place). Carefully stretch the cotton.

PROCEDURE

15-6

IMPLEMENTS AND MATERIALS

- Cotton roll
- Cotton pads
- Ice cubes or face globes
- Waste container

Removing the Cotton Compress

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1 **Optional step:** Massage over the surface of the compress mask with an ice cube or cool face globes if applicable, using circular movements. The ice will feel refreshing and will firm the skin. As the ice melts, the water seeps into the compress, helping to soften the mask underneath.



2 Starting on the upper part of the face, place the hands, palms down, on each side of the face. With one hand, slide the compress slowly toward the side of the face, picking up as much of the treatment mask as possible. The eye pads will come off at the same time and should be discarded.

3 Fold the strip in half, so that the side of the compress that has the treatment mask on it is inside and the compress strip has two clean surfaces. Squeeze the cotton over a waste container to remove any excess water.



4 Tear a separate strip of wet cotton in half, wrapping around the first three fingers of the hand to form a cotton mitt. Use the cotton mitts to further remove remaining traces of the mask. If necessary, cotton pads, rather than finger mitts, can be used to cleanse the face.

PROCEDURE
15-7

**IMPLEMENT
S AND MATERIALS**

- Basin of water
- Cotton pads
- Gloves
- Astringent
- Sealable plastic bag
- Other appropriate facial supplies, products, and equipment

Extractions

Preparation

Preparing the Fingers for Comedone Extractions

If you are using 4" x 4" (10 cm x 10 cm) or 2" x 2" (5 cm x 5 cm) premade pads, apply astringent to pads (without oversaturating them) and wrap around fingers. If you are not using four premade pads, prepare cotton as follows. Always wear gloves during extractions.



1 Dip strips of clean cotton in water and squeeze out the excess.



2 Unfold the pad and divide it into two thinner pieces. Place one-half of the pad back in the bowl that holds the cleansing pads. With astringent, lightly saturate the half of the pad you are holding. Squeeze out the excess astringent.



3 Tear small strips from the astringent-saturated cotton.



4 Wrap fingers with dampened pads. Wrap the strips smoothly around the end of each index finger. Repeat this step until the fingertips are well padded (approximately $\frac{1}{8}$ -inch [3 millimeters] thick).

Procedure

Performing Extractions

Prepare the client's skin. Extractions are performed during a treatment after the skin is warmed and prepared/softened with product. Never extract on unprepared dry, cold skin. Extraction procedures for different facial areas follow:



- 5 Chin.** On a flat area, press down, under, in, and up. Work around the plug, pressing down, in, and up. Bring fingers in toward each other around the follicle without pinching.



- 6 Nose.** Slide fingers down each side of the nose, holding the nostril tissue firmly, but do not press down too firmly on the nose. The fingers on top do the sliding, while the other one holds close to the bottom of the follicle. Do not cut off the air flow to the nostrils.

- 7 Cheeks.** Slide fingers together down the cheek, holding each section of the skin as you go. The lower hand holds and the other hand slides toward the lower hand.



- 8 Forehead; upper cheekbones.** Extract as on the chin: press down, in, and up.

Post-Service

- Complete

PROCEDURE 14-2 Post-Service Procedure

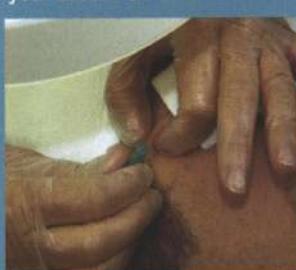
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- 9 Note:** Dispose of gloves and supplies properly. Change gloves to continue the facial treatment.

Extractions with Lancets

When a lesion is sealed over, as in old blackheads and closed comedones, a small-gauge needle or lancet is used for extraction. The lancet should be inserted at a 35-degree angle or parallel to the surface of the skin. Slowly insert the needle just under the top of the plug, lift the top off, and open it gently. Never put the needle down into the follicle because it is painful and could damage it. Extract in the appropriate direction following the angle of the follicles to release sebum (Figure 15-28). Lancets are disposed of in biohazard containers. Remember to check with your regulatory agency to see if lancets are permitted in your area. ✓ L08



▲ Figure 15-28
Using a lancet.

PROCEDURE 15-8

IMPLEMENTS AND MATERIALS

Equipment

- Paraffin wax and heater

Supplies

- Disinfectant
- Hand sanitizer/antibacterial soap
- Paraffin wax brush
- Covered waste container
- Plastic bag
- Bowl
- Spatula
- Bolster

Linens

- Hand towels
- Client wrap
- Sheets or other linens
- Blanket
- Headband

Single-use Items

- Gauze
- Paper towels
- Gloves
- Cotton pads
- Cotton rounds
- Tissues

Products

- Cleanser
- Serum
- Mask
- Toner
- Eye cream
- Moisturizer
- Sunscreen
- Lip balm

Applying the Paraffin Mask

Note: Paraffin wax masks are not used much anymore, but it is helpful to be familiar with them and they are interesting to try. It is still popular for the hands and feet.

Service Tip

- The paraffin mask can be applied in a facial or alone.
- Unscented white paraffin should be used for the face.
- Serums and ampoules used under the mask are designed for specific skin conditions.
- Gauze is used to keep paraffin and gypsum/plaster masks from sticking to the skin and the tiny hairs on the face.

Preparation

PROCEDURE 14-1 Pre-Service Procedure

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- Melt the paraffin in a warming unit to a little more than body temperature (98.6 degrees Fahrenheit or 37 degrees Celsius). The wax may take up to an hour to heat to the proper temperature.

Procedure

- 1 After draping and cleansing, place eye pads on client.
- 2 Apply an appropriate product, such as a serum or hydrating mask, under the paraffin mask.
- 3 Test the temperature of the paraffin by applying to the inside of the wrist with a spatula. Discard any used wax in a plastic bag for waste disposal.





4 Cut the gauze to the desired size, and place it over the face and neck. It is not usually necessary to cut holes for the eyes and nose, because the gauze is woven very loosely. Occasionally, however, a client may feel claustrophobic. In that case, make slits in the gauze for the eyes, nose, and mouth before use. Precut gauze pads are available and are more efficient for this use.



5 Apply the first coat of paraffin over the gauze with a brush, beginning at the base of the neck and working up to the forehead. Do not get wax in the hair as it is difficult to get out. Use a new spatula or brush for each layer to avoid contamination by double-dipping.

6 Continue adding layers of paraffin to the top of the gauze until the application is approximately $\frac{1}{4}$ -inch (.6 centimeters) thick. The application of wax will take approximately 10 minutes.

7 After the wax application is completed, have the client relax until the wax is hardened and ready to remove (approximately 15 minutes).



8 When ready to remove the mask, use a wooden spatula to work the edges of the mask loose from the face and neck.



9 Carefully lift the mask from the neck in one piece.



A nice add-on service is a hand massage and paraffin dip for the hands.

10 Finish the service with the appropriate products (toner, moisturizer).

Post-Service

- Complete

PROCEDURE 14-2 Post-Service Procedure

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Here's a Tip

To avoid double-dipping in the paraffin, put a small amount in a separate bowl and work out of that bowl with a brush. Work quickly as paraffin cools rapidly. After the service, the bowl and brush can be cleaned out and disinfected after the paraffin hardens and is removed from the bowl and brush.

Review Questions

1. Name six benefits of a facial.
2. What are five of the guidelines to follow in order to be successful and to maintain client loyalty?
3. List the steps in a basic facial.
4. What are three of the contraindications for facials?
5. How does a mini-facial differ from the basic facial?
6. List four treatments that are beneficial for mature skin.
7. What treatment procedures are contraindicated for sensitive skin?
8. List four ingredients that are recommended for treating acne.
9. What are the key points to consider when choosing skin care products for men?

Glossary

extraction	Manual removal of impurities and comedones.
facial	Professional service designed to improve and rejuvenate the skin.
vasoconstricting	Vascular constriction of capillaries and blood flow.