This chapter will guide you step-by-step through the entire Bioelements SkinReading System. Read it, master it, and print it out as a reference to always know the correct professional recommendations from the moment your client walks until she leaves. It’s your easy guide to build loyalty, clientele and sales.
**Bioelements SkinReading®**

**What is SkinReading®?**
Bioelements SkinReading is the invaluable business tool designed to give you better results, more control, and ongoing client loyalty. It delivers the spa experience clients desire, and creates a personal relationship that cannot be replicated by your competitors.

Clients want to be guided by a skin care expert. SkinReading keeps you engaged and in-tune with your client from the moment she walks in to the moment she leaves. It’s the key to effective, long-term results, without guesswork. Simply put, **SkinReading is a proprietary, advanced esthetics process that sets Bioelements apart from all other lines – and sets you apart from your competition.**

**There are 4 steps to SkinReading**

1. The Consultation/First Look
2. The SkinReading Form
3. Verification and Confirmation
4. Professional Recommendation & At-Home Agenda

**Let’s take an in-depth look at each step:**

1. **The Consultation/First Look**

Bioelements SkinReading begins with an initial consultation before the scheduled service begins. It’s absolutely necessary to perform this step, as the client’s skin can change from visit to visit.

As soon as you greet your client, you’ll get a first impression – a visual snapshot. We refer to this as the First Look. What do you see? Is she wearing heavy makeup? Does she have breakthrough shine? Make a mental note of these initial impressions, as they will start to empower you to determine how you might customize the treatment, and what at-home formulas to recommend.
2. The SkinReading Form

Make sure this two-sided form is filled out completely and accurately. The client should fill out a new SkinReading Form with each visit. During the consultation, you’ll ask the client to complete side one of the SkinReading Form, which asks questions covering everything from current skin concerns and product usage, to medications and skin history. These completed questions will help guide you to take the appropriate actions throughout her visit. All forms should be kept in your client’s file for 1 year.

The SkinReading Form: Question by Question

Every single question on the SkinReading Form is important. Below, we’ll guide you through each one, so you can learn the advanced SkinReading tips, contraindications, and insight into the right treatments and techniques.

CLIENT INFO

Date: The date lets you know exactly when the service was performed if you need to refer to it later. It also allows you to see how the client’s skin has progressed from visit to visit, her frequency of visits, and which facial was performed.

Address, phone number and email: Always get the client’s full contact information, so you can communicate after the facial (thank you for your visit, promotions, we miss you, or to check the skin’s progress). You should also note any changes to their information to update your records.
PERSONAL INFORMATION

Question 1. What are your skin concerns and challenges today?
• This is the most important question on the form. It reveals exactly what the client’s skin concerns are, and what is most important to them.
• It will help you make an immediate emotional connection with your client as it invites conversation about their wants and needs, which will build their trust in you and your abilities as a licensed professional.

Question 2. What are you currently using on your skin?
• This will help you gauge how much time and money they are spending on their skin on a daily basis. It also will give you an overall impression of their habits, likes and dislikes.
• It’s a conversation starter that will help you begin making treatment and take home decisions based on their current routine.

Example: If a client tells you they use only soap and water, make a mental note to professionally recommend Flash Foam Cleanser. Let her know that Flash Foam Cleanser gently cleanses and exfoliates her skin at the same time, and is easy to use.

Question 3. Do you have any allergies? Shellfish, Iodine, Gluten, Soy, Sulphur, Seasonal, Other
• The allergies listed here are the most common, but not a complete list by any means, which is why there is an “other” option.
• Knowing your client has an allergy will give you an indication of their possible sensitivity level before you even begin the treatment, and help spot possible contraindications.

Example: If they have a shellfish or iodine allergy, avoid products that contain algae, such as Kerafole. You’ll find an “Allergy Alert” noted for products formulated with the common ingredients in The Manual and on Bioelements.com. We also have a complete ingredients listing of every product so you can check for yourself if you are given a particular ingredient to avoid.
PERSONAL INFORMATION (continued)

Question 4. Are you taking any medications for allergies?
• This specific question gives you an indication of sensitivity level and can be the reason you may see dry, flaking and red, irritated skin.

Example: Medication for allergies often contains antihistamines, which dry out the skin and can increase sensitivity to touch, product, temperature and pressure.

Question 5. Have you ever had an adverse reaction to a cosmetic product?
If yes, please describe.
• This is another conversation starter to help the client elaborate on how her skin has responded in the past.
• It can uncover possible contraindications to treatment, and also help you establish trust by allowing you to reassure the client that this won’t happen in your facial room since you now know what to avoid.

Example: Your client tried an eye creme from a different line that made her eyes itch, tear and turn red. This is an indication to be extra careful when working around her eye area, and ask her to let you know if she experiences any negative sensations, since her eyes are covered with eye pads during the facial.

Question 6. Have you ever had an adverse reaction to a skin care treatment?
If yes, please describe.
• This is an opportunity to become aware of a past situation that you can avoid repeating. If the answer is yes, watch the activity level for first-time clients until you can gauge how the skin responds.

Example: If your client tells you they had a reaction to a chemical peel, ask questions to find out what type of peel it was. You may want to avoid peels in general and choose a more gentle form of exfoliation, such as EnzymeTherapy.

Question 7. Have you ever been diagnosed with skin cancer on the face, scalp, neck or v-area?
• If the answer is yes, you need to find out when the diagnosis took place, where the lesion/lesions were removed, and if they are still receiving treatment.

Example: If the client currently has skin cancer or any visible lesions on areas you will touch during the treatment, do not perform a treatment in this area without written permission from the client’s physician.

Note: If you see any suspicious undiagnosed lesions, refer client to a dermatologist for diagnosis. If performing a facial on a current cancer patient, avoid aggressive scrubs, limit aromatherapy, use gentle pressure, and avoid deep tissue massage or direct electric current.
PERSONAL INFORMATION (continued)

Question 8. Do you have any health problems that we need to be aware of? Cancer, Diabetes, Psoriasis, Lupus, Arthritis, High or Low blood pressure, Other (please list)
- Listing these specific health problems will help to accurately inform your treatment decisions. As these are chronic problems, most will involve medication, which will increase dehydration and sensitivity issues.

Cancer: Client may be under active chemotherapy or radiation, so skin can be dry and sensitive. Ask questions to determine history. If cancer is active in the area of treatment, get written physician/oncologist authorization before proceeding.

Diabetes: Do not perform microdermabrasion/aggressive physical exfoliation, due to the risk of injury to a skin that is prone to infection and has impaired healing ability. Do not use excessive heat, hot steamed towels or hot water. No deep extractions or massage. Watch pressure during product application and removal. No paraffin on hands or feet. No body wraps with aggressive physical scrubs without written physician authorization.

Psoriasis: Do not perform any treatments if you see bright red areas of raised patches (plaques) that are covered with loose, silvery, scaling skin. Do not use extreme heat or extreme cold. Steam should be kept further away (18” instead of 12”).

Lupus: Do not perform any treatments if a rash, sores or edema is present. Even if no symptoms are present, treat the skin as hyper-sensitive. Avoid waxing unless you have written physician authorization. Even with authorization, perform a patch test in an inconspicuous area e.g. the inside of the elbow for body, or behind the ear. Avoid aggressive physical scrubs, deep pressure, deep extractions, and be careful when using a towel or gauze for product removal. Avoid excessive heat, hot water, or hot steaming towels. Use warm or cool water for product removal.

Arthritis: Ask if there are specific areas that cause discomfort. Be careful with pressure, especially in these areas. Also be careful with heat, as this may cause discomfort. In some cases, mobility may be affected, so communicate with your client to be sure you are not trying to move them beyond their capacity.

High/Low Blood Pressure: Be careful about overheating, or raising the client up too quickly. Doing so might make them dizzy or nauseous.
PERSONAL INFORMATION (continued)

Question 9. Are you currently under a doctor’s care for any skin disorders? Acne, Rosacea, Eczema, Psoriasis, Other (please list)

- If the answer is yes, you must decide whether treatment can proceed, and if any active flare-ups or condition severity is contraindicated. If controlled with medication, proceed with caution.

**Acne:** Due to dehydration and sensitivity that often accompany acne, be gentle so the condition is not worsened or aggravated.

**Rosacea:** With any vascular disorder, the goal is to gently increase blood flow and capillary diffusion to help blood flow to surge and remove toxins. Choose The Calming Facial to help reduce inflammation/redness and dehydration. Do not perform any treatments if you see signs of a flare, severe redness (erythema), inflammation or burning sensations. When in doubt, refer to client’s physician for diagnosis/treatment.

**Eczema:** If client has sub-acute or chronic stage symptoms, your focus should be to counteract TEWL (trans epidermal water loss), sensitivity, itchiness, skin thickening and patches. Choose products that have maximum moisture binding, hydrating, calming and soothing ingredients. Do not treat if you see symptoms of acute stage eczema e.g. blisters, redness (erythema), skin fissures (cracks) or very itchy skin.

**Psoriasis:** Do not use any physical scrubs, as scratching may trigger a flare, e.g. blisters or small papule-like lesions. Avoid extreme heat or extreme cold. Steam should be kept further away (18” instead of 12”). Do not perform any treatment if you see bright red areas of raised patches (plaques) that are covered with loose, silvery, scaling skin on or near the face.

**Note:** No matter what skin disorder your client may have, if your professional instinct tells you not to perform the treatment, do not proceed.

Question 10. Are you pregnant or lactating?

- A client that is pregnant or lactating may be more sensitive, and therefore contraindicated to some treatments, such as an AHA peel. It also may be necessary to modify how the client reclines or is wrapped for comfort.
PERSONAL INFORMATION (continued)

Question 11. Have you had a chemical peel, laser or microdermabrasion treatment in the last 6 months?
• This information will help you determine possible activity and sensitivity levels, based on their history.
• This information also tells you how much time and money they are currently spending on their skin.

Example: If they have had an ablative peel (where the epidermis is removed), you must wait until the skin is completely healed before performing exfoliation. If they had laser or microdermabrasion, find out when, and ask how their skin responded. Find out specifically what happened and be sure to avoid any treatments that are aggressive until you can see how their skin responds.

Question 12. Have you taken Accutane or used Retin-A/Renova within the 12 months? If so, when?
• These medications are possible contraindications to treatment, if currently taking them or having recently stopped. Even within 12 months, skin may be thin, more sensitive and reactive.

Question 13. Do you tan? (Tanning booth or outdoor UV exposure) If yes, how often?
• This is an opportunity to educate your client on the importance of wearing broad spectrum sun protection, and will give you an indication of how responsive, sensitive or resistive their skin may be.

Example: Tanning typically causes dehydration, slows down cell turnover and makes skin rough and resistive to treatment. The longer they have been tanning, the more resistive the skin may be, and the more aged their skin will look and feel.

Question 14. Do you smoke or vape?
• Cigarette smoke contains carbon monoxide, which displaces skin’s vital oxygen. Both cigarettes and e-cigarettes/vapes contain nicotine, which reduces blood flow, leaving skin lined, sagging, dry and discolored. They also deplete vital nutrients that protect and repair skin damage.

Example: Rough skin texture, dull, sluggish skin, vertical ‘pucker’ lines around mouth. Skin may appear grey or sallow.

Question 15. Do you have a pacemaker or any pins in bones?
• Any metal in the body is a contraindication to direct electric current being applied to the skin e.g. Galvanic Current, High Frequency, and Microcurrent.
PERSONAL INFORMATION (continued)

Question 16. Are you wearing contact lenses today?
• If your client is wearing contacts, invite them to remove their contacts as they will be lying down with their eyes closed. This can cause dryness as tear duct production decreases when eyes are closed. If they choose not to remove them, then be careful with pressure around the eyes.

CHEMICAL PEEL CONSENT

This section is your client’s consent for you to possibly perform a chemical peel. By her saying “yes”, this proves that you have reviewed the skin, and decided that a peel may be appropriate.

Having both you and the client sign and date the form on the day of treatment proves that you reviewed these questions on the form with your client, in the event of a negative reaction.
SkinReading Form: SIDE 2

- This side of the SkinReading form is to be completed only by you, the esthetician.
- It’s a space for you to keep record of what you’ve learned about the client’s skin that day.
- Check off the client’s skin type (note: this can change from visit to visit via seasons or age, etc), any notes you want to record, and what the skin concerns are for that day.

3. Verification and Confirmation

Once the client is prepped and situated in the facial bed, it’s time to rely on more SkinReading professional tools, along with the mag lamp (5-diopter) to see what is missed by the naked eye. Check and verify the skin concerns your client mentioned. This is also an opportunity to identify other concerns or contraindications that you see and demonstrate your professional expertise. You’ll use the Skin Concerns Identification + Solutions and the Custom Blending charts to help guide you. These charts are found on the following pages.
Bioelements SkinReading®

Refer to this Skin Concerns Identification and Solutions Chart to help you verify what you see under the magnification lamp during the facial.

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<td><strong>Crow’s Feet (CF)</strong></td>
<td><strong>Identify:</strong> Lines that start at the corners of the eyes and become more pronounced when client smiles. <strong>Verify:</strong> Gently touch and stretch skin to see if lines become more pronounced. See if lines remain when expression is relaxed.</td>
<td><strong>Treatments:</strong> Bioelements Fast Results Eye Smoother <strong>Techniques:</strong> Figure of 8, circling and acupressure massage movements around the eyes with Hazelnut Oil or Trissage during Custom Blend Massage step of any Bioelements treatment.</td>
</tr>
<tr>
<td><strong>Lines/Wrinkles (LW)</strong></td>
<td><strong>Identify:</strong> In mature clients, lines or wrinkles around the eye area may be deeper and remain when expression is relaxed. <strong>Verify:</strong> Gently move skin with fingers to check for wrinkle depth and observe client when speaking to see if wrinkles become more pronounced.</td>
<td><strong>Treatments:</strong> Bioelements Fast Results Eye Smoother <strong>Techniques:</strong> Figure of 8, circling and acupressure massage movements around the eyes with Hazelnut Oil or Trissage during Custom Blend Massage step of any Bioelements treatment.</td>
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<tr>
<td><strong>Dark Circles (DC)</strong></td>
<td><strong>Identify:</strong> Skin under eyes in eye socket may have a purple, blue, grey or even brownish tinge. Client may look “tired.” <strong>Verify:</strong> Generally visible without touching skin. Ask client if this is genetic and/or how long client has experienced this.</td>
<td><strong>Treatments:</strong> Bioelements Fast Results Eye Smoother <strong>Techniques:</strong> Blend EnzymeTherapy with Softening Gel or buffer down with Emergency Soothing Powder. With a Bioelements Treatment Brush, apply to the under eye area right up to the lower lash-line during the Exfoliation step of any Bioelements treatment. Steam for 5 minutes, and then remove.</td>
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<tr>
<td><strong>Loss of Firmness (LF)</strong></td>
<td><strong>Identify:</strong> Look for bags under the eye area and/or general sagging of eyebrows and the skin of the upper eye and lid. <strong>Verify:</strong> Gently press bag and lift skin if folded over to check for puffiness and redness which may indicate irritation.</td>
<td><strong>Treatments:</strong> Bioelements Fast Results Eye Smoother <strong>Techniques:</strong> Figure of 8, circling, acupressure and quick, gentle tapping massage movements around the eyes with Hazelnut Oil or Trissage during Massage step of any Bioelements treatment.</td>
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<td><strong>Milia (M)</strong></td>
<td><strong>Identify:</strong> Raised white bumps that form near skin surface when skin cells become trapped. May appear anywhere around the eyes, even on eyelid. <strong>Verify:</strong> • Gently touch to see if milia are soft or calcified (feels like a grain of sand). If the bump is soft, it’s more likely a whitehead and will be easier to remove with gentle exfoliation. • Note how many and ask how long client has had them. • If located on or near the eyelid, refer to a Dermatologist for removal.</td>
<td><strong>Treatments:</strong> Bioelements Fast Results Eye Smoother <strong>Techniques:</strong> Blend EnzymeTherapy with Softening Gel or buffer down with Emergency Soothing Powder. With a Bioelements Treatment Brush, apply to the under eye area right up to the lower lash-line during the Exfoliation step of any Bioelements treatment. Steam for 5 minutes, and then remove. <strong>Note:</strong> In certain states milia may not be extracted as a lancet is needed to break the skin.</td>
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<tr>
<td><strong>Dehydration (D)</strong></td>
<td><strong>Identify:</strong> Due to lack of water moisture, entire eye area skin may have surface wrinkles or dryness. In severe cases, flaking skin, redness, itching or irritation may be an issue. <strong>Verify:</strong> Gently lift surface of skin to check for TEWL (trans-epidermal water loss). The skin will crinkle and show tiny horizontal lines above where you have lifted.</td>
<td><strong>Treatments:</strong> Bioelements Fast Results Eye Smoother <strong>Techniques:</strong> Blot around entire eye area with the appropriate toner. Soothing Eye Pad Solution on eye pads. Figure of 8, circling and acupressure massage movements around the eyes with Hazelnut Oil or Trissage during Massage step of any Bioelements treatment.</td>
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continued
## Skin Concerns Identification and Solutions Chart (continued)

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| Crinkly Texture (CT)        | **Identify:** Tiny, cross-linked wrinkles that give the skin around the eyes an aged, dull and rough appearance.  
**Verify:** Gently lift and move skin to see how lines change depth and shape | **Treatments:** Bioelements Fast Results Eye Smoother  
**Techniques:** Blot around entire eye area with the appropriate toner. Soothing Eye Pad Solution on eye pads. Figure of 8, circling and acupressure massage movements around the eyes with Hazelnut Oil or Trissage during Massage step of any Bioelements treatment. |
| Puffiness (P)               | **Identify:** Entire eye area may appear swollen and may appear pink or red. Irritation, itchiness and watery eyes may also be an issue.  
**Verify:** Very gently touch tissue to check for edema (swelling caused by water retention). If present, there will be an indentation in the puff that gradually comes back up when pressure is released. Check with client to see if the pressure causes discomfort. | **Treatments:** Bioelements Fast Results Eye Smoother  
**Techniques:**  
- Soothing Eye Pad Solution on eye pads that have been soaked in cool water.  
- If client complains of any discomfort, be extremely careful around this area during treatment and avoid pressure and heat.  
- To ensure you are not using too much pressure around the eyes, always use your ring finger when applying product or massaging around puffy areas. |
| Vertical Lip Lines (VL)     | **Identify:** Lines may be present on or around the entire lip area and can vary in depth based on level of damage. In more advanced stages, lines remain when skin is at rest.  
**Verify:** Gently touch and stretch lip tissue to see if lines become more pronounced. Check for dryness and irritation on the vermillion lip tissue. | **Treatments:** All  
**Custom Blending:** Anti-Aging Active, Deep Hydration  
**Techniques:**  
- Blend 1 white scoop (1/3 tsp.) EnzymeTherapy with 1 blue scoop (1 tsp.) Softening Gel under steam and brush across lips. Be sure to apply product over edges of the entire lip line.  
- If irritation is present, be very careful in lip area during treatment and avoid too much heat or pressure. |
| Dry Lips (DL)               | **Identify:** Lip tissue is dry and rough. Peeling, vertical lines and open skin may be present.  
**Verify:** Lightly slide your fingertips over lips to check for roughness and irritation. | **Treatments:** All  
**Techniques:**  
- Blend 1 white scoop (1/3 tsp.) EnzymeTherapy with 1 blue scoop (1 tsp.) Softening Gel under steam and brush across lips. Be sure to apply product over edges of the entire lip line.  
- If irritation is present, be very careful in lip area during treatment and avoid too much heat or pressure. If skin is open or cracked, do not perform this step. |
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| Aging Skin (AS) | **Identify:** Look for lines/wrinkles, rough texture, dullness, loss of firmness. UV damage or pigmented spots on the face, neck or v-area. May see dull skin or redness, visible capillaries and sensitivity depending on client’s health and habits.  
**Verify:**  
• Skin will have a rough or crinkly texture when touched. You’ll notice loose skin, loss of volume.  
• Check overall skin tone for lack of color and dullness. Skin may be sensitized (red, irritated) due to intrinsic and extrinsic aging factors.  
• Perform skin sensitivity test to check for redness or irritation due to the level of aging and poor skin function. | **Treatments:** All  
**Custom Blending:** Anti-Aging Active, Capillary Antidote, Bulgarian Rose Otto  
**Techniques:**  
• Skin may be resistive to treatment depending on condition of skin. Deep pore cleansing, exfoliation, hydration and increasing microcirculation and skin detoxification is a must.  
• If skin is sensitized, choose The Calming Facial for the first treatment, and then gradually progress to other treatments with increased activity level as skin improves and becomes more receptive and tolerant. |
| Lines/Wrinkles (LW) | **Identify:**  
• May occur anywhere on face, neck and v-area. Common on forehead, nasolabial folds, cheeks and lips.  
• In mature clients you may see deeper lines or wrinkles, and remain on skin when face is at rest. Surface lines, which usually indicate dehydration, can be temporary.  
**Verify:**  
• Gently move skin on face, neck and v-area with fingers to check for wrinkle depth and observe client when speaking to see if wrinkles become more pronounced.  
• If you see surface wrinkles, check for dehydration, rough skin texture and signs of sensitivity. | **Treatments:** All  
**Custom Blending:** Anti-Aging Active, Deep Hydration, Bulgarian Rose Otto  
**Techniques:**  
• If lines and wrinkles are due to aging, then choose the appropriate exfoliation based on the client’s sensitivity level during the Cleanse and Exfoliation/Surface Peel step.  
• Choose Power Peptide to hydrate and Advanced VitaMineral Deep Detox Mask, Flaxx-C Firming Mask or Kerafole during the Power Mask step of the treatment. |
| Dehydration (D) | **Identify:** Due to lack of water moisture, skin may have surface wrinkles or dryness (TEWL).  
**Verify:**  
• Look for dullness, rough texture or whitish film which can indicate dead skin build up.  
• Gently lift surface of skin, which will crinkle and show tiny horizontal lines above where you have lifted.  
• Slide hands over skin to check for rough skin texture. Skin more likely to be sensitive. | **Treatments:** All  
**Custom Blending:** Deep Hydration, Soothing Concentrate  
**Techniques:**  
• Liberally blot or spritz skin until saturated with the appropriate Bioelements toner during the Cleanse and Power Mask steps.  
• Use steam only as directed. If your steamer has an ionize feature, this will provide extra hydrophilic protection for the skin to help lock in moisture.  
• Watch activity level if any signs of sensitivity are present. If so, choose Calmitude Hydrating Solution as your toner throughout the treatment to help soothe as well as hydrate the skin. |
### Flakiness (F)

**Identify:** A more severe form of TEWL, look for flaking skin which may be hard to the touch or easily flake off. Pebbly skin texture and redness may be present.

**Verify:**
- Gently lift surface of skin to see if flakes easily slough off. If shiny and hard, may be plaques.
- Look for redness, and ask client if there is any irritation or discomfort, which may be an indication of severe TEWL or a more serious skin disorder.
- If you suspect that the client may have an undiagnosed skin disorder, recommend they see a physician for diagnosis.

**Treatments:**
- The Bioelements Custom Blend Facial
- The Calming Facial
- Bioelements Facial for Men
- Bioelements Fast Results Facial

**Custom Blending:** Deep Hydration

**Techniques:**
- Liberally blot or spritz the skin with Calmitude Hydrating Solution until skin is saturated during the Cleanse and Power Mask steps.
- Keep steamer arm 18” away from the skin. Use steam only as directed. If your steamer has an ionize feature, this will provide extra hydrophilic protection for the skin to help lock in moisture.
- If skin shows signs of redness or irritation, choose Calmitude Hydrating Solution as your toner throughout the treatment to help soothe as well as hydrate the skin.

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### Loss of Firmness (LF)

**Identify:**
- Less definition along jaw line, less volume in cheek area. Either side of mouth may turn downward and harlequin lines present. Forehead area lined and lowered.
- Neck and v-area may have deep lines or creases. In severe cases, skin may have folds that hang.

**Verify:**
- Skin will feel thin and loose when pinched and lifted, easily stretching and not bouncing back.
- When client is lying down, check skin above ear. Look for folds of skin or wrinkles above the ear due to gravity.

**Treatments:**
- Bioelements Custom Blend Facial
- Firm and Lift Facial
- VitaMineral Deep Detox Facial
- Bioelements Fast Results Lift
- V-Neck Firming Mask

**Custom Blending:** Anti-Aging Active, Bulgarian Rose Otto

**Techniques:**
- To exercise facial muscles and stimulate microcirculation, use moderate to deep pressure when performing the Bioelements Custom Massage.
- Choose Flaxx-C Firming Mask and V-Neck Firming mask during the Power Mask steps for maximum results.
- When applying Flaxx-C Firming Mask and V-Neck Firming Mask, apply in an upward direction with a dry treatment brush to increase the “lifting” capability of the product.
## Skin Concerns Identification and Solutions Chart (continued)

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| **Smoker’s Skin (SS)** | **Identify:** Skin will appear dull, sallow or grey. Look for dry, wrinkled and loose skin, particularly around mouth, jaw line and neck. Client may look older than she really is.  
**Verify:**  
- Look for yellow or grey cast to the skin. Lift skin to check for loss of firmness – should be poor.  
- In a heavy or long-term smoker, the teeth, nails and fingertips may also be yellowish in color due to smoke and nicotine.  
- Skin may be resistive to treatment at first. | **Treatments:**  
- Bioelements Custom Blend Facial  
- Firm and Lift Facial  
- VitaMineral Deep Detox Facial  
- Ultra-Detox Chemical Peel  
- Bioelements Fast Results Lift  
**Custom Blending:** Deep Hydration  
**Techniques:**  
- Liberally blot or spritz the skin until saturated with Power Peptide to replenish hydration and balance HLB (hydro lipidic barrier).  
- To re-oxygenate skin stimulate microcirculation with moderate to deep pressure in every step of the treatment. Choose Oxygenation during the Targeted Treatment step to infuse skin with stabilized oxygen. |
| **Environmentally Stressed Skin (ES)** | **Identify:** Skin may have an overall congested, red and blotchy look. It may appear dull, with a rough texture, and be dehydrated.  
**Verify:**  
- Run hands over skin – look for rough or “sandy” texture. Client may complain of itchiness or stinging, especially in areas of TEWL.  
- Perform sensitivity test on the neck as skin is often more sensitized to product/touch. | **Treatments:**  
- Bioelements Custom Blend Facial  
- The Calming Facial  
- Bioelements Fast Results Facial  
**Custom Blending:** Capillary Antidote, Soothing Concentrate  
**Techniques:**  
- Liberally blot or spritz the skin until saturated with the appropriate Bioelements toner during the Cleanse, Power Mask steps.  
- Keep steamer arm 18” away from the skin. Use steam only as directed. If your steamer has an ionize feature, this will provide extra hydrophilic protection for the skin to help lock in moisture. |
| **Dull Skin (DS)** | **Identify:** Skin will have a drab, pale and overall lack of color and vibrancy. Dry, dehydrated and congestion possible. Milia may be present.  
**Verify:**  
- Run hands over skin to check for dead skin build-up, congestion and or milia.  
- Pinch skin on face and perform sensitivity test on the neck as skin is often more sensitized to product/touch. | **Treatments:**  
- Bioelements Custom Blend Facial  
- Ultra-Detox Chemical Peel  
- VitaMineral Deep Detox Facial  
- Enzyme Exfoliation and Powerful Surface Peel  
- Bioelements Facial for Men  
- Bioelements Fast Results Peel  
**Custom Blending:** Bulgarian Rose Otto  
**Techniques:**  
- Liberally blot or spritz the skin until saturated with Power Peptide to replenish hydration and balance HLB.  
- To re-oxygenate skin stimulate microcirculation with moderate to deeper pressure in every step of the treatment. Choose Oxygenation during the Targeted Treatment step to infuse skin with stabilized oxygen.  
- Choose Advanced VitaMineral Deep Detox Mask or Kerafole during the Power Mask step to renew vibrancy and improve overall skin tone. |
### Skin Concerns Identification and Solutions Chart

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| **Tanned Skin (TS)** | **Identify:** Depending on how long client has been tanning, the skin may appear dull, rough, and thick – with uneven pigment to all areas of prolonged UV exposure. Lines, wrinkles, loss of firmness and dead skin build up are also likely. | **Treatments:**  
  - Bioelements Custom Blend Facial  
  - Depigmenting and Brightening Facial  
  - Ultra-Detox Chemical Peel  
  - Enzyme Exfoliation or Powerful Surface Peel  
  - VitaMineral Deep Detox Facial  
  - Bioelements Fast Results Peel  
  - Bioelements Fast Results Lift  
  - V-Neck Firming Mask  
  **Custom Blending:** Anti-Aging Active, Deep Hydration, Bulgarian Rose Otto  
  **Techniques:**  
  - Liberally blot or spritz skin until saturated with Power Peptide to replenish hydration and balance HLB.  
  - To re-oxygenate skin stimulate microcirculation with moderate to deeper pressure in every step of the treatment. Choose Oxygenation during the Targeted Treatment step to infuse skin with stabilized oxygen.  
  - Choose Advanced VitaMineral Deep Detox Mask or Kerafole Mask to renew vibrancy and improve overall skin tone.  
  - Be sure to apply RayDefense SPF30 or SPF50 FaceScreen at the end of treatment if facial is performed during daylight hours. |
|                      | **Verify:**  
  - Skin will most likely feel dry, rough textured and be resistive to treatment.  
  - Using mag lamp or woods lamp, check for PIH (post inflammatory hyperpigmentation). Also check for hypopigmentation (permanent loss of pigment).  
  - Watch for sunburn or peeling skin. If skin is burned you cannot proceed with treatment until skin is healed.  
  - Refer client to a physician if you observe unusual lesions or strange looking pigmentation. Remember, we cannot diagnose. |                                                                                                       |

| Rough Texture (RT)   | **Identify:** Skin will lack smoothness, and may be congested, have enlarged pores or dead skin build up, dehydration and milia. | **Treatments:**  
  - Bioelements Custom Blend Facial  
  - Ultra-Detox Chemical Peel  
  - Enzyme Exfoliation and Powerful Surface Peel  
  - Bioelements Fast Results Facial  
  - Bioelements Fast Results Peel  
  - Chinese Herbology Facial  
  - Bioelements Facial for Men  
  - V-Neck Firming Mask  
  **Custom Blending:** Anti-Aging Active, Deep Hydration, Bulgarian Rose Otto  
  **Techniques:**  
  - To increase product absorption and remove dead skin cell build up at the beginning of the treatment, use appropriate physical scrub during the Cleanse step.  
  - Liberally blot or spritz skin until saturated with Power Peptide to replenish hydration and balance HLB.  
  - To re-oxygenate skin stimulate microcirculation with moderate to deeper pressure in every step of the treatment. Choose Oxygenation during the Targeted Treatment step to infuse skin with stabilized oxygen.  
  - Add Ultra-Detox Chemical Peel Level 2 or 3 to Kerafole during the Power Mask step for extra-cell turnover for moderate to severe rough texture and dullness. |
|                      | **Verify:**  
  - Lightly run hands over skin to check for dead skin build-up, congestion and/or milia. You’ll likely hear your hands as they move over the skin.  
  - Pinch skin on face and perform sensitivity test on the neck as skin is often more sensitized to product/touch. |                                                                                                       |
## Bioelements SkinReading®

**Skin Concerns Identification and Solutions Chart (continued)**

### Pigmented Spots (PS)

<table>
<thead>
<tr>
<th>Skin Concerns</th>
<th>How to Identify and Verify</th>
<th>Treatment and Technique Solutions</th>
</tr>
</thead>
</table>
| **Identify:** May have small or large darker patches of pigmentation or unevenly shaped spots. Can be a result of tanning beds, UV damage, hormone fluctuations, medication or injury. | **Treatments:**  
- Bioelements Custom Blend Facial  
- Depigmenting and Brightening Facial  
- Ultra-Detox Chemical Peel  
- Enzyme Exfoliation or Powerful Surface Peel  
- Bioelements Fast Results Peel  
- V-Neck Firming Mask |  
| **Verify:**  
- Check with client to see if client has hormonal issues, been diagnosed with melasma or is on hormone replacement meds, birth control pills or patch.  
- Ask how long the pigmentation has been present. Refer client to a physician if you observe unusual lesions or strange looking pigmentation. Remember, we cannot diagnose. | **Custom Blending:** Wild French Lavender  
**Techniques:**  
- Avoid physical scrubs if client has a darker Fitzpatrick or is susceptible to PIH (post inflammatory hyperpigmentation).  
- Apply LightPlex Dark Spot Corrector during the Power Mask step and LightPlex MegaWatt Skin Brightener during the Finish step to target uneven pigment.  
- Be sure to apply RayDefense SPF30 or SPF50 FaceScreen at the end of treatment if performed during daylight hours. |

### UV Damage (UV)

<table>
<thead>
<tr>
<th>Skin Concerns</th>
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<th>Treatment and Technique Solutions</th>
</tr>
</thead>
</table>
| **Identify:** Usually visible as solar lentigines (sun freckles) on larger areas of skin. Generally a result of intermittent UV exposure over a lifetime that worsen with age. | **Treatments:**  
- Bioelements Custom Blend Facial  
- Depigmenting and Brightening Facial  
- Ultra-Detox Chemical Peel  
- Enzyme Exfoliation or Powerful Surface Peel  
- Bioelements Fast Results Peel  
- V-Neck Firming Mask |  
| **Verify:**  
- Look for uneven pigmentation that has no specific pattern. May be more prominent on one side of the face than the other. Check ears, neck-shoulders and v-area.  
- Touch skin to see if any areas are raised. Check for lighter areas or hypo-pigmentation (lack of pigment).  
- Refer client to a physician if you observe unusual lesions or strange looking pigmentation. Remember, we cannot diagnose. | **Custom Blending:** Wild French Lavender  
**Techniques:**  
- Avoid physical scrubs if client has a darker Fitzpatrick or is susceptible to PIH.  
- To target uneven pigment, apply LightPlex Dark Spot Corrector during the Power Mask step and LightPlex MegaWatt Skin Brightener during the Finish step.  
- Be sure to apply RayDefense SPF30 or SPF50 FaceScreen at the end of treatment if performed during daylight hours. |
**Skin Concerns Identification and Solutions Chart (continued)**

<table>
<thead>
<tr>
<th>Skin Concerns</th>
<th>How to Identify and Verify</th>
<th>Treatment and Technique Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enlarged Pores (EP)</td>
<td><strong>Identify:</strong> Pores will appear dilated, especially in the t-zone or any areas of past or present excess oil. It could be an indication of present or past areas of excess oil production. Can also indicate clogged pores and/or dehydration. Blackheads, whiteheads, milia may be present. If papules and pustules are also present, ask client about acne frequency and history.</td>
<td><strong>Treatments:</strong> Bioelements Custom Blend Facial, Ultra-Detox Chemical Peel, Enzyme Exfoliation or Powerful Surface Peel, Bioelements Acne Clearing Facial, Chinese Herbology Facial, Bioelements Facial for Men, Bioelements Fast Results Facial, Bioelements Fast Results Peel</td>
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<tr>
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<td><strong>Verify:</strong> Gently pinch and roll skin between your thumb and index finger to check for skin texture and thickness. Run hands over skin to check for roughness and congestion. <strong>Note:</strong> Once pore has been stretched, over time it may remain dilated even after oil production level has decreased. Be sure to ask client about their current level of oil production, and whether it changes from season to season.</td>
<td><strong>Custom Blending:</strong> Oil Control Concentrate, Deep Hydration, East Indian Sandalwood</td>
</tr>
<tr>
<td>Excess Oil (EO)</td>
<td><strong>Identify:</strong> During your SkinReading Consultation, look for greasy shine that may be in the T-zone, or all over the face. Congestion, breakouts and/or enlarged pores may also be present. This should be done before makeup is removed so any visible oil is not removed before you have a chance to check for visible oil and location on the face.</td>
<td><strong>Treatments:</strong> Bioelements Custom Blend Facial, Ultra-Detox Chemical Peel, Enzyme Exfoliation or Powerful Surface Peel, Bioelements Acne Clearing Facial, Bioelements Facial for Men, Bioelements Fast Results Facial, Bioelements Fast Results Peel</td>
</tr>
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<td></td>
<td><strong>Verify:</strong> Touch the skin to feel for underlying congestion. Be sure to ask client about their current level of oil production, and whether it changes from season to season. Ask questions to determine how and when oil is present.</td>
<td><strong>Custom Blending:</strong> Oil Control Concentrate, East Indian Sandalwood</td>
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<td><strong>Techniques:</strong> Perform deep cleanse under steam and choose appropriate exfoliant during the cleanse step to help penetrate deeply into pores. Liberally blot or spritz skin until saturated with the appropriate toner to replenish hydration and balance HLB. Choose highest activity level that is appropriate for client based on the SkinReading. To tighten and refine pores, choose Restorative Clay, Advanced VitaMineral Deep Detox Mask or Keraho during the Power Mask step. If breakouts are moderate, choose Amino Mask.</td>
<td><strong>Techniques:</strong> Perform deep cleanse with Decongestion Cleanser or Spotless Cleanser under steam and choose the appropriate exfoliant during the Cleanse step to help penetrate deeply into pores. Liberally blot or spritz skin until saturated with the appropriate toner to replenish hydration and balance HLB. Choose highest activity level that is appropriate for client based on the SkinReading. To tighten and refine pores, choose Restorative Clay, Advanced VitaMineral Deep Detox Mask or Keraho during the Power Mask step. If breakouts are moderate, choose Amino Mask.</td>
</tr>
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</table>
# Bioelements SkinReading®

## Skin Concerns Identification and Solutions Chart (continued)

<table>
<thead>
<tr>
<th>Skin Concerns</th>
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</thead>
</table>
| **Milia (M)** | **Identify:** Raised white bumps that form near skin surface when skin cells become trapped. Often accompanied by dry skin type, sluggish skin or dehydrated skin.  
**Verify:**  
- Gently touch to see if milia are soft or calcified (feels like a grain of sand). If the bump is soft, it’s more likely a whitehead and will be easier to remove with gentle exfoliation.  
- Avoid physical exfoliation as it may cause discomfort or irritation. In certain states may not be extracted, as a lancet is needed to break the skin. | **Treatments:**  
- Bioelements Custom Blend Facial  
- VitaMineral Deep Detox Facial  
- Ultra-Detox Chemical Peel  
- Enzyme Exfoliation and Powerful Surface Peel  
- Bioelements Fast Results Peel  

**Custom Blending:** Deep Hydration, Bulgarian Rose Otto  

**Techniques:**  
- Milia may not be extracted the traditional way (tissue-wrapped finger method) cotton swab or comedone extractor. Depending on the state you practice in, some states allow you to extract milia with a lancet and other states do not. Before you proceed, check with your state board to determine what is allowed in your state.  
- If you are not allowed to use lancets, treat topically with chemical exfoliants or refer to a dermatologist for removal.  
- Choose our Ultra-Detox Chemical Peel as a series for a client with milia to help soften the impactions and prevent the development of future milia. |

| **Clogged Pores (CP)**  
Blackheads/Whiteheads | **Identify:** Look for follicle filled with sebum and cellular debris. Clogged pores will appear dilated and raised.  
**Verify:** Check pores over entire face especially in T-Zone. Look for bumpy appearance and feel when you run hands over area.  
**Blackheads:**  
- Look for open comedones or follicles with a dark surface plug which has oxidized and become discolored and can be flat or raised.  
- Gently touch blackhead and manipulate follicle to get a feel for how deep it is.  

**Whiteheads:**  
- Look for closed comedones or follicles that have a white head (filled with pus and cellular debris). They can be flesh toned or have a white cap over breakout. The center may be soft or hard, with no redness around the raised area.  
- If red irritated, check for any signs of picking by the client. | **Treatments:**  
- Bioelements Custom Blend Facial  
- Bioelements Acne Clearing Facial  
- Ultra-Detox Chemical Peel  
- Enzyme Exfoliation and Powerful Surface Peel  

**Custom Blending:** Oil Control Concentrate, East Indian Sandalwood, Wild French Lavender  

**Techniques:**  
- Perform deep cleanse with Decongestion Cleanser or Spotless Cleanser under steam and choose the appropriate exfoliant during the cleanse step to help penetrate deeply into pores.  
- Liberally blot the skin with Acne Toner- as sometimes clogged pores can be a result of dehydration and dull, sluggish skin as a result.  
- If using physical scrub, watch pressure when working over any whiteheads.  
- Choose highest activity level that is appropriate for client based on the SkinReading.  
- To tighten and refine pores, choose Restorative Clay, Advanced VitaMineral Deep Detox Mask or Keratole during the Power Mask step. If breakouts are moderate, choose Amino Mask. |
### Breakouts (B)

#### Papules/Pustules

| Identify: | Red, flat or raised and inflamed breakouts. May be just one or two, or several. If many or chronic, could be an indication of an acne condition or other unrelated skin disorder and should be diagnosed by a physician. |
| Verify: | Check pores over entire face especially in T-Zone and jawline. Look for any areas of obvious red, raised and check skin for heat. |

**Papules:**
- Look for solid, red, raised bump that is hard to the touch. Pus is not visible to the naked eye, but located internally underneath the head. The surrounding area of the papule may be red, raised and painful.
- Check for any signs of picking.

**Pustules:**
- Look for solid, red, raised bump with a white or yellowish center, filled with pus. There may be a red ring around the center.
- May be tender to the touch, so a visual assessment is recommended.

<table>
<thead>
<tr>
<th>Treatments:</th>
</tr>
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<tbody>
<tr>
<td>Bioelements Custom Blend Facial</td>
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<tr>
<td>Bioelements Acne Clearing Facial</td>
</tr>
</tbody>
</table>

**Custom Blending:** Oil Control Concentrate, East Indian Sandalwood, Wild French Lavender

<table>
<thead>
<tr>
<th>Techniques:</th>
</tr>
</thead>
<tbody>
<tr>
<td>If inflamed breakouts are present, avoid deep pressure, physical exfoliation and too much heat. If any open areas are present, avoid direct exfoliation and treat topically with Acne Toner.</td>
</tr>
<tr>
<td>Extractions are not recommended in either case. If working around any inflamed papules/pustules, saturate a cotton eye pad with Acne Toner and lay on top of inflamed area to allow the medicated toner to absorb into the skin. Keep replacing pad until you are ready for the Power Treatment/Power Mask.</td>
</tr>
<tr>
<td>Keep steamer arm at least 18” away and use steam only as directed. Use tepid or cool water. Avoid heat or steamed towels.</td>
</tr>
<tr>
<td>Do not perform massage, unless acupressure or manual lymphatic drainage.</td>
</tr>
<tr>
<td>High Frequency can be beneficial when applied topically to affected areas. Spark/maintain electrode on breakout for at least 30 seconds to help kill acne bacteria and reduce inflammation.</td>
</tr>
<tr>
<td>Apply cooling icy Globes at the end to soothe and refresh client.</td>
</tr>
</tbody>
</table>

### Scarring (SC)

| Identify: | Scars can be raised (keloid) or flat (atrophic). Can often have sensation or be prone to irritation and can be a result of injury, post-acne breakouts or surgery. Confer with your client if scars are very prominent or severe as they may need to see a physician for treatment. |
| Verify: | Mention any noticed scar or unidentified lesion to the client and ask if the area is sensitive to touch or pressure. |

<table>
<thead>
<tr>
<th>Treatments:</th>
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</thead>
<tbody>
<tr>
<td>Bioelements Custom Blend Facial</td>
</tr>
<tr>
<td>Ultra-Detox Chemical Peel</td>
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<tr>
<td>Enzyme Exfoliation and Powerful Surface Peel</td>
</tr>
<tr>
<td>Bioelements Fast Results Peel</td>
</tr>
</tbody>
</table>

**Custom Blending:** Wild French Lavender

<table>
<thead>
<tr>
<th>Techniques:</th>
</tr>
</thead>
<tbody>
<tr>
<td>If your client’s scars are sensitive to touch or pressure, be mindful and careful when working around these areas.</td>
</tr>
<tr>
<td>If client is prone to PIH or acne scars, avoid any physical exfoliation and also avoid deep extractions to prevent future damage.</td>
</tr>
<tr>
<td>Be sure to apply RayDefense SPF30 or SPF50 FaceScreen at the end of treatment if performed during daylight hours.</td>
</tr>
</tbody>
</table>
### Skin Concerns Identification and Solutions Chart (continued)

<table>
<thead>
<tr>
<th>Skin Concerns</th>
<th>How to Identify and Verify</th>
<th>Treatment and Technique Solutions</th>
</tr>
</thead>
</table>
| **Post-acne Dark Spots (PA)** | **Identify:** Known as “pseudo-scars” depending on client’s genetics, these uneven spots can be dark brown, red or even pink in color. They may fade over time with proper treatment. Left untreated, they may last for weeks, months or even longer.  
**Verified:**  
- These spots are usually flush to the skin, not raised. Sometimes there can be a keloid underneath the skin’s surface, or be part of an atrophic scar, which will give the skin a mottled, pitted appearance.  
- Move hands over skin to check for texture and roll skin between fingers to check for thickness.  
- Perform sensitivity test on neck to gauge how active treatment can be. | **Treatments:**  
- Depigmenting and Brightening Facial  
- Bioelements Acne Clearing Facial  
- Ultra-Detox Chemical Peel  
- Enzyme Exfoliation and Powerful Surface Peel  
- Bioelements Fast Results Peel  
**Custom Blending:** Soothing Concentrate, Wild French Lavender  
**Techniques:**  
- Post acne-dark spots are a form of PIH and must be treated the same way. Avoid any physical exfoliation and also avoid deep extractions to prevent future damage.  
- Watch pressure, and be sure to apply RayDefense SPF30 or SPF50 FaceScreen at the end of the treatment to protect the skin if facial was performed during daylight hours. |
| **Sensitivity (S)**           | **Identify:** Sensitivity can be visible or invisible and can occur in any skin type, genetic makeup or age. Visually, skin that flushes easily or has a constant pink or red hue is a dead giveaway. It blots easily when touched.  
Skin can appear normal, but client complains of itchiness, stinging and burning sensations.  
**Verified:**  
- Run hands over face and lift skin to check for dehydration.  
- Gently pinch skin and perform sensitivity test on the neck to gauge sensitivity to touch. Look for flaking or any signs of reactivity.  
- Ask client questions to determine sensitivity triggers and refer back to the SkinReading Form to check for illness, medication, hormonal imbalances or any other issues that can trigger sensitivity.  
- If anything looks suspicious, refer client to a physician for diagnosis. | **Treatments:**  
- The Calming Facial  
**Custom Blending:** Soothing Concentrate, Capillary Antidote, Wild French Lavender  
**Techniques:**  
- To ensure the facial doesn’t increase sensitivity issues, keep pressure light and speed medium-to-slow.  
- Avoid extreme heat or cold.  
- Avoid chemical peels stronger than EnzymeTherapy.  
- Avoid aggressive physical scrubs and avoid brush attachment.  
- If using steam, keep steamer arm 18” away from skin and don’t over-steam.  
- If using steamed towels, let cool down to room temperature, or use cool towel or gauze and tepid/cool water.  
- Spritz or blot skin with Calmitude Hydrating Solution to help hydrate skin and balance HLB.  
- Icy Globes can be used at the end of facial to calm skin and refresh client. |
## Skin Concerns Identification and Solutions Chart (continued)

<table>
<thead>
<tr>
<th>Skin Concerns</th>
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</thead>
</table>
| **Redness (R)**        | **Identify:** Red skin can be temporary or chronic. It may be more serious-a skin disorder, or due to extrinsic factors that are temporary and can be alleviated with treatment e.g. stress, recent outdoor UV exposure or exercise. Sometimes skin that is red is not necessarily sensitive to product. It may just be a ruddy complexion, or they may be touch sensitive, only. | **Treatments:**  
  - The Calming Facial  
  - The Bioelements Custom Blend Facial  
  - Bioelements Fast Results Facial  

  **Custom Blending:** Soothing Concentrate, Capillary Antidote, Wild French Lavender  

  **Techniques:**  
  - To ensure the facial doesn’t increase sensitivity issues, keep pressure light and speed medium-to-slow.  
  - Avoid extreme heat or cold.  
  - Avoid chemical peels stronger than EnzymeTherapy.  
  - Avoid aggressive physical scrubs and avoid brush attachment.  
  - If using steam, keep steamer arm 18” away from skin and don’t over-steam.  
  - If using steamed towels, let cool down to room temperature, or use cool towel or gauze and tepid/cool water.  
  - Spritz or blot skin with Calmitude Hydrating Solution to help hydrate skin and balance HLB.  
  - Icy Globes can be used at the end of facial to calm skin and refresh client. |
| **Visible Capillaries (VC)** | **Identify:** Tiny red, purple or blue capillaries visible on the skin’s surface. Often seen in the center of the face, particularly around base of nose and cheek area.  
  **Verify:**  
  - Will be visible to the naked eye and quite pronounced under mag lamp or woods lamp.  
  - Check for accompanied redness, irritation or dry, flaking skin and rough texture.  
  - If chronic or moderate to severe, professionally recommend they see a physician for diagnosis. | **Treatments:**  
  - The Calming Facial  

  **Custom Blending:** Capillary Antidote, Wild French Lavender  

  **Techniques:**  
  - Be careful with activity level, applying pressure during comedone removal, and avoid extreme heat or cold in these areas.  
  - Avoid chemical peels stronger than EnzymeTherapy.  
  - If using steam, keep steamer arm 18” away from skin and use steam only as directed.  
  - If using steamed towels, let cool down to room temperature or use cool towel or gauze and tepid/cool water.  
  - Spritz or blot skin with Calmitude Hydrating Solution to help hydrate skin and balance HLB.  
  - Apply Recovery Serum or Stress Solution during the Finish step of the treatment.  
  - Icy Globes can be used at the end of the facial to calm skin and refresh client. |
Custom blending delivers true, one-of-a-kind customization, provides the personalized service clients want, and sets your service apart.

**How to Custom Blend:**
Select up to 3 Additives based on client concerns. Do not exceed 1 full dropper in any treatment formula, and use only a few drops of an Aromatherapist Oil.

<table>
<thead>
<tr>
<th>CLIENT CONCERNS</th>
<th>Anti-Aging Active</th>
<th>Oil Control Concentrate</th>
<th>Capillary Antidote</th>
<th>Deep Hydration</th>
<th>Soothing Concentrate</th>
<th>Bulgarian Rose Otto</th>
<th>East Indian Sandalwood</th>
<th>Wild French lavender</th>
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<tbody>
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<td>Aging skin</td>
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<td>Enlarged pores</td>
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<td>Post-acne dark spots</td>
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<td>Smoker’s skin</td>
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<td>Rough texture</td>
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<tr>
<td>Milia</td>
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<td>Sensitivity</td>
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<td>UV damage</td>
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</table>

Log in to bioelements.com/pros to see Custom Blend Formularies and see suggestions for Power Treatments, Masks and Serums.

Let your client know before the treatment begins that you will make professional recommendations for their At-Home Agenda. Doing so gives you permission to make the professional recommendation and complete the circle of treatment.

**Example:** You can say “Since lines, dullness and rough skin are concerns of yours, and seeing that your skin responded so well to the Moisture Positive Cleanser and Ultra-Rich CremeTherapy Mask I used during your facial, I professionally recommend you add these to your At Home Agenda, along with the following products listed here to achieve the goals we discussed for your skin.”
CLIENT INFO

Name
Address
Phone
Email

PERSONAL INFORMATION

1. What are your skin concerns and challenges today?

2. What are you currently using on your skin?

3. Do you have any allergies? □ Shellfish □ Iodine □ Gluten □ Soy □ Sulphur □ Seasonal Other (Please list)

4. Are you taking any medications for allergies? □ Yes □ No
5. Have you ever had an adverse reaction to a cosmetic product? □ Yes □ No If yes, please describe.

6. Have you ever had an adverse reaction to a skin care treatment? □ Yes □ No If yes, please describe.

7. Have you ever been diagnosed with skin cancer on the face, scalp, neck or v-area? □ Yes □ No
8. Do you have any health problems that we need to be aware of? □ Cancer □ Diabetes □ Psoriasis □ Lupus □ Arthritis □ High or Low Blood Pressure □ Other (Please list)

9. Are you currently under a physician’s care for any skin disorders? □ Acne □ Rosacea □ Eczema □ Psoriasis □ Other (please list)

10. Are you pregnant or lactating? □ Yes □ No
11. Have you had a chemical peel, laser or microdermabrasion treatment in the last 6 months? □ Yes □ No
12. Have you taken Accutane or used Retin-A/Renova within the last 12 months? □ Yes □ No If yes, when?

13. Do you tan? (Tanning Booth or Outdoor UV Exposure) □ Yes □ No If yes, how often?
14. Do you smoke or vape? □ Yes □ No
15. Do you have a pacemaker or any pins in bones? □ Yes □ No
16. Are you wearing contact lenses today? □ Yes □ No

CHEMICAL PEEL CONSENT

My esthetician may choose to use a surface peeling chemical exfoliant during my facial and I give consent.

Client Signature Date Esthetician’s Initials Date
## SKIN CONCERNS

### Eyes and Lips
- Crow’s Feet (CF)
- Milia (M)
- Puffiness (P)
- Lines/Wrinkles (LW)
- Dehydration (D)
- Vertical Lip Lines (VL)
- Dark Circles (DC)
- Crinkly Texture (CT)
- Dry Lips (DL)
- Loss of Firmness (LF)

### Skin on Face, Neck and V-Area
- Aging skin (AS)
- Dull Skin (DS)
- Clogged Pores (CP)
- Lines/Wrinkles (LW)
- Tanned Skin (TS)
- Breakouts (B)
- Dehydration (D)
- Rough Texture (RT)
- Pimples/Pustules (P)
- Flakiness (F)
- Pigmented Spots (PS)
- Scarring (SC)
- Loss of Firmness (LF)
- UV Damage (UV)
- Post-acne Dark Spots (PA)
- Smoker’s Skin (SS)
- Enlarged Pores (EP)
- Sensitivity (S)
- Environmentally Stressed Skin (ES)
- Excess Oil (EO)
- Redness (R)
- Milia (M)
- Visible Capillaries (VC)