AGE smart™
The intelligent investment in your future skin.
**AGE smart training manual**

### education

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Wrinkles, altered pigmentation, loss of skin tone… we all associate these changes with skin aging. Age-related skin changes are the result of genetically-programmed changes (intrinsic factors) and environmental wear-and-tear on the skin (extrinsic factors). While both influence the skin’s structure and function, extrinsic factors cause more pronounced changes. Estimates state that 80-99% of what we see on our skin as adults is the result of exposure to daylight, which is referred to as photoaging. Manifestations of photoaging include an increase in wrinkle formation, a loss of tension and elasticity, degeneration of the vascular supply and skin thickness, a reduction in the water-binding properties of the skin, dilated capillaries (telangiectasis), hyperpigmentation and other skin discoloration.

While scientists attribute the majority of these structural changes to exposure to ultraviolet (UV) radiation, it has only been in recent years that they have come to understand the actual biochemical triggers that instigate these changes. These are chemical reactions that occur within the skin and include:

- Generation of Reactive Oxygen Species (ROS), also known as free radicals.
- Glycation leading to Advanced Glycation End-products (AGEs).
- Activation of metalloproteinase enzymes (Matrix Metalloproteinases or MMPs) with a subsequent decline in collagen biosynthesis.

The treatment of skin aging used to rely on addressing the structural manifestations of photoaged skin, such as wrinkles and loss of elasticity. Today, we can more effectively treat this skin condition by addressing the actual biochemical reactions that trigger these structural changes. Obviously, understanding these specific biochemical reactions is key to treating the structural changes associated with skin aging. Let’s examine these structural changes that occur in the epidermis and dermis, as well as the biochemical reactions that trigger them.
If we look at skin that has only endured the normal intrinsic or chronological aging, without environmental influences, it is smooth and generally unblemished. There are exaggerated expression lines on the skin, but by and large, the skin is well preserved. Under the microscope, we will see some signs of aging, which include a flattening of the epidermal-dermal interface and some breakdown of the dermal tissue. In direct contrast, extrinsically-aged skin (such as that found on our face, hands and chest) is wrinkled, sallow in color and has areas of hyper- and hypopigmentation. Skin may show a loss of tone and elasticity, increased fragility, areas of purpura caused by blood vessel weakness and benign lesions such as keratoses, telangiectasis and skin tags. Under the microscope, discreet changes are evident in the collagen and elastin, which are now fragmented and thick, indicative of cross-linking that is associated with wrinkle formation.

1. Wrinkles

Wrinkles are depressions in the skin’s surface that may be coarse or fine, depending on their depth. Wrinkle depth may extend from a few micrometers to several millimeters. Coarse wrinkles, often referred to as expression lines, appear on the forehead, outer corners of the eyes (crow's feet) and as vertical lines on either side of the mouth (laugh lines). Fine wrinkles are the shallower network of lines or indentations that appear on our skin, especially in areas of facial movement (such as the eyes, mouth, upper lip, etc.).

Wrinkles occur as a result of a reduction in muscle mass and skin thickness, cross-linking of collagen and elastin and dehydration of the Stratum Corneum (SC). This results in visible wrinkles on the surface of the skin and in a loss of mechanical strength and elasticity.
2. Skin Discoloration

Changes in skin color are often associated with aging. Skin color is a composite of red, blue, yellow and brown coloration. This is the result of red oxygenated hemoglobin, blue deoxygenated hemoglobin, yellow carotenoids and flavins and the brown melanin pigment of our skin. Hyperpigmentation spots are due to erratic melanocyte activity that is the result of cumulative UV exposure. This is often associated with hypopigmentation (white spots) that also accompany aging. The result is a mottled skin appearance made up of darker and depigmented areas. When we see an increase in yellow coloration in aged skin, it is the result of a decrease in brown melanin pigment along with a decline in red and blue-colored capillaries. In the case of cigarette smokers, the toxins cause a breakdown of elastin that also contributes to the yellow color of skin. This overall skin discoloration is often accompanied by an increase in broken veins.

While hyperpigmentation is most often associated with skin aging, we also see hypopigmentation due to a reduction in the number of melanocytes; there is a decline of 6-8% per decade after age 30, which accounts for the lighter skin color. This not only leads to the obvious reduction in melanin (hypopigmentation), but also accounts for a diminished protective capacity against UV exposure. Along with the decline in melanocytes, there is a decline in the other dendritic cell of the epidermis (the Langerhans cells), which results in a diminished immune response for the skin. Not only is there a reduction in the number, but functionality diminishes as well. This results in decreased immune surveillance, which may account for the increased incidence of premalignant and malignant lesions in aging skin.

3. Breakdown of Collagen and Elastin

The majority of age-dependent changes that occur in our skin happen in the dermis, which can lose from 20-80% of its thickness during the aging process. This is the result of changes in the fibroblasts, the cells responsible for collagen, elastin and glycosaminoglycan (GAG) biosynthesis. Not only is the collagen and elastin produced at a slower rate which impacts the skin’s inability to repair itself, but the organization of the protein also changes, affecting skin’s structure. Breakdown of collagen and elastin is controlled by activity of Matrix Metalloproteinase (MMP) enzymes known as collagenase and elastase, respectively. Studies have shown that UV radiation activates these enzymes within hours of UVB exposure. Long-term elevation of the MMPs, which is typically found in people with prolonged exposure to sunlight, results in disorganized and clumped collagen and elastin that is characteristic of photodamaged skin. Changes in elastin fibers are so characteristic in photoaged skin that the condition known as elastosis is considered a hallmark of photoaged skin. This is characterized by an accumulation of amorphous elastin protein and a breakdown in the typical structural layout, which results in decreased skin elasticity and tensile strength. This phenomenon accounts for why more mature skin takes longer to assume its original position when extended or pulled.
4. Dehydration

Like the collagen and elastin protein of the dermis, the ground substance, or intercellular glue, that holds these proteins in place also undergoes age-related changes. There is less ground substance as we age and distribution of the glycosaminoglycans (GAGs), such as Hyaluronic Acid, changes as well. Studies have shown that the amount of Hyaluronic Acid found in the dermis starts to diminish as early as our forties. This loss of Hyaluronic Acid along with a compromised barrier layer in the epidermis is most likely the cause of dehydration and loss of turgidity, which contributes to altered elasticity in aged skin.

In addition to dehydration in the dermis, studies have indicated a reduction in moisture content of the epidermal Stratum Corneum (SC), which is most likely due to a reduction in the SC lipids, resulting in an inefficient ability to bind and retain water. The result is the appearance of fine lines and scales. Fortunately, application of moisturizers and the regular use of exfoliants (in particular, exfoliants containing Lactic Acid) can alleviate this problem.

5. A Slowdown of Cell Turnover

A discussion of the effects of aging on the epidermis would not be complete without including the effects of aging on cell turnover rates. Studies indicate that the epidermal turnover rate slows from 30 to 50% between our thirties and eighties. Studies by Kligman demonstrated that in young adults, the Stratum Corneum transit time was as quick as 20 days, whereas in older adults it stretched to 30 days or more. This prolonged Stratum Corneum replacement rate also coincides with a subsequent slowing of the wound healing process that is typical in older people. In fact, doctors report that older patients take twice as long to reepithelialize after dermabrasion/resurfacing procedures when compared to younger patients. The slow down in the cell cycle is combined with a less-than-efficient desquamation process, and accounts for the characteristic dull, rough skin surface that is seen in maturing skin.
biochemical reactions
that cause skin aging

Earlier, we discussed the biochemical reactions that occur in the skin that trigger the structural changes associated with aging. While free radical formation and activation of Matrix Metalloproteinase enzymes have been studied quite extensively over the past decade, the formation of Advanced Glycation End-products is now one of the hottest areas of research for understanding not only how the skin ages, but for determining the mechanism of disease formation in the human body. At The International Dermal Institute, we maintain that it is the combination of these three phenomena that are responsible for the skin aging condition. While it may seem like these three biochemical phenomena are isolated occurrences in the skin, it is important to note that they are very much interconnected and influence each other. Let’s look at them individually and see how they are interrelated.

1. UV light, oxygen, pollutants, etc. generate Reactive Oxygen Species (ROS), otherwise known as free radicals, from stable molecules. Free radicals attack lipids, membranes and DNA in the nucleus in an attempt to steal an electron to stabilize themselves. When this happens they form new free radical molecules from other stable molecules. The resultant free radical cascade causes damage to the cell which leads to inflammation, cross-linking of collagen and disease.

2. Antioxidants quench free radicals, neutralizing them and returning them to a stable state.
1. Generation of Reactive Oxygen Species (ROS)

Reactive Oxygen Species include oxygen ions, free radicals and peroxides. ROS are generally very small molecules and are highly reactive due to the presence of unpaired electrons. They form as a natural by-product of the normal metabolism of oxygen. During times of environmental stress, ROS levels can increase dramatically, causing significant damage to cell structures. This is known as oxidative stress, which is the major cause of degenerative disorders including aging and disease. Studies have shown that UV-induced damage to the skin is in part caused by Reactive Oxygen Species. Lipid peroxidation also results from ROS damage to cell membranes, leading to premature aging, skin cancer and cell death.

2. Activation of Matrix Metalloproteinases (MMPs)

Matrix Metalloproteinases are enzymes that, when activated, control tissue degradation in the dermis. MMPs include collagenase that specifically decomposes particular collagens or other proteins in the extracellular matrix of the dermis. Collagenase is really a group of enzymes that are responsible for breaking down the different types of collagen and elastin. For example, collagenase-1, or MMP-1, acts on collagens I, II, III, VII and X. MMP-1 cleaves the triple helix strand of collagen into smaller fragments that spontaneously denature into gelatinous peptides that are further degraded by other MMPs. This activity makes the MMPs critical for the remodeling of connective tissue, which is a critical part of aging and wound-healing.

The formation of MMPs may be stimulated by internal growth factors and inflammatory modulators, as well as exposure to UV radiation. Within hours of UV exposure, the MMP genes are activated, resulting in the biosynthesis of collagenase and other MMPs. Because collagenase degrades existing collagen and inhibits the formation of new collagen, long-term elevation results in disorganization and clumping of skin cells – key characteristics of photoaged skin.
1. MMP enzymes are activated within the fibroblast nucleus by UV light or inflammatory modulators.

2. MMPs, such as collagenase, are synthesized in the fibroblast.

3. MMPs (collagenase) break down collagen and inhibit formation of new collagen.

4. Collagen is degraded into gelatinous peptides that are further degraded by other MMPs. Cross-linking of collagen also occurs, causing wrinkling and stiffening of skin.
Advanced Glycation End-products (AGEs)

How does photoaging lead to cross-linking of collagen and elastin in our skin? Exciting new research has contributed to our understanding of this critical step in aging. We now know that collagen and elastin proteins are highly susceptible to an internal chemical reaction within the body called glycation. This is a non-enzyme mediated reaction that takes place between free amino groups in proteins and a sugar such as glucose. The same glucose that provides energy for our cells can react with proteins (such as collagen), resulting in the formation of Advanced Glycation End-products and Reactive Oxygen Species; these contribute to cross-linking of protein fibers, the loss of elasticity and changes in the dermis associated with the aging process. When AGEs form in the skin, they activate a receptor site and form a complex known as Receptor-AGE (R-AGE) that signals cellular processes related to inflammation and subsequent disease. Why is this so important? Because we now know that inflammation is the catalyst critical to the aging process and many diseases. For example, diabetics have characteristically high levels of sugar in their blood and suffer from numerous health issues (including cataracts, atherosclerosis, etc.) which emanate from the formation of AGEs in the body. Hence, diabetes is considered a disease of accelerated aging due to the inflammation that arises from the formation of AGEs. This is not restricted to diabetes; muscle weakness, heart disease and many diseases of the brain are associated with glycation. Scientists now believe that reducing glycation is a means of slowing the aging process and disease formation.

1. When sugar comes in contact with a protein (such as collagen), it immediately reacts. This generates Reactive Oxygen Species (ROS – free radicals), which leads to a cross-linking of collagen and inflammation.

2. Advanced Glycation End-products (AGEs) are formed, and bond with a Receptor on the cell to form Receptor-AGE (R-AGE).

3. This causes inflammation, inhibits skin cell growth and contributes to cross-linking of collagen.
what can be done to help control the biochemical reactions that lead to skin aging?

1. Antioxidants to Fight Reactive Oxygen Species (ROS – Free Radical) Damage

Normally, the body can handle free radicals with the use of antioxidants. Antioxidants include vitamins (such as Ascorbic Acid and Tocopherol), enzymes (such as Superoxide Dismutase, Catalase and Peroxidase) and even proteins that can be found naturally in the body or ingested as part of our diet. If, however, antioxidants are in short supply, or if the free radical damage is excessive, damage to the cells and tissue will occur. In skin, this free radical damage manifests itself in the form of superficial lines, wrinkles, hyperpigmentation, rashes and inflammation. On a subcellular level, this may cause cross-linking of collagen and elastin, damage to DNA and tissue degradation. Unfortunately, as we age, free radical damage accumulates.

While ingesting antioxidants can effectively scavenge ROS, skin is often the last to get its ration of antioxidants. That is when topically-applied cosmetic products come into play. Scientists have been studying an entire arsenal of plant antioxidants that, when applied topically, can help us fight free radicals and protect our skin. Studies have shown that topical application of antioxidants diminishes the severity of UVA-induced dermatoses and raises the amount of UVA radiation required to evoke immediate pigment darkening to skin. Recent studies from the University of Illinois have demonstrated how Ascorbic Acid (Vitamin C) and Tocopherol (Vitamin E) are critical for use with sunscreens to protect skin from ROS. Because oxidative stress plays a key role in the biological events leading to skin aging, the use of topically-applied antioxidants helps prevent future damage by trapping ROS and quenching them before they damage our cells.

2. Inhibit MMPs

Natural MMP inhibitors exist in skin, but as expected, they decline with age. MMPs may be inhibited by topical agents, such as retinoids. Because of this, retinoids, including Retinol (Vitamin A) and its derivatives, are recommended for reversing the signs of photoaging and preventing the formation of MMPs. Bioflavonoids, including the proanthocyanidins from Grape Seed Extract, the polyphenols from Green and White teas and Soy phytoestrogens, are also excellent for controlling MMP activity. For best results, one should use a product that controls MMPs while stimulating collagen, elastin and Hyaluronic Acid biosynthesis; including synthetic peptides, Retinol (Vitamin A) and its derivatives, Asorbic Acid (Vitamin C) and its derivatives and Soy and Yeast extracts.

3. Create “Sugar Traps” or Cross-Link Breakers to Control the Formation of AGEs

The formation of AGEs in the body occurs spontaneously when sugar molecules come in contact with proteins. This glycation reaction occurs without any intervention of enzymes. By the same token, our body does not possess enzymes that can reverse the reaction, removing AGEs. Controlling formation of AGEs is a relatively new field of research; apparently the best means of controlling AGEs is to interfere with their formation. There are some ingredients that have been shown to inhibit glycation from occurring, but exactly how all of these agents work is not understood just yet. These ingredients include Glucosamine, Soy proteins, the Soy active known as Genestein and specific peptide molecules. Studies have shown that a peptide molecule known as Arginine/Lysine polypeptide can bind to sugar, preventing it from reacting with proteins and triggering cross-linking of collagen. This peptide molecule acts as a sugar trap, binding to the sugar in the body, making it unable to react with proteins.
1. Sugar and collagen (protein) meet and react within the body and create AGEs, which ultimately contribute to the cross-linking of collagen.

2. ARG-LYS Polypeptide acts as a sugar trap, binding sugar to itself to prevent it from reacting with collagen, therefore preventing the formation of AGEs and inhibiting cross-linking of collagen.

**Ingredients that help control the causes of skin aging**

**MMPs**
- Matrix Metalloproteinase
- Glycine Soya Protein (Soy)
- Camellia Sinensis (White Tea)
- Dipotassium Glycyrrhizate (Licorice)
- Magnesium Ascorbyl Phosphate (MAP)
- Palmitoyl Tripeptide-5
- Genestein
- Retinyl Palmitate
- Yeast Extract

**AGEs**
- Advanced Glycation End-products
  - Arginine Lysine Polypeptide
  - Glucosamine
  - Glycine Soya Protein (Soy)
  - Genestein

**ROS**
- Reactive Oxygen Species
  - Camellia Sinensis (White Tea)
  - Glycine Soya Protein (Soy)
  - Magnesium Ascorbyl Phosphate (MAP)
  - Genestein
  - Tocopheryl Acetate (Vitamin E)
introducing dermalogica’s AGE smart™ system

At The International Dermal Institute, we have researched the changes that occur during skin aging and what we can realistically do for this pre-existing condition. Instead of focusing on treating just the manifestations of skin aging (wrinkles, hyperpigmentation, loss of elasticity, etc.), we focused our efforts on understanding how we might impact the biochemical reactions that manifest these changes to stop them before they start. This research has resulted in the development of AGE Smart, a system of retail and professional products designed to specifically treat and control the structural manifestations associated with skin aging and the biological triggers that lead to these changes, as well as treat the visible signs of skin aging so skin is smoother, firmer and healthier.

AGE Smart consists of new products as well as a reintroduction of existing and updated formulations, all of which work to fight the biochemical triggers that lead to skin aging.

Keeping with the Dermalogica commitment to purity, all products are non-comedogenic and free of lanolin, mineral oil, S.D. alcohol, artificial colors and fragrances, and are packaged in hygienic, contamination-free packaging.

New!

Skin Resurfacing Cleanser
retail and professional
Antioxidant HydraMist
retail and professional
Dynamic Skin Recovery SPF30
retail and professional
MAP-15 Regenerator™
retail
Renewal Lip Complex
retail
AGE Smart Complex
professional
MultiVitamin Power Concentrate
retail
MultiVitamin Power Recovery® Masque
retail and professional
MultiVitamin Power Firm
retail and professional
Super Rich Repair
retail and professional
Power Rich™
retail
Improved! MultiVitamin Power Exfoliant
professional

For your professional skin treatments, you may also select from our current line of professional products that assist in treating skin aging:

Revitalizing Additive
professional
Replenishing Botanical Mixer
professional
Contour Masque
professional
**Argine/Lysine Polypeptide**
A peptide that acts as a sugar trap, binding free sugar that would react with proteins to form AGEs. Provides an anti-glycation effect.

*Antioxidant HydraMist, Dynamic Skin Recovery SPF30, Super Rich Repair, Renewal Lip Complex, AGE Smart Complex*

**Camellia Sinensis (White Tea)**
An antioxidant with the highest concentration of polyphenols to defend against ROS (free radicals). Acts as an anti-inflammatory and inhibits MMPs.

*Antioxidant HydraMist, Dynamic Skin Recovery SPF30, AGE Smart Complex*

**Dipotassium Glycyrrhizate (Licorice)**
The active component of Licorice; rich in polyphenols that act as antioxidants, inhibit MMPs, control the formation of AGES and calm skin.

*Antioxidant HydraMist, MultiVitamin Power Recovery® Masque, Power Rich™*

**Genistein**
An active Soy Isoflavonoid that helps inhibit MMPs, stimulates production of Hyaluronic Acid and collagen, quenches ROS (free radicals), reduces inflammation, protects against UV-induced photodamage and acts as an anti-glycation to fight collagen cross-linking.

*Super Rich Repair*

**Glucosamine**
Helps stimulate collagen production, controls the formation of AGES, inhibits melanin formation, inhibits MMPs, stimulates Hyaluronic Acid and defends against ROS.

*Antioxidant HydraMist, MAP-15 Regenerator,™ Dynamic Skin Recovery SPF30*
Glycine Soya Protein (Soy)
An amino acid-rich extract that helps smooth skin, aids in wound healing, stimulates elastin and collagen synthesis and increases oxygen in tissues.
Dynamic Skin Recovery SPF30, AGE Smart Complex

Lactic Acid
An alpha hydroxy acid that helps resurface and retexturize skin. Also helps stimulate cell turnover to assist in skin’s natural exfoliation process, moisturize and brighten skin tone.
Skin Resurfacing Cleanser, Antioxidant HydraMist, Renewal Lip Complex, MultiVitamin Power Exfoliant

Magnesium Ascorbyl Phosphate (MAP)
Helps inhibit MMPs, stimulates collagen synthesis and acts as an anti-inflammatory.
Antioxidant HydraMist, MAP-15 Regenerator™

Palmitoyl Tripeptide-5
Helps stimulate collagen synthesis, firm skin and override the effects of MMPs.
Antioxidant HydraMist, Dynamic Skin Recovery SPF30, Super Rich Repair

Retinyl Palmitate (Vitamin A)
Helps stimulate collagen and reverse the signs of photoaging. Also helps increase skin elasticity.
Antioxidant HydraMist, MultiVitamin Power Recovery® Masque, Power Rich™ MultiVitamin Power Exfoliant

Yeast Extract
Helps stimulate elastin and collagen synthesis, helps smooth skin, aids in wound healing and increases oxygen utilization in skin tissues.
MAP-15 Regenerator, Dynamic Skin Recovery SPF30, Super Rich Repair
new! skin resurfacing cleanser

Mature or prematurely-aging skin.

A dual-action exfoliating cleanser containing Lactic Acid that smoothes, retexturizes and delivers ultra-clean skin. Use of this cleanser prepares skin for maximum penetration of AGE Smart™ active ingredients.

- Convenient two-in-one product thoroughly cleanses and exfoliates skin in one easy step.
- Retexturizes skin by accelerating cell turnover.
- Fortifies skin's natural moisture barrier.

- Lactic Acid is an alpha hydroxy acid that exfoliates surface cells leaving a smoother, polished surface that is receptive to subsequent active ingredients. Also helps hydrate and brighten.
- Tocopheryl Acetate (Vitamin E) is an antioxidant that conditions and enhances skin softness while fortifying skin's natural moisture barrier.
- Soothing Rose Flower Oil calms skin sensitivity.

1. Perform the Dermalogica Double Cleanse that begins with PreCleanse.
2. Pour a small amount of Skin Resurfacing Cleanser onto dampened hands and work into a light lather.
3. Apply to dampened face and throat, massaging with light, upward strokes for at least 30 seconds, avoiding the eye area.
4. Rinse thoroughly with warm water.
5. Use Skin Resurfacing Cleanser once or twice a day depending on skin sensitivity. Follow with Antioxidant HydraMist and Dynamic Skin Recovery SPF30 when used in the morning.

1. Perform the Dermalogica Double Cleanse that begins with PreCleanse. Note: Upon beginning second cleanse with Skin Resurfacing Cleanser, steam may be used to facilitate the cleansing process by further softening the skin.
3. Lather Skin Resurfacing Cleanser and apply with a flowing effleurage, spreading movement over the entire face, throat and upper décolleté, avoiding the eye area. Ensure slip-and-glide by combining with water or customizing with Replenishing Botanical Mixer.
4. The routine should commence with rhythmic roll-patting strokes, paying careful attention to areas of congestion (including the center of the nose, chin and forehead).
5. Damp sponges, steam towels customized with Replenishing Botanical Mixer or The Sponge Cloth should be used to remove all traces of cleanser.

Do not use on skin that is sunburned, irritated, sensitive, has cuts or abrasions, or has recently been waxed.
Mature or prematurely-aging skin.

A refreshing antioxidant shield with flash-firming properties to improve skin texture, quench damaging free radicals and intensely hydrate alipoid, dehydrated skin.

- Supplements skin’s protective barrier by creating an active antioxidant shield to fight damaging Reactive Oxygen Species (ROS, also known as free radicals).
- Creates instant firming action to lift and tighten the skin.
- Helps prevent the signs of aging caused by Advanced Glycation End-products (AGEs – a damaging by-product of sugar/protein reactions in the skin).
- Encourages firmness and elasticity to help reduce the appearance of fine lines.
- Hydrates skin to reduce the appearance of fine lines associated with dryness.

- Arginine/Lysine Polypeptide is a peptide that acts as a sugar trap, binding sugar to itself to help prevent the formation of AGEs: a sugar-protein molecule that leads to stiff, cross-linked collagen.
- Magnesium Ascorbyl Phosphate (MAP) is a non-acidic, stable form of Vitamin C that stimulates collagen information, provides critical antioxidant protection and inhibits MMP enzymes that contribute to collagen breakdown.
- Palmitoyl Tripeptide-5 stimulates collagen synthesis, helps firm skin and overrides the effects of MMPs. Activates Tissue Growth Factor (TGF), a peptide that is required in its active state for collagen production to occur.
- Bambusa (Bamboo) Vulgaris Extract and Pisum Sativum (Pea) Extract help stimulate Hyaluronic Acid formation for increased hydration and elasticity while tightening and firming skin.
- Glucosamine fights AGEs, stimulates formation of Hyaluronic Acid and collagen and inhibits melanin formation to help control age-related hyperpigmentation.
- Camellia Sinensis (White Tea) Leaf Extract, Dipotasium Glycyrrhizate (Licorice) and Beta-Glucan help calm and protect skin from damaging ROS while inhibiting collagen-degrading MMPs and the formation of AGEs in skin.

**at-home application**

1. Perform the Dermalogica Double Cleanse that begins with PreCleanse, followed by Skin Resurfacing Cleanser.
2. Spritz Antioxidant HydraMist directly onto face, throat and neck with eyes closed.
3. Follow with MAP-15 Regenerator™ and Dynamic Skin Recovery SPF30 or your prescribed Dermalogica Moisturizer.
4. Can also be used as a refreshing spritz over make-up or bare skin throughout the day.

**professional application**

1. Perform the Dermalogica Double Cleanse that begins with PreCleanse, followed by Skin Resurfacing Cleanser.
2. Spritz Antioxidant HydraMist onto the face, throat and upper chest evenly in an arc-like motion. Ensure the eyes are closed.
3. Gently press excess product into skin. Skin should remain damp following application, allowing even absorption of AGE Smart products.

Optional: After application of MultiVitamin Power Recovery® Masque, dampen gauze with Antioxidant HydraMist, then cover face and neck, tenting over nose and mouth area. Apply Contour Masque with a spatula all over face and neck, and even over the eye area for a soothing/firming eye treatment.
Mature or prematurely-aging skin.

A powerful masque of concentrated antioxidant vitamins to help skin recover from damage while enhancing barrier properties and promoting healthy tissue regeneration.

**Benefits**
- Increases elasticity and aids in collagen synthesis, restoring suppleness.
- Antioxidant vitamins help repair daily damage caused by Reactive Oxygen Species (ROS, also known as free radicals).
- Botanicals help soothe and calm stressed skin.

**Key Ingredients**
- Retinyl Palmitate (Vitamin A), Ascorbyl Palmitate (Vitamin C), Tocopheryl Acetate (Vitamin E), Linoleic Acid (Vitamin F, an essential fatty acid) and Panthenol (Pro-Vitamin B₅) help repair and restore damaged skin.
- Avena Sativa (Oat) Kernel Extract acts as an anti-inflammatory while moisturizing, soothing and calming.
- Panthenol (Pro-Vitamin B5) aids in skin repair and hydration.
- Nutrient-rich Algae Extract moisturizes and softens skin.
- Glycyrrhiza Glabra (Licorice) Root Extract, Symphytum Officinale (Comfrey) Rhizome/Root Extract and Arctium Majus (Burdock) Root Extract soothe and calm skin while decreasing sensitivity.

**Professional Application**
1. Press several drops of AGE Smart™ Complex onto skin.
2. Apply a thin, even layer of MultiVitamin Power Recovery® Masque with the Fan Masque Brush, neck and eye area.
3. Cover face and neck with gauze that has been dampened with Antioxidant HydraMist, tenting over the nose and mouth area.
4. Apply Contour Masque with a spatula all over face and neck and over the eye area for a soothing/firming eye treatment. Leave the nostrils and mouth free, allowing client to breathe comfortably. Allow to set for 20 minutes.
5. If it is required to limit the total treatment time to 60 minutes, this step can be simplified by applying AGE Smart Complex followed by MultiVitamin Power Recovery Masque. Remove after 10 minutes.

**At-Home Application**
1. Apply to cleansed face and throat, avoiding the eye area.
2. Allow masque to absorb for 10 to 15 minutes.
3. Gently rinse with warm water or remove with The Sponge Cloth.

**Ensure client is not claustrophobic or highly anxious before applying Contour Masque.**
Mature or prematurely-aging skin.

A revolutionary powder-to-emulsion treatment that delivers the highest concentration of Magnesium Ascorbyl Phosphate (MAP) directly into the skin, dramatically improving skin firmness and clarity.

- Stimulates collagen production to firm and brighten skin tone.
- Helps prevent the signs of aging caused by Advanced Glycation End-products (AGEs – a damaging by-product of sugar/protein reactions in the skin).
- Concentrated antioxidant neutralizes Reactive Oxygen Species (ROS, also known as free radicals).
- Silky emulsion glides gently over skin for efficient application.

- Magnesium Ascorbyl Phosphate is a non-acidic, stable form of Vitamin C that stimulates collagen formation in the skin while providing antioxidant protection, inhibiting melanin formation and inhibiting MMP enzymes that contribute to collagen degradation.
- Camellia Sinensis (White Tea) Extract protects against ROS, helps control the formation of AGEs in skin and inhibits MMPs.
- Hyaluronic Acid provides intense skin hydration.
- Glucosamine fights AGEs while stimulating Hyaluronic Acid and collagen formation in skin.
- Yeast Extract helps stimulate wound healing, collagen formation and increases oxygen utilization in skin.

1. To use as a spot treatment, dispense a small amount onto fingertip and blend into skin on areas where signs of aging are prominent, such as the eye and mouth areas, until product melts into the skin. May be applied under or over prescribed Dermalogica Moisturizer.
2. As an all-over treatment, mix a pea-sized amount into prescribed Dermalogica Moisturizer and apply to entire face and throat.
Mature or prematurely-aging skin.

This formulation of pure, concentrated vitamins A, C and E helps reverse the signs of premature aging while defending against future free radical damage.

- Delivers a pure, concentrated dose of antioxidant vitamins that help defend against Reactive Oxygen Species (ROS, also known as free radicals) while Retinyl Palmitate (Vitamin A) helps restore elasticity, firmness and promotes healthy tissue regeneration.
- Increases moisture content and stimulates collagen synthesis, helping to reduce signs of aging and environmental stress.
- Soothing botanical extracts help calm and restore skin.
- Individually sealed capsules ensure product freshness.

- Retinyl Palmitate (Vitamin A) helps reverse the signs of premature aging while stimulating collagen and elastin synthesis to increase elasticity, strengthen and firm skin.
- Ascorbic Acid (Vitamin C, an antioxidant) stimulates collagen formation to firm and strengthen skin.
- Tocopheryl Acetate (Vitamin E, an antioxidant) smoothes skin while defending against ROS.
- Citrus Grandis (Grapefruit) Peel Oil, Citrus Aurantifolia (Lime) Oil, Citrus Aurantium Dulcis (Orange) Peel and Citrus Nobilis (Mandarin Orange) Peel Oil soothe and calm skin.

1. Twist or snip open capsule and squeeze onto fingertips.
2. Gently massage over cleansed face, throat and eye area, avoiding the eyelids.
3. Follow with Dynamic Skin Recovery SPF30 or prescribed Dermalogica Moisturizer.

For external use only.
Mature or prematurely-aging skin.

Achieve absolute hydration and defense against the contributing causes of skin aging with this medium-weight, emollient daily moisturizer with SPF30.

- Enhances the skin’s natural ability to fight skin-aging Reactive Oxygen Species (ROS, also known as free radicals).
- Helps prevent the signs of aging caused by Advanced Glycation End-products (AGEs – a damaging by-product of sugar/protein reactions in the skin).
- Regulates the formation of collagen-degrading MMPs brought on by UV rays.
- Provides long-lasting hydration and reinforces skin’s natural moisture barrier.
- Provides critical protection from daylight exposure, yet blends smoothly into skin to create a perfected finish.

- Arginine/Lysine Polypeptide acts as a sugar trap, binding sugars in the body to itself to help prevent the formation of Advanced Glycation End-products (AGEs) that lead to stiff, cross-linked collagen.
- Palmitoyl Tripeptide-5 is a skin-firming peptide that overrides the inhibitory effects of MMPs on collagen synthesis. Activates Tissue Growth Factor (TGF), a peptide that is required in its active state for collagen production to occur.
- Glucosamine fights AGEs while stimulating formation of Hyaluronic Acid and collagen in skin. Inhibits melanin formation to help control age-related hyperpigmentation.
- Yeast Extract stimulates wound healing and collagen formation while increasing oxygen utilization in cells.
- Oenothera Biennis (Evening Primrose) Oil, a source of gamma linoleic acid, helps prevent skin sensitization by reinforcing skin’s natural barrier lipid layer and helps retain hydration levels.
- Colloidal Oatmeal and Chrysanthemum Parthenium (Feverfew) Extract calm irritated skin.
- Camellia Sinensis (White Tea) Leaf Extract protects against ROS while inhibiting collagen-degrading MMPs and the formation of AGEs in skin.

1. Apply liberally and evenly to face, throat and neck, preferably 30 minutes prior to sun exposure.
2. Use as your daily moisturizer for year-round protection against sun damage and free radicals.

1. Following the application of Antioxidant HydraMist, apply Dynamic Skin Recovery SPF30 evenly to the face, throat and neck and blend with fingertips to complete professional treatment.

For external use only, not to be swallowed. Avoid contact with eyes. If contact occurs, flush thoroughly with water. If irritation develops, discontinue use. Do not use on infants under 6 months old.
**super rich repair**

Chronically dry, mature or prematurely-aging skin.

A super-concentrated, heavy-weight cream that combats chronically dry, dehydrated and prematurely-aging skin conditions while it repairs and protects. As the richest Dermalogica Moisturizer, it soothes, hydrates and replenishes even the thirstiest skin while acting as a protective salve to fight extreme cold and dry environmental conditions.

- Stimulates collagen synthesis and Hyaluronic Acid production to help repair prematurely-aging skin.
- Smooths fine dryness lines and helps restore elasticity.
- Replenishes barrier lipids while moisturizing skin.
- Soothes and insulates skin from extreme environmental elements while fighting inflammation.

- Arginine/Lysine Polypeptide is a peptide that acts as a sugar trap, binding sugars in the body to itself to help prevent the formation of AGEs: a sugar-protein molecule that leads to stiff, cross-linked collagen.
- Oenothera Biennis (Evening Primrose) Oil, Borago Officinalis (Borage) Seed Oil, Simmondsia Chinensis (Jojoba) Seed Oil, Butyrospermum Parkii (Shea Butter), Coconut Oil and Tocopheryl Acetate (Vitamin E) help reduce trans-epidermal water loss and prohibit potentially-irritating environmental pollutants from entering the skin.
- Madecassoside inhibits inflammatory mediators while treating inflammation.
- Palmitoyl Tripeptide-5 stimulates collagen synthesis, firms skin and overrides the effects of MMPs.
- Genistein is an active Soy Isoflavonoid that scavenges free radicals while stimulating collagen and Hyaluronic Acid production.
- Colloidal Oatmeal, Zinc Oxide and Avena Sativa (Oat) Kernel Extract soothe while providing anti-itch relief to chronically dry skin.

1. Apply **Super Rich Repair** to entire face and throat or concentrate on areas of dryness.
2. To ensure sun protection in the morning, apply under **Dynamic Skin Recovery SPF30**.
3. Can be mixed with a small amount of **MAP-15 Regenerator™** for additional all-over reparative benefits.

1. For chronically dry skin conditions, apply **Super Rich Repair** alone or underneath **Dynamic Skin Recovery SPF30** evenly over the entire face, throat and neck and then blend with fingertips.
Mature or prematurely-aging skin.

A potent moisturizing treatment that stimulates collagen production, helping to increase firmness and elasticity. A blend of multivitamins and active botanicals that includes Red Seaweed, Rice Extract, Soy Protein Phytoestrogens, Kukui Nut and Licorice hydrates, exfoliates and helps reverse the signs of premature aging.

- Treats the most common concerns associated with changing skin or skin aging.
- Stimulates cell renewal rates, treats environmentally-induced prematurely-aging skin and enhances cell turnover while reinforcing the skin’s ability to combat dehydration.

- Palmitoyl Pentapeptide-3 is a synthetic protein fragment that stimulates collagen synthesis in the skin and the formation of skin glycosaminoglycans (i.e. Hyaluronic Acid).
- Glucosamine HCl controls the formation of Advanced Glycation End-products (AGEs – a damaging by-product of sugar/protein reactions in the skin) while stimulating the formation of Hyaluronic Acid and collagen.
- Inhibits melanin formation to help control hyperpigmentation and stimulate exfoliation.
- Corallina Officinalis Extract is a Red Seaweed Extract, rich in calcium ions, that helps promote adherence of desmosome attachments between cells, firming skin.
- Yeast Extract, derived from unicellular plants, is a component of the acid-free exfoliator skin modulator system. Stimulates cell renewal and is a rich source of Beta-Glucan, an immune system stimulant for the skin.
- Oryza Sativa (Rice) Bran Extract, an extract derived from the outer husk of the rice kernel, is rich in phytic acid to aid in softening and exfoliating.

1. Smooth Power Rich over cleansed skin morning and night, concentrating on areas of visible aging to restore resilience and strength.
2. After applying Power Rich to the skin, allow to absorb for one minute. In the morning, apply Dynamic Skin Recovery SPF30 after Power Rich and before make-up application.
Mature or prematurely-aging skin.

Combat visible lines around the eye area with this powerful firming complex of skin-rebuilding antioxidant vitamins, protective Organic Silicones and Red Seaweed Extract.

- Helps repair the signs of premature aging with an infusion of multivitamins.
- Increases skin elasticity and firmness by stimulating collagen synthesis and reinforcing cell to cell linkages.
- Scavenges dangerous free radicals to help protect skin from environmental stress.
- Protects against moisture loss to minimize fine lines associated with dehydration.

- Retinyl Palmitate (Vitamin A), Ascorbic Acid (Vitamin C) and Tocopheryl Acetate (Vitamin E) accelerate skin’s natural repair process, strengthen elasticity and improve smoothness while defending against Reactive Oxygen Species (ROS, also known as free radicals).
- Corallina Officinalis (Red Seaweed) Extract helps firm skin, reducing the appearance of fine lines.
- A protective shield of Organic Silicones helps prevent moisture loss and protects vulnerable skin.
- Camellia Sinensis (Green Tea) Leaf Extract provides protection against ROS while soothing skin and inhibiting MMPs.

1. Smooth around the eye area, concentrating on areas of visible aging, morning and night.
2. For optimum results against the major causes of aging, pat a small amount of MAP-15 Regenerator™ around eye area prior to MultiVitamin Power Firm application.

Following the application of Antioxidant HydraMist, apply MultiVitamin Power Firm around the eye area, using the ring finger.

Optional: Prior to application of MultiVitamin Power Exfoliant, apply a small amount of MultiVitamin Power Firm over the lip area.
new! renewal lip complex

All skin conditions.

A daily lip treatment that restores delicate tissue, minimizes contour lines and helps prevent the signs of aging.

- Minimizes contour lines and smoothes rough, uneven lips.
- Prevents the signs of aging caused by Advanced Glycation End-products (AGEs — a damaging by-product of sugar/protein reactions in skin).
- Superior conditioning lasts hours beyond application and is ideal for wearing alone or as a smoothing primer before lipstick application.

- Arginine/Lysine Polypeptide is a peptide that acts as a sugar trap, binding sugar in the body to help prevent the formation of AGEs.
- Palmitoyl Oligopeptide is a peptide molecule that conditions skin and stimulates collagen formation to minimize fine lines.
- Theobroma Cacao (Cocoa) Seed Butter, Persea Gratissima (Avocado) Oil, Oryza Sativa (Rice) Bran Oil, Triticum Vulgare (Wheat) Germ Oil and Butyrospermum Parkii (Shea Butter) are emollient and vitamin-rich plant lipids that smooth and condition lip tissue while helping to prevent dehydration.
- Hyaluronic Acid, which holds over a thousand times its weight in water, provides maximum skin hydration for delicate lip tissue.

1. Apply directly to lips at least two times a day.
2. Apply more frequently in periods of dryness or environmental exposure.
new! AGE smart™ complex

Mature or prematurely-aging skin.

A highly-concentrated professional treatment that smoothes skin texture and reinforces skin’s natural protective barrier while helping to prevent and correct the signs of aging well beyond the professional treatment.

- Encourages firmness and elasticity to help reduce the appearance of fine lines.
- Prevents the signs of aging caused by Advanced Glycation End-products (AGEs – a damaging by-product of sugar/protein reactions in skin).
- Stimulates cell turnover and cell renewal without disturbing the skin’s pH balance.
- Product continues to work once client leaves the treatment room.
- Product penetration may be enhanced when used in conjunction with galvanic current.

- Arginine/Lysine Polypeptide is a peptide that acts as a sugar trap, binding sugar to help prevent the formation of AGEs.
- Palmitoyl Oligopeptide, Palmitoyl Tetrapeptide-7 and Palmitoyl Tripeptide-5 are peptide molecules that condition skin while stimulating collagen and elastin production. Firms skin by over-riding the inhibitory effects of MMPs on collagen synthesis. Activates tissue growth factor (TGF), a peptide that is required in its active state, for collagen production to occur.
- Glycine Soja (Soybean) Protein is a potent antioxidant that fights Reactive Oxygen Species (ROS, also known as free radicals), reduces inflammation, inhibits collagen-degrading enzymes (MMPs) and stimulates new collagen synthesis while inhibiting the formation of AGEs.
- Wheat Protein provides firming properties to the skin.
- Camellia Sinensis (White Tea) Leaf Extract, rich in polyphenols, protects skin from ROS while inhibiting collagen-degrading MMP enzymes and the formation of AGEs.
- Saccharomyces Cerevisiae Extract, an extract of Yeast, is a rich source of vitamins, enzymes and proteins that stimulate wound healing, collagen formation and increase oxygen utilization in cells.

1. Press 6 to 10 drops onto skin followed by 2 drops of Revitalizing Additive to perform Dermalogica’s Energizing Massage for the Face movements for 10 minutes.
2. Apply a thin layer of MultiVitamin Power Recovery® Masque over face, neck and eye area.
3. Additional AGE Smart Complex can be pressed into skin prior to moisturizer application.

Optional: For increased product penetration, perform Iontophoresis for 4-7 minutes with AGE Smart Complex under Colloidal Masque Base.
improved! multivitamin power exfoliant

For dry, dehydrated, sun-damaged, mature or prematurely-aging skin.

A maximum strength exfoliant in a lipid base for optimal skin smoothness with minimal irritation. Our improved formula now contains a 15% Salicylic Acid concentrate to provide faster, more intense exfoliation and delivery of treatment room results. This formula effectively removes dulling surface debris from the Stratum Corneum, revealing a fresher-looking, healthier new layer of skin and improves penetration of subsequent active ingredients.

- Contains a higher, more effective concentration of Salicylic Acid for optimum exfoliation.
- New packaging can be resealed for multiple treatment use.
- BioActivity Score is 25.
- Unique lipid base allows for massage application and maximum penetration while minimizing client sensitivity.

- Retinol (Vitamin A) normalizes and exfoliates skin.
- Ascorbyl Palmitate (Vitamin C) and Tocopheryl Acetate (Vitamin E) stimulate collagen production and provide antioxidant protection while smoothing skin.
- Lactic Acid removes dulling surface debris to help reverse the signs of environmentally-damaged skin and brighten skin tone. Stimulates restoration of lipid barrier.
- Salicylic Acid (15%), a beta hydroxy acid, optimizes exfoliation of skin cells.

1. Twist open applicator tube and dispense fluid onto face with light, circular movements. Replace cap if all of product is not used.
2. Use carefully around the eye and lip areas to avoid direct contact with the eyes and mouth. A thin layer of Colloidal Masque Base can be applied to protect eye and lip areas.
3. Lightly massage product over skin with fingertips. Pay special attention to areas of visual dryness, fine lines and sun damage.
4. For sensitive skin: Leave on for 3 to 5 minutes. Do not use steam. For coarser skin: Leave on for 4 to 7 minutes. Use of steam is optional.
5. Assess the skin throughout the treatment. Remove immediately if discomfort or irritation is severe.
6. Dampen gauze with cold water to remove Multivitamin Power Exfoliant. To ensure complete removal, perform the Dermalogica Double Cleanse that begins with PreCleanse and follows with Special Cleansing Gel. Remove with a steam towel.
7. Follow with AGE Smart™ Complex.

Note: Multivitamin Power Exfoliant must be removed with the Dermalogica Double Cleanse that begins with PreCleanse and follows with Special Cleansing Gel or UltraCalming Cleanser (if skin is sensitive) to ensure proper removal of this oil-based product.

- We recommend that you perform a patch test prior to product application. Apply to a small, inconspicuous area (i.e. behind the ear) and leave on for 10 minutes. Cleanse off with PreCleanse followed by Special Cleansing Gel and check for extreme redness or irritation.
- Clients using Retin-A, Renova, Adapalene or any other exfoliating product must discontinue use at least two weeks before undergoing treatment. Clients who are taking Accutane or have taken Accutane within the past 6 months should not receive any exfoliation treatments. Do not perform exfoliation on sunburned or irritated skin, or skin that has been waxed within 24 hours.
With 450 million baby boomers worldwide, it should come as no surprise that the skin care industry dedicates so much effort toward delivering products that will appeal to treating skin aging.

However, most products are positioned as “anti-aging” products that promise to minimize, and even erase, the manifestations of skin aging, such as wrinkles, rough texture, uneven pigmentation, dehydration and loss of elasticity.

But are consumers being misled? Yes, despite what advertisers promise through “face lifts in a box” that deliver the same results as professional surgery or injectables. And when clients self-select “anti-aging” products on the market, they may be unknowingly contributing more damage to their skin. The fragrances, artificial colors and dyes prominent in lines targeted at the baby boomer generation increase the sensitivity and dehydration already apparent in aging skin.

As a Professional Skin Therapist, you can help educate your clients on the authentic way to manage skin aging. The most successful way is through a two-phased approach: a customized AGE Smart product prescription and the AGE Smart professional skin treatment.

The AGE Smart Treatment, developed by The International Dermal Institute, is perfect for clients of all ages who are looking to control the biochemical manifestations that contribute to skin aging while benefiting from the immediate results that can only be delivered through a professional skin treatment.

Prescribe the AGE Smart Treatment based upon your Face Mapping® skin analysis. For additional assistance, refer to the Rapid Results chart on page 30.
In general, skin is smooth, bright and firm. Depending upon UV exposure and skin condition, there may be a few dehydration or expression lines around the eyes and mouth (the first signs of premature aging). However, skin cells are regenerating every 14-25 days, which helps keep skin looking healthy.

Program 1
For skin beginning to show signs of aging or to prep before a special event, prescribe the AGE Smart Treatment 3 times over a 2 month period (3 treatments = 2 months) specifically if the client wants to address any areas of photodamage that are beginning to surface. Otherwise, this series could be positioned seasonally (for example, in the fall after more daylight exposure has occurred).

Maintenance
After the series of treatments, prescribe the AGE Smart Treatment seasonally. If the client has specific areas of concern, prescribe MicroZone™ Treatments to target the eyes, lips, or prescribe the flash exfoliation treatment.

Key Products to Prescribe
Skin Resurfacing Cleanser, Antioxidant HydraMist, Dynamic Skin Recovery SPF30, Renewal Lip Complex, MultiVitamin Power Recovery® Masque, MultiVitamin Power Firm, MultiVitamin Power Concentrate. Keep in mind they may be supplementing their current regimen with AGE Smart.

Program 2
To defend the skin and reduce the signs of aging, prescribe the AGE Smart Treatment 3 times over a 3 week period (3 treatments = 3 weeks).

Maintenance
After the series of treatments, prescribe the AGE Smart Treatment once monthly.

Key Products to Prescribe

Program 3
Prescribe the AGE Smart Treatment 6 times over a 6 week period (6 treatments = 6 weeks).

Maintenance
After the series of treatments, prescribe the AGE Smart Treatment bi-weekly and then graduate to once per month.

Key Products to Prescribe
introduction

This is the most powerful Dermalogica treatment, specially created for clients concerned with premature aging, and the signs of photoaging and sun damage.

suggested menu copy

Are the signs of aging becoming more prevalent on your skin? Give it a revitalizing power boost with this treatment designed to help firm, smooth, nourish, regenerate and energize while controlling the biochemical triggers that lead to skin aging! Potent vitamin and hydroxy acid exfoliation resurfaces and retexturizes skin while energizing massage techniques release tension in the facial muscles for the ultimate in skin therapy for prematurely aging, mature or devitalized skin. The AGE Smart treatment is the perfect complement to your AGE Smart home care regimen and delivers the immediate results only available from a professional skin treatment.

contraindications

- If the client is using Retin-A, Renova, Adapalene or any other intensive prescribed exfoliating product, he/she must discontinue use at least 2 weeks before undergoing this treatment.
- Clients who are taking Accutane, or have taken Accutane within the past 6 months, should not receive any exfoliating treatments.
- Do not perform exfoliation on sunburned or irritated skin, or on skin that has been waxed within the past 24 hours.
- Dermalogica recommends performing a patch test prior to product application to ensure client’s skin will not become overly-sensitized by the exfoliating complex. Apply a small amount of MultiVitamin Power Exfoliant to a small, inconspicuous area (i.e. behind the ear) and leave for 10 minutes. Remove thoroughly with cold, wet gauze then PreCleanse and check for extreme redness or skin irritation. If the client experiences severe discomfort, remove exfoliant immediately, cleanse area thoroughly with PreCleanse and do not continue with MultiVitamin Power Exfoliant.

Note: Slight tingling, mild itching and some temporary skin redness are normal reactions to a highly active exfoliant and should be expected. Avoid any products or manual techniques which may cause irritation prior to or following the MultiVitamin Power Exfoliant. Mild skin treatments may be performed between MultiVitamin Power Exfoliant sessions.
step-by-step

All clients must complete the Face Mapping® Consultation Card. This will help you investigate the reasons behind your client’s skin concerns. This treatment procedure cannot be effectively carried out until this has been completed.

1. Review the Face Mapping Consultation Card, checking for any contraindications.

2. Remove eye and lip make-up with Soothing Eye Make-Up Remover. Or, for more stubborn eye make-up, use PreCleanse on damp cotton.


4. Perform second cleanse under steam with Skin Resurfacing Cleanser, adding a few drops of Replenishing Botanical Mixer. Remove all traces of cleanser with a warm steam towel or sponges, customizing your rinsing water by adding Replenishing Botanical Mixer.

5. Perform Face Mapping. Look for areas of premature aging, hyper- and hypopigmentation and general signs of sun damage. Check the zones over the forehead and upper cheek area, feel for irregular skin texture and hydration levels. Note what areas may indicate moles, freckles or irregular skin tissue that may need to be checked during follow-up treatments. Discuss with client the length of time that these manifestations may have been present on the skin and his/her sun protection regimen.

6. Twist open one applicator tube of MultiVitamin Power Exfoliant (BioActivity Score 25). One pump of Exfoliant Accelerator 35 (BioActivity Score 35) may be added for increased activity.

7. Dispense onto hands, spread product between hands and massage with fingertips over face, neck and chest with light, circular movements, focusing on areas of dryness, lines and wrinkles.

8. Perform fingertip rotations on any area where the client may be experiencing a slight tingling sensation or mild sensitivity to dissipate the feeling (for example, around the mouth and nose areas). MultiVitamin Power Exfoliant can be used around the eye area but contact with eyes must be avoided. A thin layer of Colloidal Masque Base can be applied to eye and lip areas if additional skin protection is required.
9. Allow exfoliant to remain on skin 4-7 minutes for a coarse skin condition, 3-5 minutes for more sensitive skin. For more sensitive skin, steam should be avoided. Constantly assess the client’s skin throughout the treatment and ask for feedback regarding sensations experienced.

Note: Do not leave client unattended while MultiVitamin Power Exfoliant is on the skin. Remove exfoliant immediately if discomfort or irritation is severe.

10. Dampen gauze with cold water to remove MultiVitamin Power Exfoliant. To ensure that all of MultiVitamin Power Exfoliant is removed thoroughly, perform the Dermalogica Double Cleanse that begins with PreCleanse and is followed by Special Cleansing Gel. Remove with a steam towel customized with Replenishing Botanical Mixer.


12. Apply a thin layer of MultiVitamin Power Recovery® Masque over face, neck and eye area. Additional AGE Smart Complex can be pressed into the skin prior to masque application if necessary. Cover face and neck with gauze, dampened with Antioxidant HydraMist, tenting over the nose and mouth area. Apply Contour Masque with a spatula over entire face and neck, including the eye area for a soothing/firming eye treatment, and leave on for 20 minutes.

Optional: If you need to limit the total treatment time to 60 minutes, this step can be simplified by applying AGE Smart Complex followed by MultiVitamin Power Recovery Masque. Remove after 10 minutes.

13. Complete the AGE Smart Treatment by spritzing with Antioxidant HydraMist, then applying MultiVitamin Power Firm around eyes and on lip area. Finish with Dynamic Skin Recovery SPF30 for daylight defense. Super Rich Repair or Power Rich™ may be layered underneath the Dynamic Skin Recovery SPF30 if additional hydration is required.
at-home application

Daily proper home care is essential for maximum results. Recommend the following daily regimen to maintain treatment benefits:

1. Perform the Dermalogica Double Cleanse with PreCleanse, followed by Skin Resurfacing Cleanser. Apply Skin Resurfacing Cleanser to dampened face and throat, massaging with light, upward strokes for at least 30 seconds.
2. Spritz Antioxidant HydraMist over face and throat with light, sweeping movements.
3. Use MAP-15 Regenerator™ as a spot treatment by dispensing a small amount onto fingertip and applying to areas where visible signs of aging are prominent, such as the eyes and around the mouth. For additional antioxidant protection, apply MultiVitamin Power Concentrate by twisting open the capsule and applying the contents onto the fingertips then lightly massaging onto skin. This can be applied morning and night or just once a day if preferred.
4. Apply MultiVitamin Power Firm or Power Rich™ to the eye area and follow by applying Renewal Lip Complex to lips. Finish the regimen with Dynamic Skin Recovery SPF30 during the day and Super Rich Repair or Power Rich at night.
   optional: For an all-over brightening and firming boost, mix a small amount of MAP-15 Regenerator with recommended Dermalogica Moisturizer.

weekly maintenance

1. If additional exfoliation is desired, use Gentle Cream Exfoliant twice weekly to remove dulling surface debris.
2. MultiVitamin Power Recovery® Masque should be applied after exfoliation, and when required to calm and nourish the skin.
If you think the baby boomer generation has a lot of time on their hands, think again. This generation is changing the way we look at healthy aging of mind and body, and baby boomers are just as active and time-compressed as your clients in their 20s and 30s.

Often times, clients want a quick, targeted solution to an immediate skin care concern, such as a bothersome breakout, tired eyes or dull, lackluster skin, without surrendering to the full 60-minute treatment.

For this reason, Dermalogica is introducing MicroZone Treatments: the 20-minute, high-intensity, accelerated version of the core Dermalogica skin treatment that takes place in a 1/3 of the time!

MicroZone Treatments are ideal for every kind of client: new clients, return clients, mature clients, men, teens and tweens. They provide a true skin care solution in just 20 minutes, and provide the ideal setting for you to prescribe a Dermalogica home regimen of products that will maintain the results.

The following MicroZone Treatments focus on the treatment of skin aging. There are limitless MicroZone Treatments available, and you can learn them all in the MicroZone Treatments class.
introduction

Designed to firm and tone the eye area, this treatment helps diminish fine lines, reduce puffiness and soothe irritated, tired eyes. It can be performed alone as a MicroZone™ Treatment or incorporated into the AGE Smart Treatment prior to the masque.

suggested menu copy

Firm, tone and brighten your tired eyes with our unique blend of peptides, firming proteins and therapeutic vitamins. Our gentle exfoliation will remove dulling debris, while a calming masque will help soothe and revitalize skin.

contraindications

Check your Face Mapping® Consultation Card for any skin or medical conditions that might contraindicate a client to the treatment.

step-by-step

All clients must complete the Face Mapping Consultation Card. This will help you investigate the reasons behind your client’s skin concerns. This treatment procedure cannot be effectively carried out until this has been completed.

1. Complete a Face Mapping Consultation Card, checking for any contraindications. (1 minute)
2. Remove all traces of eye make-up with Soothing Eye Make-Up Remover, or for stubborn make-up use PreCleanse on damp cotton. Remove with warm esthetic wipes. (2 minutes)
3. Look for milia, fine lines, dehydration, puffiness and pigmentation. (1 minute)
4. Mix ¼ teaspoon of Daily Microfoliant® with warm water in a jelly cup to a smooth paste. Apply to the orbital eye area with Fan Masque Brush. optional: You can use electric brushes, utilizing the small round attachment, to gently work Daily Microfoliant around the eyes. Remove thoroughly with warm esthetic wipes or damp cotton. (4 minutes)
5. Apply AGE Smart Complex to eye area and perform Pressure Point or Lymphatic Drainage Massage movements. (5 minutes)
6. Mix MultiVitamin Power Recovery® Masque with 4 drops of AGE Smart Complex a jelly cup and apply to the eye area using Fan Masque Brush. Galvanic Iontophoresis can be performed around the eye area over the masque if your galvanic appliance has a smaller electrode designed for smaller area (i.e. a ball electrode), or use Microcurrent with feathering techniques. (2 minutes)
7. Dampen eye gauze with Antioxidant HydraMist and cover the eyes. (3 minutes)
8. Remove gauze and rinse off the masque using warm esthetic wipes. (1 minute)
9. Spritz Antioxidant HydraMist onto your fingertips and press around the eye area. Complete the treatment with an application of MultiVitamin Power Firm around the eye area. (1 minute)

key products to recommend

Soothing Eye Make-Up Remover
Power Rich™
MultiVitamin Power Firm
MAP-15 Regenerator™
MultiVitamin Power Recovery Masque
Antioxidant HydraMist
introduction

Designed to resurface and brighten the skin to help diminish the appearance of fine lines and improve elasticity, tone and texture, this treatment is for a client new to Dermalogica or the professional skin treatment or the client that does not have time for the full AGE Smart Treatment but is still looking for an effective exfoliation treatment.

suggested menu copy

Firm, tone and brighten skin with this maximum strength exfoliation treatment. Hydroxy acids remove dulling surface debris to help reverse the signs of aging while a nourishing cocktail of vitamins, botanical extracts and conditioning agents help soothe and restore skin to optimal health.

contraindications

- If client is using Retin-A, Renova, Adapalene or any other intensive prescribed exfoliating product, he/she must discontinue use at least 2 weeks before undergoing this treatment.
- Clients who are taking Accutane, or have taken Accutane within the past 6 months, should not receive any exfoliation treatments.
- Do not perform exfoliation on sunburned or irritated skin, or on skin that has been waxed within the past 24 hours.

step-by-step

1. Complete a Face Mapping® Treatment Consultation Card, checking for any contraindications. (1 minute)
2. Cleanse with Skin Resurfacing Cleanser. Remove all traces of cleanser with a steam towel or warm esthetic wipes. (3 minutes)
3. Wipe with Post Extraction Solution and look for areas of premature aging, hyper- and hypopigmentation and general signs of sun damage. (1 minute)
4. Twist open one applicator tube of MultiVitamin Power Exfoliant. Dispense onto hands, spread product between hands and apply to face, neck and chest. Using light effleurage movements, massage MultiVitamin Power Exfoliant over the neck area and onto the face using small, circular movements, focusing on areas of dryness, lines and wrinkles. (7-10 minutes)
5. Remove with dry gauze then cleanse off with PreCleanse. Remove with warm esthetic wipes or a hot steam towel customized with Replenishing Botanical Mixer. (3 minutes)
6. Apply Daily Resurfacer then spritz Antioxidant HydraMist over face and neck. Apply MultiVitamin Power Firm to the eye area. (2 minutes)
7. Apply AGE Smart Complex and followed by Dynamic Skin Recovery SPF30. (1 minute)

key products to recommend

Skin Resurfacing Cleanser
Antioxidant HydraMist
Gentle Cream Exfoliant
Daily Resurfacer
MultiVitamin Power Firm
Dynamic Skin Recovery SPF30
introduction

The AGE Smart Hand Repair treatment combines maximum strength exfoliation with the intensely-moisturizing effects of a paraffin wax bath to help reduce the appearance of premature aging and smooth away dull, rough skin. You can incorporate this treatment as an addition to a service (it works especially well when combined with the AGE Smart Treatment) or you can offer it alone, adding some reflexology of both the hands and feet to make a 45-minute treatment.

suggested menu copy

The first place to show the signs of aging are the hands – so now is the time to help them recover and help protect against future damage! This treatment includes maximum strength exfoliation, plus the deep moisturizing benefits of a soothing paraffin bath that leaves you with ultra-smooth hands. The result is instant hydration and repair for dry, chapped or prematurely-aging hands.

contraindications

Do not perform this treatment over any cuts or abrasions, or on clients with nail disorders or infectious skin diseases. Check your Face Mapping® Treatment Consultation Card for any skin or medical conditions that might contraindicate a client to the treatment.

step-by-step

1. Complete a Body Mapping® Consultation Card for the hands only, checking for any contraindications. (1 minute)
2. Cleanse the hands with Skin Resurfacing Cleanser and remove with a steam towel customized with Replenishing Botanical Mixer. (2 minutes)
3. Look for dehydration, cuts, abrasions or sun damage on the hands. (1 minute)
4. Twist open one bulb of MultiVitamin Power Exfoliant. Dispense and apply ½ of the contents onto the palms of the hands and massage using light effleurage movements for maximum benefits. (7 minutes)
5. Remove the exfoliant with dry gauze and cleanse the hands with Conditioning Body Wash lathered in The Ultimate Buffing Cloth. Remove with a steam towel. Dry the hands. (2 minutes)
6. Dip the hands in to a paraffin bath. Place them in plastic liners and finish with toweling mitts. Leave on for 5 minutes.
7. Remove paraffin wax and apply 1 capsule of MultiVitamin Power Concentrate to the hands. Follow with MultiVitamin Hand and Nail Treatment. For daylight defense, apply MultiVitamin BodyBlock SPF20 or customize MultiVitamin Hand and Nail Treatment with a pea-sized amount of Solar Defense Booster SPF30. (2 minutes)

key products to recommend

MultiVitamin Hand and Nail Treatment
MultiVitamin BodyBlock SPF20
MultiVitamin Power Concentrate
Exfoliating Body Scrub
Conditioning Body Wash
The Ultimate Buffing Cloth
introduction

Designed to smooth, condition and restore rough, uneven lips, for a healthier smile. Treatment can be performed alone as a MicroZone™ Treatment or incorporated into the AGE Smart Treatment prior to the masque.

suggested menu copy

Be remembered for your healthy smile with this smoothing, conditioning treatment for an area that’s often ignored – the lips!

step-by-step

1. Remove all traces of lip make-up with Soothing Eye Make-Up Remover.
2. Mix 1/4 teaspoon of Daily Microfoliant® with warm water and mix into a smooth paste, then massage on and around the lip area with a small Esty Brush attachment. Remove thoroughly with damp sponges or cotton.
3. Dry the area. Apply 4 drops of the AGE Smart Complex around the lips and perform a Pressure Point or Lymphatic Drainage massage.
4. Customize MultiVitamin Power Recovery® Masque with 4 drops of AGE Smart Complex in a jelly cup and apply a thin layer over the mouth area with Fan Masque Brush.
5. Dampen face gauze with Antioxidant HydraMist and place over the mouth and lip area. Mix Contour Masque as directed and apply over the gauze with a spatula.
6. Allow it to set for 5-6 minutes, remove the masque, gauze and any residue with a cool steam towel or warm esthetic wipes.
7. Spritz Antioxidant HydraMist over the mouth and lip area to prepare.
8. MAP-15 Regenerator™ can be applied to areas of hyperpigmentation, particularly on the upper lip. For daylight defense, Dynamic Skin Recovery SPF 30 can be applied around the mouth area.
9. Complete the treatment with an application of Renewal Lip Complex to lips to seal in moisture.

key products to recommend
Soothing Eye Make-Up Remover
MAP-15 Regenerator
Daily Microfoliant
MultiVitamin Power Recovery Masque
Renewal Lip Complex
1. How is the AGE Smart™ system different from Dermalogica’s current line of MultiVitamin treatment products?

Dermalogica’s MultiVitamin products contain high levels of antioxidant vitamins to focus specifically on age prevention and defense against ROS. The AGE Smart line takes the prevention concept two steps further by also addressing AGEs and MMPs. AGE Smart provides a comprehensive system that combats the main causes of skin aging. By combining new AGE Smart products with existing MultiVitamin products, your client will be in the best position to combat the signs of aging.

2. What kind of client is the AGE Smart system for?

AGE Smart is ideal for any client of any age who wants to control the structural manifestations associated with skin aging while treating the signs of skin aging. Review the chart on page 30 of this Training Manual to determine which products will work best for each client.

3. What products should I prescribe to a client concerned with skin aging but has oily skin?

Almost all the products in the AGE Smart system are universal for varying skin conditions due to their treatment nature. However, you should prescribe a moisturizer appropriate for oily skin, such as Oil Control Lotion, Active Moist and/or Oil Free Matte Block SPF20. Prescribing Skin Resurfacing Cleanser, Antioxidant HydraMist, MultiVitamin Power Recovery® Masque, MAP-15 Regenerator;™ MultiVitamin Power Firm and Renewal Lip Complex should not worsen an oily skin condition or skin prone to breakouts.

4. How is the AGE Smart system different from other “anti-aging” lines?

The AGE Smart system is not an “anti-aging” line. It is a results-driven system that specifically works to control the biochemical reactions that lead to skin aging. While skin aging is a natural process, premature aging isn’t, and by working to control the biochemical reactions that lead to skin aging (ROS, MMPs and AGEs), AGE Smart is helping to control these symptoms before they start, instead of just treating them once they are visible.
5. Can I prescribe Daily Microfoliant® Daily Resurfacer and/or Gentle Cream Exfoliant with Skin Resurfacing Cleanser?

Skin Resurfacing Cleanser contains a high concentration of Lactic Acid, so it is not necessary to use in conjunction with Daily Microfoliant, Daily Resurfacer or Gentle Cream Exfoliant. Skin Resurfacing Cleanser provides effective chemical exfoliation in one easy step and eliminates the need for additional exfoliants when used twice daily. However, if a more dramatic result is desired, clients can use Skin Resurfacing Cleanser in the morning and Daily Resurfacer, Daily Microfoliant or Gentle Cream Exfoliant at night.

6. What is the difference between Power Rich™ and MAP-15 Regenerator™?

Power Rich is a smoothing, resurfacing, hydrating moisturizer, while MAP-15 Regenerator is a unique powder-to-emulsion formula that can be used as a spot treatment or all-over treatment before moisturizing or can be added into your prescribed Dermalogica Moisturizer. MAP-15 Regenerator is ideal for clients who want a potent, technologically advanced formula for targeted treatment of skin aging. MAP-15 Regenerator should not replace a client’s moisturizer. When using Power Rich and MAP-15 Regenerator together, skin will dramatically improve in firmness, elasticity and tone.

7. What products should I recommend to my client if they have sensitized skin?

In addition to controlling the biochemical triggers that lead to skin aging, the AGE Smart system contains ingredients that soothe skin and calm inflammation while helping to reinforce a compromised protective barrier. Prescribe UltraCalming Cleanser, Antioxidant HydraMist, MultiVitamin Power Recovery® Masque, MultiVitamin Power Firm, MAP-15 Regenerator, and Dynamic Skin Recovery SPF30 and Super Rich Repair.