



PCA SKIN Certification **Science. Application. Results**

Course description:

Upon completion, clinicians will be able to recognize the pathogenesis of the four major skin conditions seen in the industry - aging, hyperpigmentation, acne and sensitive skin - and be able to discuss the nature of these conditions with their patients; to confidently recommend the PCA SKIN professional treatment and condition-specific correctives that will best address their patients' skin concerns. They will also be able to discuss the importance of the patient investing in a comprehensive daily care regimen and professional treatment plan to attain their skincare goals.

- **Introduction, PCA SKIN mission, vision, company history**
(30 minutes)

This section details the vision of our company, as well as our history as being pioneers in the blended chemical peel industry, the originators of the modified and enhanced Jessner's solution, and the technical support and customer service offered to the skin care clinician. We also discuss specific ingredients that are not used in our formulations and why, as well as how our SPF products carry the Skin Cancer Foundation seal of approval, our advanced delivery technology and how we work with FDA OTC labs when formulating our products to ensure the highest quality.

- **Chemical peel demonstration**
(30 minutes)

We begin the day with a chemical peel demonstration on a class volunteer. At this time, we show the attendees the benefits of self-neutralizing peels and how we can customize each treatment by applying daily care products to specifically address each patient's concerns. This also eliminates any fears or concerns anyone may have, as they are able to see how hydrated and healthy the skin looks both right after the treatment and throughout the day.

- **History and science of chemical peels**
(1.0 hours)

This section gives a brief description of the history of PCA SKIN's chemical peels, starting from 1990 to the present. We then go into the science of chemical peeling in general, and how peels are used to correct various skin imperfections, such as pigmentation, acne scars and wrinkles. The main focus is superficial chemical peels and ingredients commonly used, such as AHA and BHA. The mild trauma that is created with a superficial peel, and how the healing response stimulates the production of healthy new cells and collagen within the skin. We then go into how the public views chemical peels as being scary, causing red and irritated skin. This is when we can circle back to the morning's demonstration and how healthy that volunteer's skin still looks. We can then see the benefits of superficial peels versus the stereotype.

- **Benefits of blended peels**
(30 minutes)

This section discusses the benefits of blended peels versus single-acid peels: self-neutralizing, the ability to combine different ingredients at lower percentages; less irritation; less challenge for the skin-buffering capacity and the ability to add other beneficial and hydrating ingredients. We then circle back to PCA SKIN's chemical peel protocol in more detail.



- **The integrated approach
(30 minutes)**

This section discusses the benefits of integrating chemical peels and daily care into whatever other treatments and modalities are being offered in the practice: laser, injectables, dermalplaning, microneedling, surgery etc. and how this will build business, increase sales, provide better results and keep the patient returning to the practice. We then give a brief description of all of our professional and daily care products, and then narrow everything down to the "must have" products and professional treatments for each of the four commonly seen skin conditions: aging skin, hyperpigmentation, acne and sensitive skin.

- **Skin conditions
(1.0 hours)**

The rest of the day is going to be broken up into 4 different chapters: aging, hyperpigmentation, acne and sensitive skin. In each chapter we will discuss the pathogenesis of the skin condition, different presentations, treatment plan (including must have professional treatment and daily care products) and finish the chapter with outlining the integrated approach to treating the condition and how to build your business

- **Hands on portion
(1.0 hours)**

The last part of the day focuses on hands on treatments for every attendee.