

# BIO-TARGETED TRAINING SERIES

## NEW ORLEANS, LA

**DATES:** Saturday, January 17<sup>th</sup>, 2009  
Sunday, January 18<sup>th</sup>, 2009  
Monday, January 19<sup>th</sup>, 2009

**CLASS LOCATION:** RAMADA (in James Business Park as below)  
Jefferson Room (2<sup>nd</sup> Floor)  
110 East James Dr.  
St. Rose, LA 70087

**PHONE CONTACT:** DERMAWARE corporate 504-469-3500

**AGENDA:** Please refer to your schedule.

**HOTEL:** RAMADA (in James Business Park)  
1 mile from New Orleans Airport. Mention Ecozone/ Dermaware  
**Special Rates: Reservations: 504-466-1355 Ext. 504 and ask for Lindsey for special rate of \$115.00/day**

FYI: Downtown New Orleans is located at about a 30 minute cab ride from the class / hotel location. It is easily accessible for those who would like to explore New Orleans during their visit.

**QUESTIONS:** PLEASE CALL DERMAWARE 504-469-3500

*Greetings!*

*We are so excited to offer you this class in New Orleans once again.*

*We will cover a lot of material starting with the basics and building up to the advanced. We will concentrate both on clinical as well as marketing components of the skin care business. This is a great opportunity to attend both Dr. Zone's and my specialty skin seminars. As always we will customize our class to your particular needs and goals.*

*We look forward to seeing you at the class!*

*Gül Ç. Zone, President*

# DERMAWARE®

## Bio-Targeted TRAINING SERIES

### REGISTRATION FORM

#### NEW ORLEANS-EXTENSIVE 3-DAY CLASS JANUARY 17-19, 2009

Name of Attendee(s) (1) \_\_\_\_\_

(2) \_\_\_\_\_

(3) \_\_\_\_\_

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_ City / State: \_\_\_\_\_

Zip: \_\_\_\_\_ Bus. Tel #: \_\_\_\_\_

Class	Dates	# People	Subtotal
NEW ORLEANS – Skincare-3 Days Saturday, Sunday, and Monday		_____ @ \$600	_____
GROUP RATE- 4 people from the same business 3 Full Days, with no additional discounts or credits		_____ @ \$2000	_____
STUDENT RATE- ALL 3 Days No additional discounts, or credits apply.		_____ @ \$300	_____
DISCOUNT – register 30 days prior to class		_____ @ \$50	LESS _____
DISCOUNT – place and order prior to class		_____ @ \$50	LESS _____
DISCOUNT – Prior New Orleans class attendee		_____ @ \$50	LESS _____
RECEIVE CREDIT – towards purchase made at class		_____ @ \$50 credit	_____
			TOTAL _____

#### PLEASE FILL OUT & RETURN WITH PAYMENT INFORMATION

Total to be Charged : \_\_\_\_\_ Name as is on card : \_\_\_\_\_

Visa or Mastercard: \_\_\_\_\_ /Exp Date (Mth / Yr): \_\_\_\_\_

Card Holders Signature : \_\_\_\_\_ Security Code: \_\_\_\_\_

**CANCELLATION POLICY:** All payments are applied 14 days prior to the class date to reserve your space. Any cancellations must be made 14 days prior to the class directly with DermAware corporate at 504-469-3500.

Our hours are 8:30-5:00 central time Mon.-Fri.

**Tel (504)469-3500 For More Information Fax (504)469-3596**

# DERMAWARE TRAINING SERIES

888-292-DERM dermaware.com  
JANUARY 17th, 2009 SATURDAY

**DAY 1 SATURDAY**  
Title: Dermaware Bio-Targeted Skin Care  
Time: 9:00 am - 5:30 pm  
MORNING SESSION- 9 AM TO 12:30

**9:00 AM** **DERMAWARE HISTORY**  
Formulary Philosophy

How products are developed?  
How Bio-Targeted Delivery Systems produce results.

What is Dermaware Bio-Targeted Skin Care?

**9:15 AM** **KEY INGREDIENT CHEMISTRY and PRODUCT KNOWLEDGE**  
**SPECIAL LECTURE BY MS. ZONE FOUNDING BIOCHEMIST OF DERMAWARE.**  
What is the cosmetic chemistry behind Dermaware®?

Mini Label Reading Class  
Understanding all the ingredients that are used in cosmetics and why.

Preparative Ingredients: Emulsifiers

Protective Ingredients: Emollients

Protective Ingredients: Hydrators

Corrective Ingredients: Vitamin A derivatives

Corrective Ingredients: Vitamin B derivatives

Corrective Ingredients: Vitamin C derivatives

Corrective Ingredients: Other Anti-Oxidants (Q-10, Quinoa, Idebenol, Lipicic etc.)

Corrective Ingredients: Resurfacing Agents

Corrective Ingredients: Peptides

Corrective Ingredients: Dermaware Peptide Products

Corrective Ingredients: Dermaware Truth Serum

Corrective Ingredients: Dermaware Vita C Products & NEW PURE C GLOW

Corrective Ingredients: Dermaware Vita A Products and VITaI Retinol Products

Corrective Ingredients: Dermaware Vita B Products

Corrective Ingredients: Dermaware Vita C Products

Corrective Ingredients: Dermaware Peptide Products

Corrective Ingredients: Dermaware Truth Serum

Corrective Ingredients: Dermaware Peptide Products

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# DERMAWARE TRAINING SERIES

888-292-DERM dermaware.com  
JANUARY 17th, 2009 SATURDAY

**DAY 1 SATURDAY** continuation  
Title: Dermaware Bio-Targeted Skin Care  
PROFESSIONAL INGREDIENTS  
PEELS - LEVEL 1  
AFTERNOON SESSION 1:30- 5:30

**1:30 PM** **PROFESSIONAL TREATMENTS WITH DERMAWARE**  
Facials

Advanced Facials ( Resurfacing Peels included)

Peels

Advanced Peels ( Multiple modalities and layers)

**KEY INGREDIENT CHEMISTRY and PRODUCT KNOWLEDGE PROFESSIONAL**  
Bio-Targeted Masks , Preparative Products, Peels

Mask Classification Sheet

Peel Classification Sheet

**DEMO: AT THE SAME TIME ON TWO BEDS- LEVEL 1- PURE PEELS**

Pure Peel: End of the Line™ Peel

Non-Acid Peel: Genesis Peel™

( SHOW HOW TO USE A PEEL BOOSTER)

**PEEL PRACTICE : BASIC LEVEL 1 PEEL**

3 TABLES

END OF THE LINE PEEL

BIO AMINO PEEL

BETA HYDROXY PEEL

**PEEL PRACTICE : BASIC LEVEL 1 PEEL+ PEEL BOOSTERS**

3 TABLES

END OF THE LINE PEEL

BIO AMINO PEEL

BETA HYDROXY PEEL

**ROLE PLAYING**

Analyse skin of your partner.

Determine Regimen of your partner.

Place your retail product order. Orders will be handed out on Monday.

**PLACE ORDERS : Orders will be handed out on Monday or shipped to you directly.**

**10:15 AM** **REGIMEN & CARE PLAN DETERMINATION**

Skin Analysis Flow Chart

Quick Fix Dermaware Regimen

Nine different Bio-Targeted Advanced Regimens

**11:30 AM** **NEW PRODUCT DEMONSTRATION- PURE C GLOW PEEL**

LUNCH BREAK 12:30- 1:30

# DERMAWARE TRAINING SERIES

888-292-DERM dermaware.com  
JANUARY 18th, 2009 SUNDAY

**DAY 2 SUNDAY**

**Title: CORRECTIVE RESURFACING**

**Time: 8:30 - 3:30 pm**

**REVIEW of Day 1**

Answers and Questions.

**8:30 AM**

**THE MANY LEVELS OF PEELS- Hands On / Lecture**

Acid vs. Non-Acid Technologies

Pure Peels vs Hybrid Peels

Peel Effectiveness: pH, Concentration, Delivery System

ADD ON: AGELESS BODY TREATMENT

**DERMAWARE PEELS**

Pre-Peel Protocols

Peel Techniques: Basic /Advanced/ Super-Advanced

Post Peel Protocols

Dermaware's First Response Approach to Customer Service

Peel Fact Sheet

How to choose a Peel? (skin type, skin goal, psycholigical considerations)

**9:45 AM**

**DEMO - Level III Peel**

Hydrid Peel Advanced: VITAl ABC™ Peel

**10:45 AM**

**PLACING ALL OF OUR MODELS ON HOME CARE**

Practice Regimen Determination

Post Peel Home Care

Pre Peel Home Care

**11:00 AM**

**HEALING AND PEELING SKIN SCIENCE WITH DR. ZONE 11:00-12:00**

**SPECIAL LECTURE BY DR. ROBERT ZONE**

Skin Physiology Review

How do Peels Work?

What is the difference between Enzymes and Acids?

Healing Skin Post Peeling.

**LUNCH BREAK 12:00-1:00**

# DERMAWARE TRAINING SERIES

888-292-DERM dermaware.com  
JANUARY 18th, 2009 SUNDAY

**DAY 2 SUNDAY**

**Title: RE-SURFACING TECHNIQUES**

**Time: 1:00- 3:30 pm**

**1:00 PM**

**PRACTICE: PEELS Level II**

Hydrid Peel Advanced: VITAl ABC™ Peel

Hydrid Peel Advanced: Saving Face Rosacea™ Peel

Hydrid Peel Advanced: Saving Face™ Peel plus Boosters

**1:30 PM**

**DEMO - Level III Peel**

Advanced Face Lift Peel

\*Microdermabrasion and Beyond with Dermaware®

Microdermabrasion and Non-Acid Peel

Microdermabrasion and Acid Peel

**2:00 PM**

**PRACTICE: PEELS Level III or MEDICAL**

Advanced Face Lift Peel

Medical Peels

Microdermabrasion and Peels

**2:30 PM**

**PLACE ORDERS : Professional Orders will be handed out at the end of class.**

Or if we can ship directly to your spa.

## DERMAWARE TRAINING SERIES

888-292-DERM [dermaware.com](http://dermaware.com)  
JANUARY 19th, 2009 MONDAY

DAY 3 - MONDAY

Title: RE-SURFACING TECHNIQUES  
Time: 9 am - 3 pm

REVIEW of Day 2  
Questions and Answers

### 9:00 AM DEMONSTRATION OF DERMAWARE SIGNATURE BIO-TARGETED FACIAL

Instructor: Liz Baldwin Bio-Targeted Facial

TREATMENT MASK: SKIN OXYGEN- FRESH START WITH FEED YOUR FACE NOURISHING

BODY TREATMENT: MANGO SHEA BODY BALM  
Practice Regimen Determination

### 10:00 AM BIO-TARGETED FACIAL: HANDS ON PRACTICE- LEVEL 1

( 3 tables at 1/2 hour each)

DEHYDRATION: Feed Your Face Mask  
SENSITIVE: Flower Power Mask  
PRE/ MENAPOSAL: Organic Silk Mask  
ROSACEA: Vital K/ Clean Slate Mask  
OILY/ACNE: Clean Slate Mask

REDNESS: Be My Honey Mask with Control mask activator

PLACE ORDERS : Professional Orders will be handed out at the end of class.

LUNCH BREAK 12:00-1:00

## DERMAWARE TRAINING SERIES

888-292-DERM [dermaware.com](http://dermaware.com)  
JANUARY 19th, 2009 MONDAY

DAY 3 - MONDAY

Title: RE-SURFACING TECHNIQUES  
Time: 9 am - 3pm

### 1:00 PM DEMONSTRATION OF DERMAWARE SIGNATURE BIO-TARGETED FACIAL

Instructor: Liz Baldwin Bio-Targeted Facial

TREATMENT MASK: ADVANCED GO SPOT GO FACIAL WITH PEEL

BODY TREATMENT: BODY CACOOON/ HAND/ FOOT  
CACOOON HEAVENLY BODY WRAP  
VITAMIN HAND TREATMENT  
MINT FOOT TREATMENT

### 2:00 PM BIO-TARGETED RESURFACING FACIALS: HANDS ON PRACTICE- LEVEL 2

( 3 tables each will perform one of the below. Liz will walk all through)

TREATMENT OPTIONS:

OILY: Oil Change Mask  
HYPERPIGMENTATION: Go Spot Go Mask  
ACNE: Pumpkin Peel Mask

3:00 PM PLACE ORDERS : Professional Orders will be handed out at the end of class.