



## FIVE DAY MEDICLINICAL AESTHETIC CERTIFICATION COURSE

### DAY ONE

#### THE FUNDAMENTALS OF CLINICAL SKIN CORRECTION AND COSMECEUTICAL PRODUCT KNOWLEDGE

Build a strong foundation in clinical skin care by learning how to identify skin conditions such as: fine lines, wrinkles, hyperpigmentation, acne grades I - IV and Rosacea. Understand natural active ingredients and how they work to correct skin conditions at the cellular level. Create customized in-clinic and home care treatment plans that easily enroll your clients into the Institut' DERMED Healthy Skin Lifestyle™ Program. Gain confidence in administering a perfectly polished intake facial experience for your first time clients.

#### LEARNING OBJECTIVES:

- Review structure and function of the skin
- Advanced skin scope analysis
- Medical classification of skin conditions
- Determine skin type & treatment intensity
- Treatment documentation format
- Deep pore cleansing facial process
- Manual Extraction procedure
- Therapeutic massage techniques
- Pre & post treatment consultation process
- Cosmeceutical product knowledge

### DAY TWO

#### SPA, CLINICAL AND MEDICAL ENZYME, ACID AND CHEMICAL PEELS

Master the art of superficial, medium and deep peel protocols commonly recommended to treat a wide range of skin conditions. Learn how to administer the Institut' DERMED graduated process of moderate to intensive peel layering techniques using; Bromelain, Papain and Pancreatic Enzymes, Lactic, Salicylic and Glycolic Acids, Jessner's and TCA solutions for safe accelerated skin rejuvenation and age management. Learn how to properly prep the skin with advanced Dermaplaning to remove superfluous hair for increased penetration and results.

#### LEARNING OBJECTIVES:

- Skin rejuvenation defined
- Advanced skin assessment process
- Skin peeling solutions defined
- Indications, precautions and contra-indications
- Step-by-step peel application process
- Surgical Dermaplaning peel-prep
- Managing potential client reactions
- Avoiding chemical peel complications
- Post peel skin care and sun protection
- Client in-take and consent forms

### DAY THREE

#### ADVANCED COSMECEUTICAL AND MECHANICAL SKIN MANAGEMENT SOLUTIONS

Take your clinical skin care expertise to the next level by combining Institut' DERMED cosmeceutical treatment protocols and mechanical skin rejuvenation devices such as; Microdermabrasion, Micro-current, Vasca-Touch, L.E.D. and IPL Photo Facial Light Therapies for advanced age management results. Pre and post protocols for radio frequency skin tightening and ablative lasers will also be covered in this course. Theories, signs, symptoms and age prevention will be discussed to help clients understand the importance of a healthy skin lifestyle plan.

#### LEARNING OBJECTIVES:

- Dermatologic disorders and diseases of the skin
- Medical S.O.A.P. documentation format
- Skin aging and the role of hormones, nutrition and lifestyle
- Class I & II medical device protocols
- Rx Infusion corrective treatments
- Pre & post treatment consultation
- Client in-take and consent forms
- Managing potential client reactions
- Hands-on machines practice



### DAY FOUR

#### PRE AND POST OPERATIVE SURGICAL SKIN CARE AND PATIENT SUPPORT

Work side by side reconstructive cosmetic surgeons by offering pre and post surgery skin care support to their patients. Learn how to perform Dr. Vodder's Manual Lymphatic Drainage Massage (MLD) widely recognized by the international medical community and regarded as the perfect, all natural post-surgery healing therapy to reduce bruising, and swelling enabling patients to make a smooth transition to full recovery. Causes of aging, non-surgical age interventions and camouflage will be covered in this advanced medical aesthetics class.

#### LEARNING OBJECTIVES:

- Skin aging and the importance of a healthy skin lifestyle
- Cosmetic surgery procedures defined
- Lymphatic system overview
- Manual Lymphatic Drainage practice
- Pre & post Co2 Laser skin care
- Medical camouflage makeup
- Post surgery skin care
- Working in a medical office

### DAY FIVE

#### SPA BUSINESS SALES AND MARKETING

Understanding the necessity of crucial sales skills, Institut' DERMED offers a proven track record and blueprint for successful spa marketing and sales training to accelerate your growth and success.

#### LEARNING OBJECTIVES:

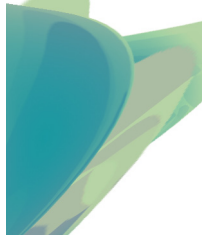
- The stigma associated with sales
- Mindset to increase service and retail revenue
- Importance of client needs assessments
- Competitive personal Declaration Statements
- Networking and word-of-mouth marketing
- Creating treatment series that add value to services
- Building and maintaining client relationships
- Advantageous web strategies and techniques
- Mail and Email campaign promotions

#### CERTIFICATE AWARDS GRADUATION CEREMONY

#### COURSE INCLUDES:

- Five Day MediClinical Aesthetic Certification \$4997
- Five Day MediClinical Aesthetics Manual \$497
- Advanced MediClinical Aesthetics Machines Class \$297
- Bonus take home Cosmeceutical Product Kits \$327
- Lyn's book "The Seven Sales Habits of Highly Successful Estheticians" \$47
- Marketing Strategies for Esthy-Preneurs Handbook \$47
- Skin Care Alchemy Ingredients Glossary \$27
- 3 months Free Access to Lyn's Platinum Coaching Program (includes, weekly tele-coaching and email access) \$1797
- Done For You Medical Aesthetics Resume template (includes interview Etiquette Checklist) \$97
- Daily Continental Breakfast and Delicious Southern Home Cooked Lunch - Daily \$100

A TOTAL VALUE OF \$8,233.00 FOR ONLY \$1,797.00



## COURSE DIRECTOR

Lyn Ross, founder and president of Atlanta-based Institut' DERMed Clinical Skin Care, is a Georgia-Board Licensed Master Esthetician, entrepreneur and product innovator. Lyn is a 1990 graduate of the Appearance Therapy Institute, Cleveland, Ohio, where she specialized in the rehabilitation of congenital and trauma facial disfigurement. Since that time, she has completed several advanced courses at the Aesthetic Institute for Paramedical Skin Care while partnering with cosmetic surgeons, dermatologists, and bio-chemists to create a comprehensive cosmeceutical product line and advanced training course for professional skin therapists.

She has gained the respect of peers and practitioners in the fields of medicine and aesthetics and lectures frequently on the latest advances in skin and body rejuvenation. Ross has also made guest appearances on radio and television programs to address common concerns of skin health including acne, skin discolorations and premature aging. She has contributed to several professional and consumer publications including collaborations with noted dermatologist Harold Brody M.D. of Atlanta, on his book *Chemical Peeling for the Physician*, and with Dr. John Hartley of Atlanta and Dr. Elson of Nashville, Tennessee on their publication, *The Good Look Book* as well as published articles in respected industry magazines such as *Skin Inc.*, *Dermascope* and *Les Nouvelles Esthétiques & Spa*.

Dedicated to the study of medical aesthetics and career advancement for skin care professionals, Lyn's vision to share her specialized protocols and 26 years of in-clinic experience has helped hundreds of estheticians, cosmetologists, nurses and physicians confidently perform advanced skin care treatments ensuring positive results for clients and patients.

# IDCAA 2011 CLASS SCHEDULE



## FIVE DAY MEDICLINICAL AESTHETIC CERTIFICATION COURSE

January 24th – 28th

March 7th – 11th

August 15th – 19th

October 24th – 28th

### CERTIFICATION RECEIVED UPON COMPLETION

#### Courses include:

*Treatment Product Sample Kit, training material, pens, notepad, lunch, snacks, coffee and water provided.*

Call 770.454.7788 for more information or  
visit [advancedspatraining.com](http://advancedspatraining.com)



## TO LEARN MORE ABOUT IDCAA COURSES

GO TO:

[advancedspatraining.com](http://advancedspatraining.com)

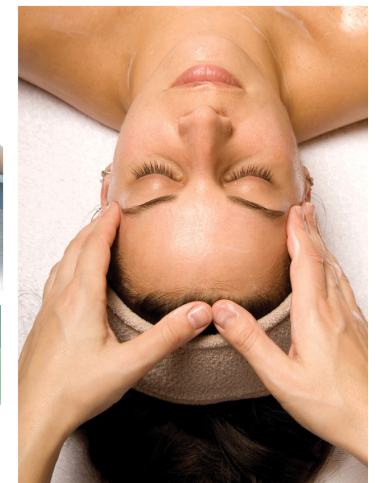


*coming soon!*

Online Training  
on our new website:

[idermedskincaretraining.com](http://idermedskincaretraining.com)

A new way to experience  
our training, easily access  
the knowledge you need  
through the internet.



# EMPOWER YOUR CAREER

Educate yourself with the NEW IDCAA Five Day MediClinical Aesthetic Certification course offering you the latest spa product knowledge and treatment techniques

We've added new exclusive business building content and in-depth spa marketing material to help accelerate your financial success.

## CHANGING SKIN, CHANGING LIVES™

### Institut' DERMed College of Advanced Aesthetics

5589 Peachtree Road, Atlanta, GA 30341  
(Tel) 770-454-7788 | [www.idermed.com](http://www.idermed.com)

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