

Microneedling Training Manual



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Contents:

| | |
|------------------------------------|---------|
| Introduction and Learning Outcomes | 4 |
| Anatomy and Physiology | 5 |
| Skin Types | 15 |
| Skin Conditions | 20 |
| Principles of Micro-needling | 28 |
| Kit and Equipment | 38 |
| Consultation Example Form | 51 – 53 |
| Assessment Information | 66 |
| Knowledge Review Questions | 68 – 71 |
| Practical Assessment Information | 72 |
| Conclusion | 75 |

Welcome to...



With over 40 years experience in the beauty industry, I've dedicated my career to helping people feel confidence and empowered to be the very best version of themselves. As both an experienced therapist and educator, I am passionate about ongoing learning and embracing new technology and technologies, while maintaining high standards and commitment to excellence.

My mission has always been clear:
to uplift others through expert treatments, thoughtful guidance, and educations that inspires. Whether I'm working hands-on with clients, or training the next generation of beauty professionals, I bring a blend of experience, empathy and up-to-date knowledge that makes a real difference.

Your beauty and aesthetics journey starts here and I look forward to helping you achieve your training goals.

Introduction:

What do peri-oral wrinkling, stretch marks, fine lines and acne scarring have in common? These are all conditions which have been frustrating physicians and patients in their inability to be effectively treated. Now, at last, a new, non-ablative and efficacious treatment is available.

No, we are not referring to the myriad of lasers now on the market, or the extremely deep peeling options. At last, another option is now available to physicians and their patients: **DERMAL MICRO NEEDLING (DMN) or COLLAGEN INDUCTION THERAPY (CIT)**

What you will cover on this course:

- History of treatment
- Health, safety and relevant legislation
- Blood borne pathogens
- Relevant skin anatomy, physiology and skin types/conditions
- Sizes of rollers and needles
- Wound healing process
- Client consultation
- Health & safety and treatment preparation
- Treatment procedure
- Relevant contra indications and contra actions

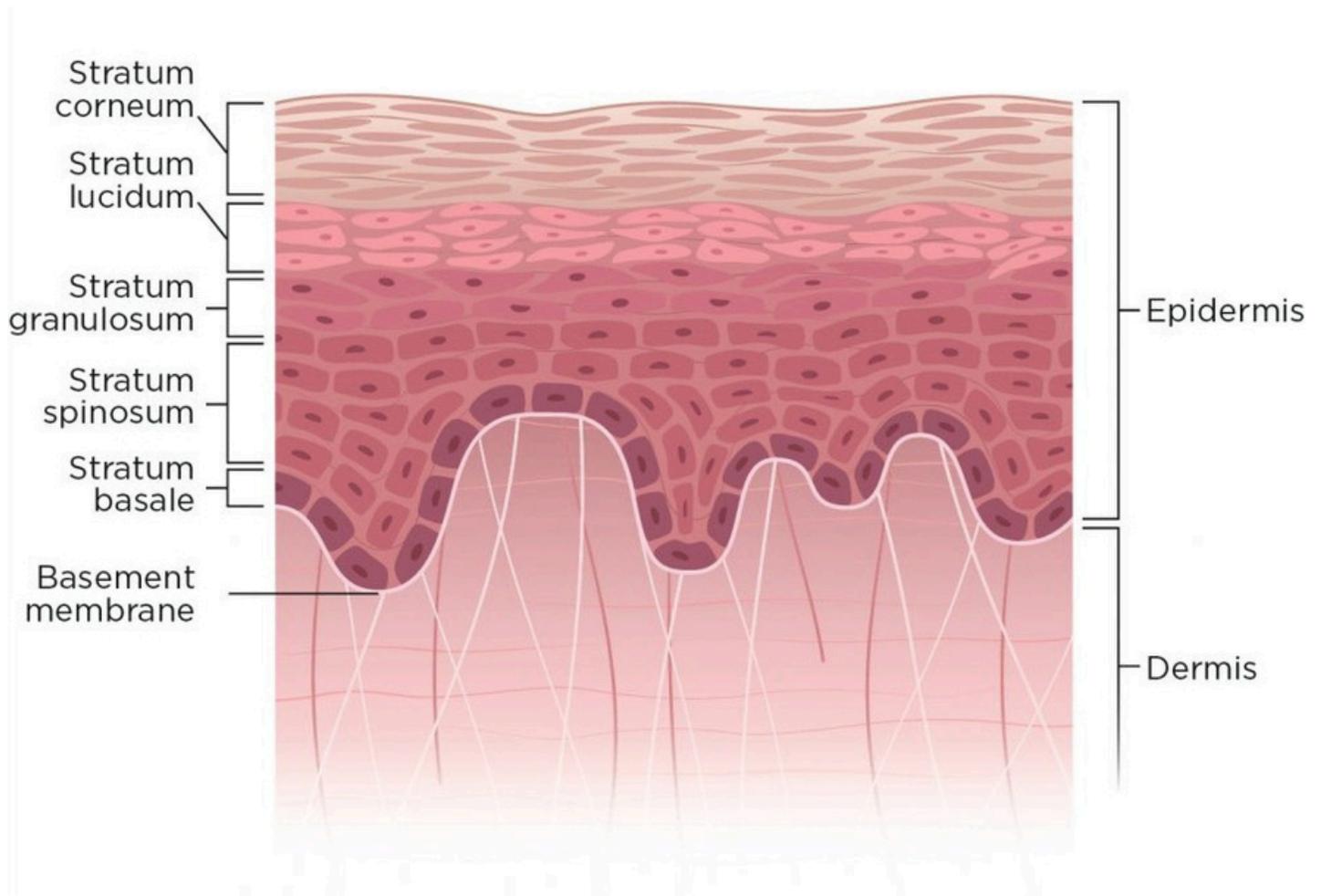
Training Objectives:

- ✓ To learn and understand the effects and benefits of dermal microneedling on the skin
- ✓ Understand relative skin anatomy relating to dermal microneedling
- ✓ Understand how dermal microneedling benefits different skin conditions
- ✓ Demonstrate competence of the treatment & complete written assessment.



Anatomy & Physiology

To help us understand how Dermal Micro-needling (DMN) works we need to understand the skin structures and functions, different skin types and conditions in order to for us to create a suitable treatment plan for our clients.



The Skin:

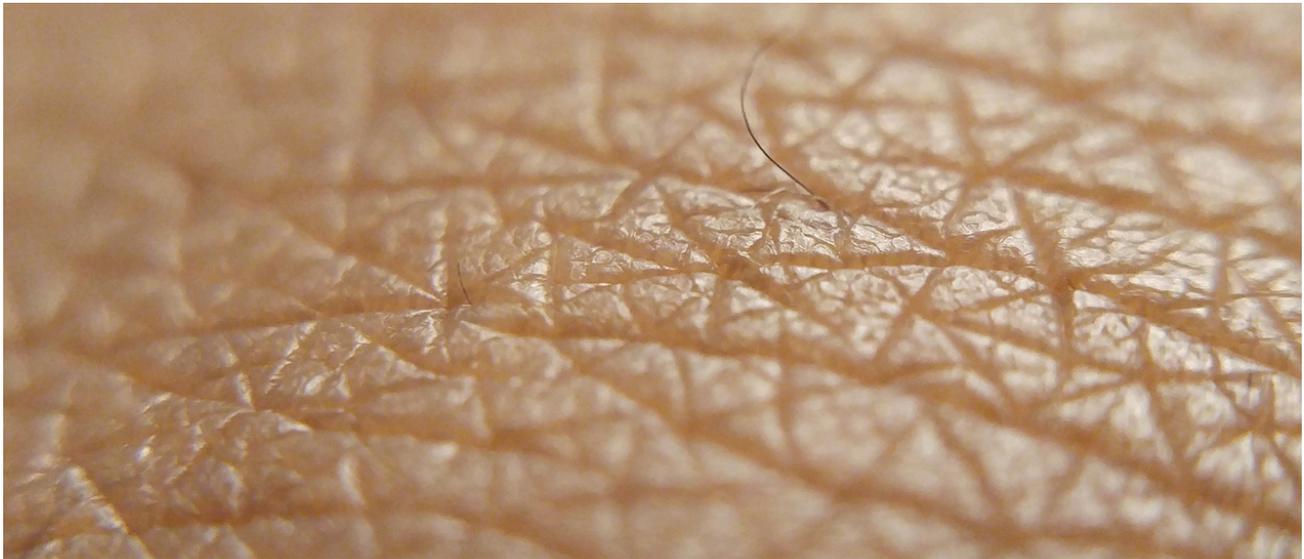
The skin is the largest organ of the body and highly intricate in design. The skin is packed with cells that consume and use energy all the time. These cells eventually die and rise to the surface of the epidermis where they shed.

The skin consists of three distinct layers:

- The Epidermis
- The Dermis
- The Subcutaneous layer

Skin facts:

- The average person's skin covers an area of 2 square meters.
- Skin accounts for about 15% of your body weight.
- The average adult has approximately 21 square feet of skin, which weighs 9 lbs and contains more than 11 miles of blood vessels.
- The average person has about 300 million skin cells.



The skin plays an important part in regulating temperature, protecting us from damage from the environment, protects the underlying tissues and organs from disease, removes waste products, makes us aware of our surroundings and produces Vitamin D which is vital to the maintenance of strong bones. The skin is relatively waterproof, however, it is a permeable membrane, which will allow for some absorption of water and oil. The skin varies in thickness depending upon what its main function is, i.e. it will be thicker on the soles of the feet to allow for walking.



Functions of the Skin

The functions of the skin are:

1. Sensation
2. Heat Regulation
3. Absorption
4. Protection
5. Excretion
6. Secretion

REMEMBER:

S H A P E S

Sensation

Sensory nerve endings are found in the dermis and make us aware of our surrounding, heat, touch, hot and cold and pain.

Heat regulation

The adipose tissue helps the body to regulate and maintain a healthy body temperature of 39 degrees Celsius

Absorption

The skin has the ability to absorb some chemicals, essential oils and active products through the layers. The amount the skin absorb is governed by the overall health and condition of the skin and genetics.

Protection

The acid mantle helps to protect skin from microbes and bacterial infections. Melanin helps to protect the skin from UV and sensory nerve endings warn the body of possible danger or trauma through reflex action.

Excretion/Elimination

The skin has the ability to excrete sweat to help regulate body temperature

Secretion

The skin has the ability to secrete sebum from the sebaceous gland to help form part of the acid mantle. Sebum also keeps the skin and hair lubricated and is made from fatty acids and cholesterol.



The Epidermis:

The epidermis is responsible for maintaining the skin's health, protecting it from moisture loss and preventing the penetration of moisture loss. It also helps to protect the skin from UV through specialised cells called MELANOCYTES which are found in the basal layer.

It is the most superficial layer and varies in thickness. Some text books give different names for the subdivisions of the 5 layers, however the epidermis is divided into two zones:

1. The Horny Zone
2. The Germinal Zone

The horny zone or upper zone is divided into three layers:

Stratum Corneum

This is the outer most layer where the scale like cells are made up of almost entirely Keratin. These cells are completely dead and are constantly being worn away and replaced by cells from below.

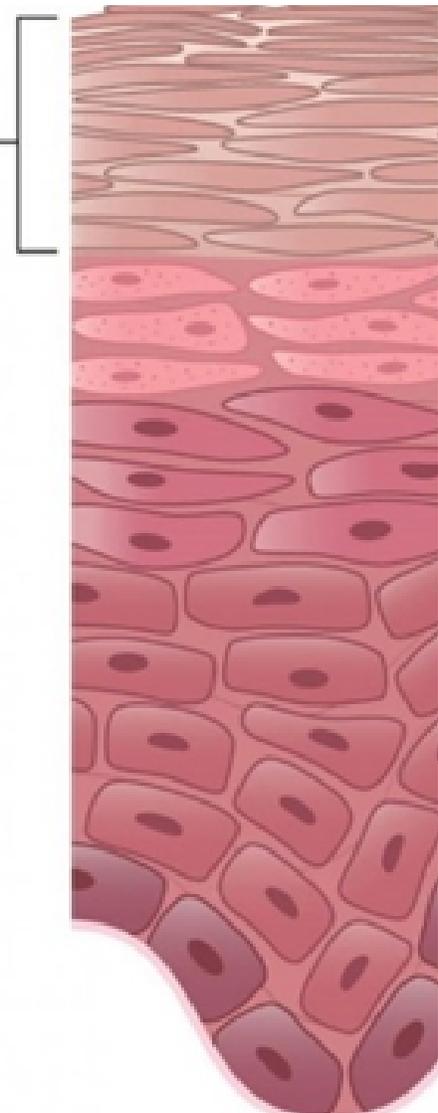
Stratum Lucidum

found on the soles of the feet, the lips and the palms of the hands, these are clear cells that allow light to pass through. They do not contain a nucleus

Granular Layer:

This layer is 5 – 6 layers thick, the cells are still living and continue to flatten and fill with Keratin but then gradually lose their nuclei to become dead cells as they move through the layers to reach the Stratum Corneum.

Stratum
corneum



The Germinal Zone

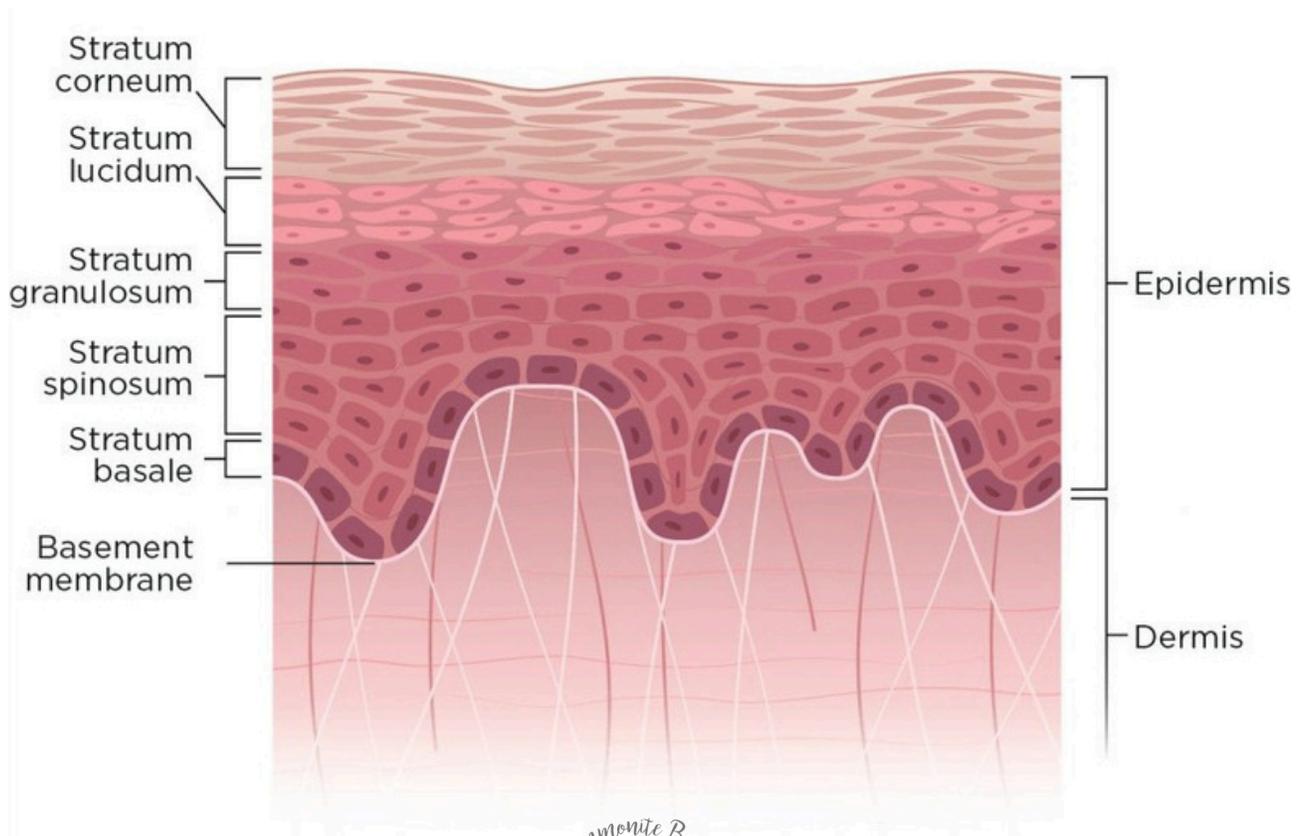
**This is divided in to two layers.
The cells in these layers have a nucleus and are living.**

Basal layer:

Cells here are attached to the basement membrane, which separates the Dermis from the Epidermis. Basal cells continually divide and grow to produce more new cells that gradually move up through the epidermal layers to the surface. The cells in the Basal Layer receive oxygen and nutrients via the dermis. The Basal Layer also contains specialised cells, called Melanocytes that produce the pigment melanin, and Langerhans cells that act as the skin's defence mechanism. Keratin stem cells are also present in this layer.

Spinous Layer:

Here the cells rise up from the Basal Layer and start to flatten out. A tough protein, Keratin, starts to invade the cells to protect the body from harm. Although the cells are still living in this layer, the nucleus has started to shrink and they receive little to no oxygen or nutrients.



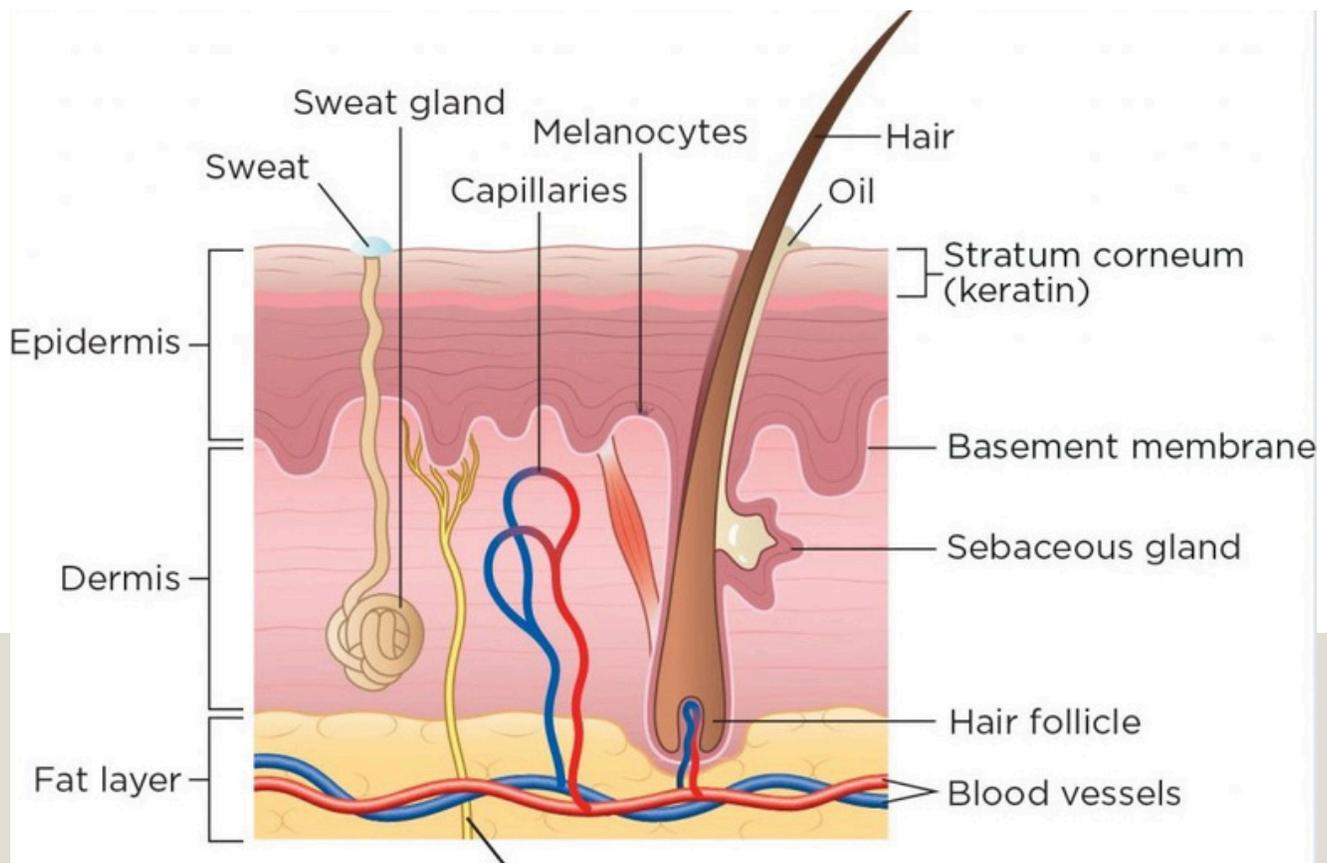
The Dermis

The Dermis is thicker than the Epidermis consisting of mainly connective tissue that is made up of fibres, the proteins Collagen and Elastin and a non-fibrous gel type consistency called Extra Cellular Matrix, (ECM) fills the spaces between the fibres.

The Dermis contains blood vessels that supply oxygen and nutrients to the skin and basal layer, and remove waste products, as well as special skin structures such as sensory receptors, nerve endings, sweat glands and hair follicles. The skin is very often the last organ to receive any oxygen and nutrients from the body especially if the individual has recently been ill. As we age the blood supply to the skin slows down and therefore oxygen and nutrient supply becomes compromised.

The dermis has two layers:

- The papillary layer
- The reticular layer



The Dermis

The Papillary Layer

The papillary layer is composed of collagenous, elastic and reticular fibres surrounded by a viscous substance and enmeshed with superficial capillaries. It is these superficial capillaries that feed the Stratum Germinativum of the Epidermis, providing the cells with oxygen and nutrients. The papillary layer is full of ridges and valleys that gives us our finger prints and skin indentations. Around hair follicles the papillary layer forms the connective tissue sheath.

The Reticular Layer

The Reticular Layer is composed of dense collagen fibres which give the skin its volume and strength. Elastin fibres are also found in this layer and give the skin its bounce. Think of this layer like a trampoline where the elastic fibres are the springs and the collagen fibres are the structure and together they give the skin its strength and recoil ability. Specialised cells called FIBROBLASTS are found here and together with the EXTRA CELLULAR MATRIX they form the structure of the dermis. They also play an important role in tissue repair.

Fibroblasts are a type of cell found in the connective tissues of the body. They play a crucial role in maintaining the structural integrity of these tissues. One of their primary functions is to produce the extracellular matrix and collagen, which provide support and structure to the tissue. Fibroblasts are also involved in wound healing. When there's an injury, fibroblasts migrate to the site of the wound, where they produce collagen and other proteins to help repair the tissue.

Microneedling can aid the formation of new collagen through micro injuries which will kick the skins natural healing process to create more collagen.



Collagen, Elastin and Glycosaminoglycans

Collagen is a protein that's a key component of the connective tissues in the body. It's found in various parts such as skin, tendons, ligaments, and bones. Collagen helps to maintain the structure and integrity of these tissues. It's often associated with skin health because it contributes to elasticity and hydration. As we age, our bodies produce less collagen, which can lead to wrinkles and dry skin.

Collagen is a complex protein with a unique structure. It's made up of three polypeptide chains, each of which is a long chain of amino acids. These three chains are twisted together into a triple helix, giving collagen its strength and durability. The most common amino acids in collagen are glycine, proline, and hydroxyproline. This unique structure allows collagen to form strong, flexible tissues like skin, tendons, and ligaments.

The type of collagen that is most commonly found in the skin is Type I collagen. This type of collagen makes up about 80% to 90% of the collagen in the body and is responsible for providing the skin with its firmness and elasticity. It's also found in structures like tendons, bones, and ligaments. Another type of collagen found in the skin is Type III, which is often associated with Type I and contributes to the structure and elasticity of the skin as well.

Elastin is another vital protein found in the body's connective tissues, much like collagen. As the name suggests, elastin gives tissues their elasticity, allowing them to return to their original shape after stretching or contracting. It's particularly abundant in flexible tissues such as skin, lungs, arteries, and ligaments. The combination of collagen and elastin in the skin helps maintain its firmness, strength, and flexibility.

Glycosaminoglycans, often abbreviated as GAGs, are long unbranched polysaccharides, or complex carbohydrates, that play a crucial role in the body. They're a component of the extracellular matrix, which is a network that supports cells in tissues. GAGs are known for their ability to attract and retain water, which contributes to the hydration and resilience of tissues. Some well-known types of glycosaminoglycans include hyaluronic acid, chondroitin sulfate, and heparin. They're found in various parts of the body, including the skin, where they help maintain moisture and elasticity.

Hyaluronic acid is a type of glycosaminoglycan, a sugar molecule that's naturally found in our skin and connective tissues. It's known for its incredible ability to retain moisture. In fact, it can hold up to 1,000 times its weight in water! This makes hyaluronic acid a key player in maintaining skin hydration and volume. As we age, our bodies produce less hyaluronic acid, which can lead to dryness and wrinkles. That's why you'll often see hyaluronic acid listed as an ingredient in skincare products, as it can help to hydrate the skin and reduce the appearance of fine lines and wrinkles.

The Hypodermis

A structure of fatty tissue that lies beneath the dermis and provides support for the upper structures of the skin, as well as providing protection (internal organs) and heat insulation. In beauty therapy we don't tend to deal too much with this structure, however it does contribute to skin aging. It becomes thinner as we get older therefore the dermis isn't as supported and the skin appears to lose volume.

White fat cells, also known as white adipose tissue, primarily function as a storage for excess energy. When you consume more calories than your body needs to function, the surplus is stored in these cells in the form of triglycerides. This type of fat also plays a role in hormone regulation, including the release of hormones that control appetite and insulin sensitivity.



On the other hand, brown fat cells, or brown adipose tissue, are responsible for burning energy to generate heat. This type of fat is more common in babies and hibernating animals, helping to keep them warm. However, adults also have small amounts of brown fat. Recent research suggests that increasing the amount of brown fat in the body may help with weight management and reduce the risk of certain metabolic conditions.



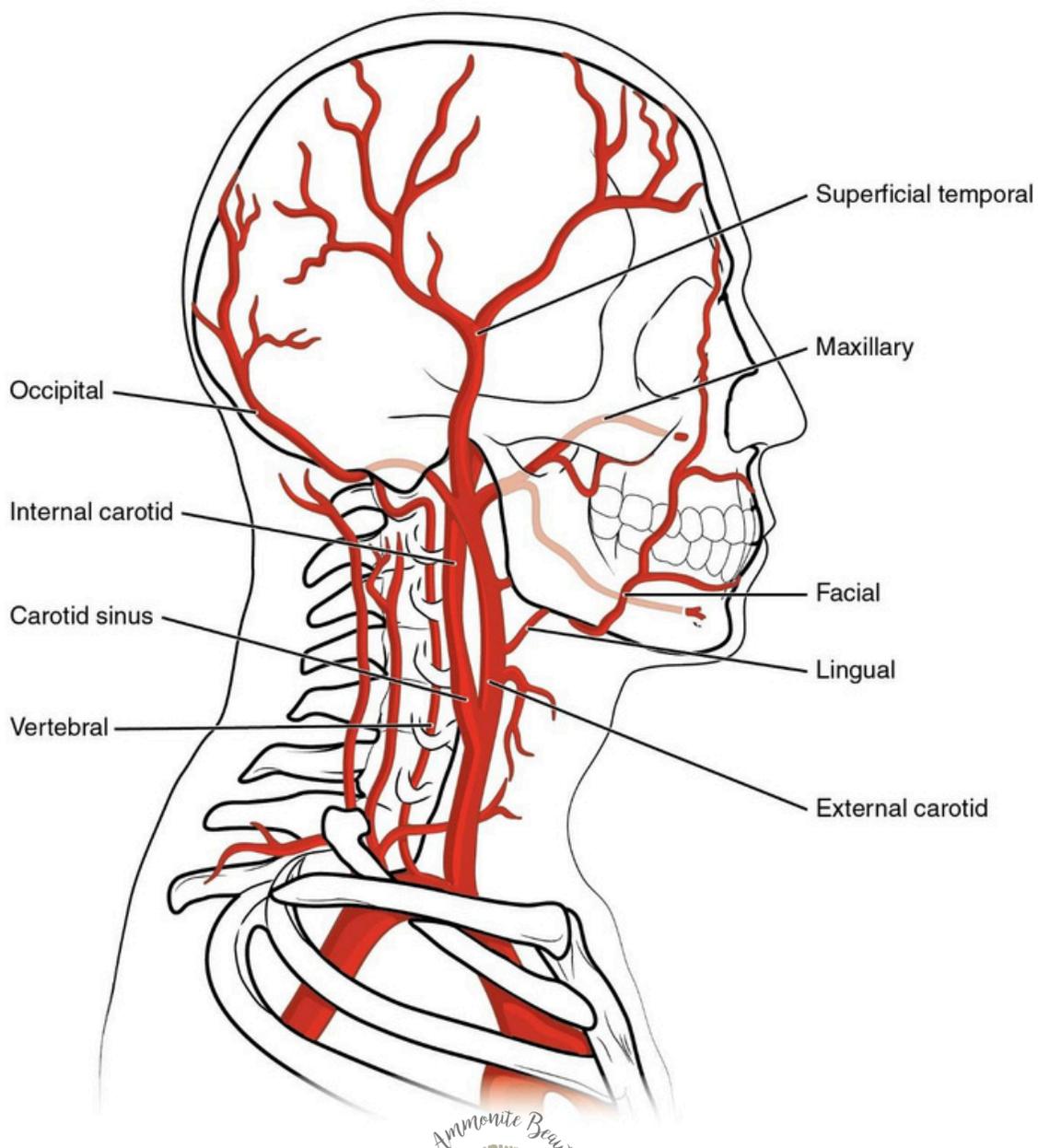
Ageing in the subcutaneous layer:

The fat pads that once gave our faces youthful volume and contour begin to shrink and shift. These fat pads act like natural cushions, supporting the skin and maintaining smooth facial contours. With age, they diminish and descend, contributing to a more hollow, sunken, or sagging appearance.



Blood supply to the face & neck

Major arteries supply the face and neck with oxygenated blood and nutrients which in turn feed and oxygenate the blood supply to the skin. The dermis has millions of tiny blood vessels and capillaries which provide the cells in the basal layer with oxygen and nutrients to keep them healthy and functioning. As we get older, or if the epidermal barrier has become compromised, then these tiny blood vessels can be seen through the skin as broken capillaries.



Defining Skin Types

Understanding Skin Types

Skin types are influenced by both our genetics and the environment around us. While we are born with a specific skin type, factors such as lifestyle, climate, stress, and diet can impact how our skin behaves and responds over time.

Skin types generally range from very dry to very oily. However, many people incorrectly identify their own skin type and end up using products that are either too harsh or ineffective for their needs.

As a skin professional, it's your responsibility to educate clients about their skin and guide them toward the most suitable products and treatments. Being able to accurately assess and define your client's skin type is essential for achieving the best possible results.

Clients skin type can fall into one of the following categories:

- Healthy (Normal)
- Dry
- Oily
- Reactive

We avoid using the term combination skin, as this isn't a true skin type but rather a mix of skin conditions present on a particular skin type.

Additionally, it's time to move away from the term normal skin. Instead, we refer to it as healthy skin—a more inclusive and realistic description, especially for younger clients. After all, what does "normal" skin really mean? Everyone's skin is unique, and healthy skin looks different for each individual.



Healthy Skin

The term "normal skin" can be misleading, especially for younger clients or those struggling with their skin as it suggests there is one ideal standard that all skin should conform to—which simply isn't true. In reality, everyone's skin is different, and what's "normal" varies widely from person to person.

We now use the term "healthy skin." because it is more inclusive, and empowering way to describe skin that is functioning well—balanced, hydrated, resilient, and free from significant concerns. This shift in language helps clients understand that skin health is the goal, not fitting into a narrow or unrealistic definition of "normal." Healthy skin can look different on every individual, and that's perfectly okay.

Healthy Skin:

Healthy skin, is characterised by its smooth, even tone and well-hydrated appearance. It boasts a soft, supple texture and feels firm, showcasing good elasticity. The surface remains clear of blemishes, inflammation, and flaking, radiating a natural glow due to optimal circulation and moisture balance. Pores are minimally visible, with a consistent colour distribution that lacks redness, dullness, or dark spots.

From a functional standpoint, healthy skin serves as an efficient barrier, safeguarding the body against environmental pollutants, harmful bacteria, and moisture loss. It maintains balanced pH levels, regularly sheds dead skin cells, and regenerates effectively. Additionally, it avoids excessive dryness or oiliness and reacts positively to gentle skincare products without causing irritation.



Dry Skin

A porcelain look, no spots, blackheads, may feel rough to touch, sometimes high colour and dehydrated, may have open pores in the centre but not true black heads, medium texture, may have congestion around jaw line, dull colour. Usually the pores are very tight and fine, and it will hardly ever get spots or blackheads. Dry skin is genetic, in other words if mum and dad have dry skin, it is likely son and daughter will too. Often looks the best of all skins especially when young.

Extremely dry skin conditions will likely have the presence of Milia and/or a rough texture to the touch. Clients are used to the dry tight feeling of their skin and perhaps like the feeling as they have been educated from an early age that this means 'clean skin'. These clients are often the most difficult clients to help and they are most likely to be soap and water users, and what's worse is they appear to get away with it for quite some time before their skin becomes problematic with sensitivity and intolerances as they get older.

When treating the condition therapists are often surprised by the almost sandpapery feel to the surface of the skin. Exfoliation is the first step to treating this skin successfully, removing that tough Stratum Corneum to allow active ingredient into the skin where it can act rather than react, and build up active ingredients and richer textures to ensure the skin can tolerate the action and protection.

If you can say "they have beautiful skin" to someone, then you can almost guarantee they will have an underlying dry tendency.

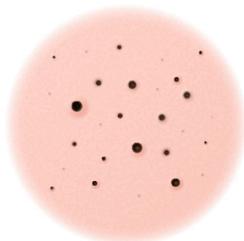


Oily Skin

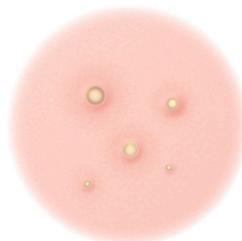
Truly oily skin will have areas that gleam and shine and as opposed to a natural acid mantle texture that's very light and fluid, it will have a much thicker consistency and will feel greasy. There will be true comedones and very large open pores and the skin will be of a much thicker density than dehydrated or dry skins, due to its high lipid content.

Often this type of skin is treated with harsh products that strip the natural protective barrier, so it is not unusual to see sensitivity or dehydration on this skin type. What we need to do is clean the skin gently but efficiently and balance the oil production, using light antiseptic and topical anti biotic formulas help to destroy the bacteria on the skin. Acne may also be present so it is important to restore the barrier first before treating the actual acne, very often by restoring the barrier will reduce acne flare ups.

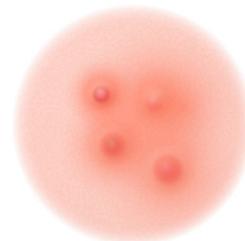
Depending on the severity of acne present, the treatment should be the same but it may take more time to achieve the desired results for the client, therefore they need to be patient and committed to the treatment programme. Remember if there is only what appears to be a "patch" of acne it most likely to have been caused as opposed to the natural tendency of the skin.



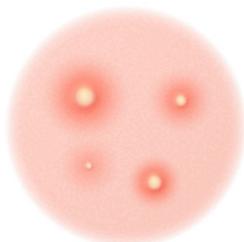
BLACKHEADS



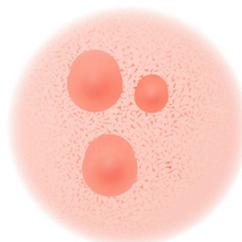
WHITEHEADS



PAPULE



PUSTULE



CYST



NODULES



Reactive Skin

Reactive Skin Types

Reactive skin, sometimes referred to as couperose skin, is characterised by temporary or chronic redness that typically appears on the face. This skin type is highly sensitive and prone to irritation, often triggered by external or environmental factors such as extreme temperatures (hot or cold water), digestive issues, physical exertion, spicy foods, excessive sun exposure, and even emotional stress or nervous system disorders.

The visible redness is primarily caused by reduced elasticity in the capillary walls. When exposed to a stimulus, blood rushes to the surface of the skin, causing the capillaries to expand to accommodate the increased flow. In healthy skin, these capillaries then contract back to their normal size once the stimulus has passed. However, if the capillary walls lack sufficient elasticity, they may remain distended, resulting in persistent redness and visible capillaries.

Care should be taken when treating this skin type, not to expose it to extremes of temperatures, products containing vasoconstrictors can also help.



Common Skin Conditions

A skin condition is something that develops over a period of time and applies to all skin types. There are many combinations of skin conditions, however the most common conditions are dehydration, acne, pigmentation, aging, sensitivity, and rosacea.

skin conditions can develop for a variety of reasons, poor or lack of skin care, hormonal imbalances, over exposure to UV, Inflammation, low water content in the skin, allergic reactions, to name but a few. Conditions can either be caused intrinsically (from the inside, eg hormones) or extrinsically, eg, external aggressors.



Once the skin has been sufficiently cleansed it is then essential to carry out a skin analysis to determine the skin type and any skin conditions that are present, so that the therapist can carry out the treatment according to what is being presented and the client concerns.



What is Combination skin ?

Most women will treat their skin as combination at least for a period of time; believing the T zone to be oily and their cheek area to be dry. They fluctuate between oily skin products that make their skin drier, and dry skin products that make their skin spotty or congested. Naturally we have more sebaceous glands in the centre of the face but this doesn't mean that we have combination skin.

As professional skin therapists our definition of combination skin is different to what marketing has us believe. When we talk about combination skin we are referring to a skin type with a combination of conditions. As we mentioned before, skin can only be dry, oily, reactive or healthy, as it is impossible to have two skin types on one skin - you are only born with one skin and therefore one skin type.

Use this guide to help you:

- Is it a combination of dry/dehydrated or oily/dehydrated?
- Is it dry and sensitive?
- Oily and sensitive?
- Is there more than one skin conditions being presented? - if yes, which one will you treat first / which one is the client more concerned about?

The Pursuit of Flawless Skin

Throughout history, women have been captivated by the idea of achieving flawless skin. The beauty industry has long marketed the promise of smooth, balanced, blemish-free, and wrinkle-free skin—often tied to the use of specific products or brands. But isn't this narrative often rooted in exploiting insecurities?

We're led to believe there's a universal standard of "beautiful" skin, yet in reality, this ideal often reflects a certain skin type—typically one with dry or delicate tendencies, which can appear smooth and refined under certain conditions. This narrow portrayal overlooks the diversity of healthy skin and reinforces unrealistic expectations.



Dehydration

Because dehydration is caused by the way we live today, the environment, drinking tea coffee alcohol, not drinking enough water, the sun and sun beds, smoking, stress, poor skincare routine, poor diet, wrong products, central heating, air conditioning, to name but a few, it is likely to be a condition in almost all skins that you see.

Recognising its characteristics, again, can be a little confusing. This skin can appear dull, lifeless and almost grey in colour. In extreme cases, it may have medium open pores that look very dark almost black under the surface of the skin. It can develop a shine throughout the day and make up usually disappears within a few hours of application. It is important that this skin gets the moisture that it needs without adding oil and without stripping the centre panel.

The condition of congestion will be flushed away and the skin will be restored of its natural radiance if only hydrating properties are applied. (Quick tip. If everything you apply i.e. cleanser, exfoliator, cream, disappears on contact, you can guarantee it's dehydrated. Make sure you look out for other conditions though). Micro-needling can help to keep the skin looking healthy and applying a hyaluronic acid based serum both during the treatment and afterwards will help the skin to better absorb and retain any actives.



Sensitivity

Sensitivity occurs when the epidermal barrier or the skin's natural defence mechanisms have been compromised. Skin that is sensitive will often appear flushed, thinner/weaker, it may have congestion and redness. Sensitivity is a man made condition as we are not born with sensitive skin but what we do to our skin as we go through our teens will influence how our skin will behave for many years to come.

Sensitive skin will benefit from a microneedling treatment, however it is better to include this into a facial treatment so that calming and soothing products can be applied afterwards.

- Is it sensitive allergic or touch sensitive? High colour and capillary damage usually occurs from uncared for dry skin.
- Should any type be presenting sensitivity, then it is a good idea to treat the sensitivity first and rebuild the epidermal barrier, before treating the skin type.

Clients need to take care that their skin is not exposed to excessive extremes in temperatures, eg, hot and cold. Using products that contain, Pre or Pro biotic extracts will help to maintain homeostasis of the epidermal barrier and products containing St Johns Wort, Horse chestnut and grape extract will also be beneficial for their vasoconstricting and anti-inflammatory properties.



Ageing

Ageing commences as maturity is reached but as these changes happen slowly the condition may not become a problem until it is well established. In the early 30's fine expression lines become a permanent feature. The skin will start to lose firmness and minor imperfections will become established. The ageing process can be delayed with proper treatment and products. As the client approaches the menopausal age, fine lines develop into wrinkles; the tone of the skin becomes crepey with thinning of the tissue and the skins capacity for fluid retention decreases. Premature ageing is seen more frequently at this age than any other and may be associated with lower amounts of oestrogen present in the body.

Skin Ageing affects many layers of the skin, most significantly the dermis. Cellular degeneration occurs through exposure to UV, nutritional deficiencies, free radical damage, and the genetic programming of DNA. The impact of which results in a loss of elasticity, a reduced ability to hold on to water in the tissues, and a less efficient cellular regeneration of fibroblast activity.

Microneedling can help to keep the skin healthy and stimulate collagen regeneration through microinjuries. Using either Vitamin A, C or E , hyaluronic acid based products or peptide/EGF serums are advisable to get the best results.



Factors that influence Ageing

INTRINSIC

Also known as chronological or natural aging, refers to the natural and inevitable aging process that takes place over the years regardless of outside influences. This type of aging is largely controlled by genetic factors.

Intrinsic aging manifests as a gradual loss of skin elasticity, decreased collagen production, and slower cell turnover rate. These changes can lead to the appearance of fine lines, wrinkles, and thinning or sagging skin. Other signs of intrinsic aging include greying hair, hair loss, and changes in body shape and physical strength.

EXTRINSIC

Extrinsic aging refers to the aging process that is caused by external factors, often environmental, that can often be controlled to some extent. Key factors contributing to extrinsic aging include sun exposure (photoaging), smoking, pollution, poor nutrition, lack of sleep, and stress. These factors can accelerate the natural aging process and can lead to premature signs of aging such as wrinkles, fine lines, changes in skin texture, and discoloration.

The good news is that extrinsic aging can be significantly reduced by adopting a healthy lifestyle and taking care of the skin. This includes using sunscreen, maintaining a balanced diet, getting regular exercise, avoiding smoking, and reducing exposure to pollutants. Regular use of skincare products that contain antioxidants, retinoids, and peptides can also help to mitigate the effects of extrinsic aging.



Pigmentation

Pigmentation is the hardest skin condition for skin therapists to treat. Skin colour can vary according to racial and genetic origin and the amount of exposure to the sun. Darker Fitzpatrick types will produce more melanin when exposed to the Ultra Violet Radiation (UVR) than those who are lighter. Diseases and disorders within the body or skin can also affect pigmentation as can trauma to the skin which can result in dermal pigmentation.

Melanocytes in the basal layer of the epidermis produce a protein called melanin which is carried to the surface of the skin via keratinocytes. Post Inflammatory Hyperpigmentation (PIHP) usually occurs following an inflammatory disorder of the skin, such as Acne or dermatitis or damage to the Epidermis. Melanin is deposited within the keratinocytes and/or dermis It is more common in darker skin colours where the PIHP is more intense and can persist for longer periods of time.

DMN will help to gradually reduce the appearance of PIHP, although it may be a long process and the client will need to be patient, have regular treatments and use the right skin care at home in order to see results, Vitamin C or Kojic Acid based products are best to use to reduce any pigmentation. In some cases PIHP may be permanent.



Fitzpatrick Scale

The Fitzpatrick Scale, developed by Harvard Medical School dermatologist Thomas Fitzpatrick in 1975, is a classification system for skin colour. It measures the skin's response to sun exposure and its susceptibility to UV damage, which can help determine the risk of skin cancer and guide appropriate skincare treatments.

It's important to note that while the Fitzpatrick Scale is a useful tool, it doesn't account for all aspects of skin health and individual variations.

| | |
|----------|---|
| Type I | Very fair skin, often with freckles, blue or green eyes, and red or blonde hair. This skin type always burns and never tans in the sun. |
| Type II | Fair skin, usually with blue eyes and blonde or light brown hair. This skin type usually burns and tans minimally. |
| Type III | Medium skin, often with brown eyes and hair. This skin type sometimes burns and tans gradually to light brown. |
| Type IV | Olive skin, typically with brown or dark brown eyes and hair. This skin type rarely burns and tans well to moderate brown. |
| Type V | Brown skin, usually with dark eyes and hair. This skin type very rarely burns and tans profusely to dark brown. |
| Type VI | Dark brown or black skin, typically with dark eyes and hair. This skin type is black. Contrary to popular belief black skins can burn, however, it is not as easy to spot any redness or reactions and care will need to be taken when treating this skin |



The Principles of Micro-needling

To help you understand how skin conditions can be treated it is important to understand how the treatment works and the difference between using the roller and the pen.



A Brief History of Dermal Microneedling (DMN)

The first known microneedling device was used by German dermatologist Ernst Kromayer in 1905. The technique used rotating wheels and rasps to ablate the skin in a controlled manner with the aim to treat acne scarring, keratoses and hyperpigmentation.

Plastic surgeons and dermatologists Dr DS Orentreich and Dr N Orentreich, of the USA wrote a paper together in 1995, describing 'subcision or dermal needling for scars' and concluded that "this technique is useful in treating a variety of cutaneous depressions, including scars and wrinkles", but the technique wasn't efficient and it was expensive.

In 1996 Dr's A Camirand & J Doucet jointly wrote a paper on the effects of 'Needle Abrasion'. This involved researching how the skin reacted after tattooing as they discovered that tattooed skin was often smoother, less lined and healed better when it had been punctured with small needles. Although it was not the intention of medical tattooing, the practitioners discovered that after repeated sessions of tattooing patients without the ink, the skin was able to heal much better. Canadian plastic surgeon Dr Andre Camirand then started to use the technique on his patients to improve facial scar texture and to break down scar collagen. His patients' scars improved tremendously in terms of skin texture and overall colour.

At about the same time Dr Des Fernandes (1996), a South African plastic surgeon, pioneered the first technique to treat facial scarring with a dermal stamp. Built on Camirand's development he introduced a Needling Stamping Device it was a rectangular metal stamper and had over 200 microneedles which were gently pressed into the skin, the idea being to aid the skin healing process after plastic surgery.

A few years later, German inventor, Prof. Horst Liebl was looking for a new and much faster method of dermal microneedling, and he found a way to integrate almost 200 non-traumatic medical-grade microneedles into a drum-shaped device. Now the previous "static" needling was transformed into a "dynamic" dermal microneedling procedure to treat larger areas of skin in less time and from this he developed the first disposable dermal microneedling roller which he had patented in the year 2000 and called it the Dermaroller. This is the technique that we know today as Dermal Microneedling or Collagen Induction Therapy.



Introduction to Dermal Microneedling & CIT :

Dermal / Micro needling is also known as Collagen Channelling or Collagen Induction Therapy (CIT) due to the device that is used. This is a wonderful treatment and consists of rolling a device or a pen that contains hundreds of needles over the face.

The principle of the microneedling device is that the "micro-needles" puncture the outer layer of the skin (which is uninvolved in collagen induction), and stimulates the deeper layers of the skin (which are responsible for collagen creation). In addition, the needles create temporary passageways on the Stratum Corneum, by passing the waterproof barrier. This allows for topical solutions (such as Vit A and Vit C / HA) to penetrate the Stratum Corneum, they then diffuse through permeable capillaries found in the reticular layer of the dermis and then into the blood stream. Micro-channels heal rapidly (10 - 15 minutes) restoring the skin barrier.

Most lotions that are put on the face are unable to get to the deeper layers of the skin because the superficial layer (Corneum) stops it. Once this layer has been breached, the active ingredients in the skin care products can reach into the depths of the skin about 10,000 times more effectively than by simply applying the products topically. The higher the levels of vitamin A and vitamin C that can penetrate into the lower layers of the epidermis, the more collagen can be made....therefore allowing natural collagenesis to occur.

One of the side effects of DMN is that the skin can feel very dry afterwards due to Trans Epidermal Water Loss (where water has evaporated or lost through the epidermis), the skin can become dry and flaky. It is advisable to book the client in for a light peel treatment and facial 7 - 10 days after the initial DMN treatment to help restore moisture with in the skin layers, especially if they are having a course of treatments.



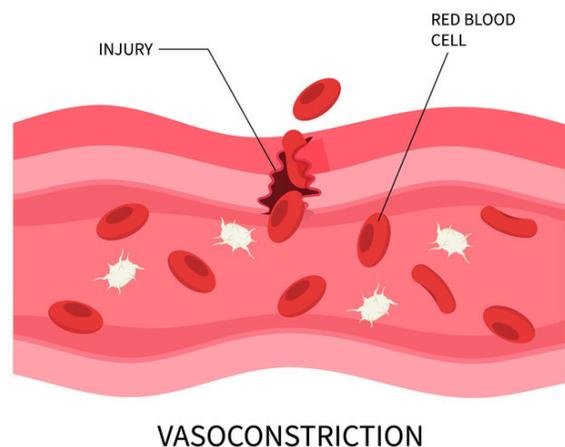
The Wound Healing Response

The principle behind Dermal Needling is simple:

- To stimulate the body's own production of collagen. This is accomplished by causing a micro injuries to the dermis. This results in the start of the wound healing cascade which there are four stages:

Hemostasis:

Is the first stage and is initiated within seconds of injury to the skin. Blood vessels constrict (vasoconstriction) to reduce further blood loss and as blood leaks into the open wound, the platelets are exposed to collagen, which then triggers the coagulation cascade, ultimately resulting in the formation of a fibrin clot. The clot formation prevents further bleeding from the damaged blood vessels within the tissue.



Inflammation:

The second stage and lasts approximately 3 days. Growth factors are released by platelets which attract neutrophils, macrophages, monocytes and fibroblasts which are needed for effective wound healing. Neutrophils ingest bacteria and other debris via phagocytosis helping to clean the wound and the pus commonly seen at this stage of the wound healing process is representative of the large number of neutrophils filled with bacteria and debris. Blood vessels are more permeable at this stage due to the release of prostaglandins and histamine, serous fluid also leaks into the wound and surrounding tissue causing oedema. The neutrophils undergo cell death (apoptosis) over the next 2 – 3 days when the monocytes then become activated and further facilitate wound healing by mopping up the neutrophils and further attracting other cell types that are key to the wound healing process, including fibroblasts. The main aim of inflammation at this stage is to control blood loss and clean the wound.



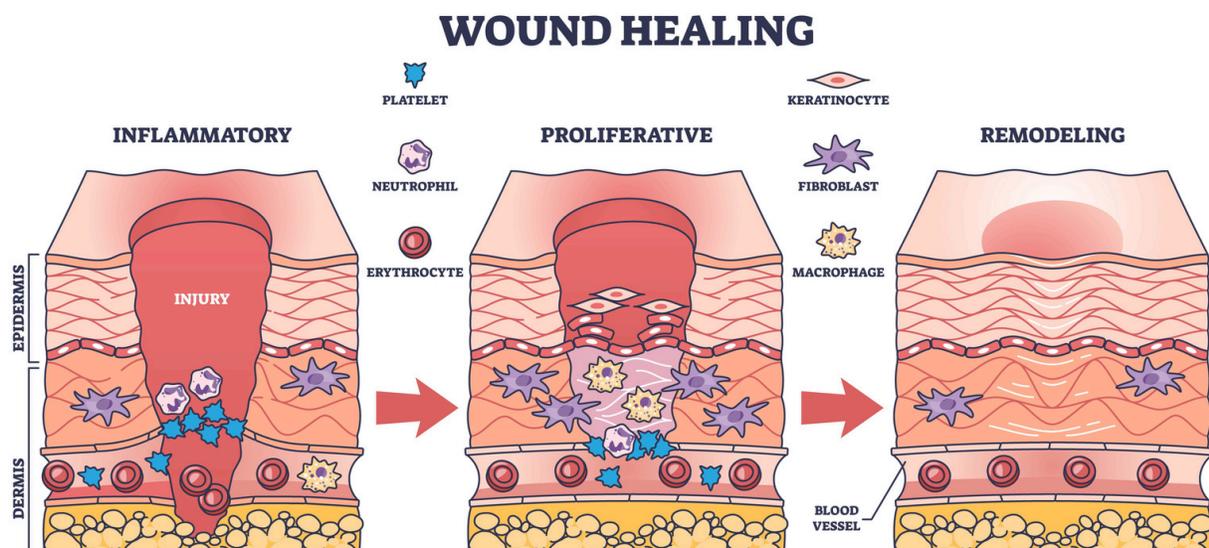
The Wound Healing Response

Proliferation

Involves the production of connective tissue which fills the wound and provides a scaffold for further healing. The release of several growth factors such as vascular endothelial growth factor (VEGF) and basic fibroblast factor (bFGF), which help to drive the development of new blood vessels within the wound. Fibroblasts also begin to produce collagen to replace the scaffold that was formed during the proliferative phase. It is thought that the fibroblast activity at this stage causes the skin to contract as the skin heals. Once the wound has been filled with granulation tissue, epithelial cells migrate to the wound edges and require a moist, well vascularised wound surface for this to happen.

Re-modelling

Involves breakdown and rebuilding of the wound's extracellular matrix by matrix metalloproteinases to refine the skin. This process is slow and lasts more than a year. It is during this phase that abnormal scar tissue can form, such as keloid scarring, due to imbalances in the process.



Treating Scarring

The idea is that the small puncture wounds create micro trauma and micro inflammation in the deep dermis and actually very little damage in the epidermis (or superficial skin). Consequently, the epidermis is not injured and can return to normal appearance in as little as 2-3 days. Meanwhile, the deeper dermis (where the collagen sits) is injured and recovers with stronger and more powerful collagen than pre-treatment. The tiny micro holes allow topical medicines applied for the 5 days after the procedure to get deep down into the dermis where they would otherwise be unable to get to due to the intact epidermis. The mechanical micro wound coupled with the application of topical creams and ointments allows the skin to get a tremendous result, particularly in acne scarred skin.

Acne skin is one of the most difficult to treat and typically doesn't improve more than 50% with lasers. Patients regularly notice results in a short period of time and are impressed within 7 days with up to 80% improvement being seen.

The principle of Dermal Needling treatment is that the "micro-needles" puncture the horny layer of the epidermis, which is the main obstruction to penetration of active ingredients. The treatment time can range from 5 minutes - 1hr depending on the speed, accuracy and density. Advantages of treating scar tissue with Dermal Microneedling (DMN)

- Scar tissue is reduced by perforation
- Surrounding intact tissue is not damaged
- Reduces re-pigmentation of the skin
- Needling treatments can be repeated
- Lifts inner atrophic tissue towards skin level
- Scar edges become softer
- Typical scars that can be treated with DMN include, acne scarring, surgical scarring, abdominal scarring such as cesarean, burn contractures, scarring from augmentation, post liposuction scarring, stretch marks
- DMN can also aid in treating hair restoration treatments

Keloid scarring can not be treated with DMN

Professional treatments : 3 - 4 spaced 4 - 6 weeks apart

Client homecare treatments should be repeated at home between 2 - 4 times a week to achieve the desired results



Treating Aging

The principle behind Dermal Microneedling to treat ageing skin, is to increase the penetration of active ingredients through the micro channels that are created during the treatment. Once the epidermis has been breached the use of topical actives such as Vitamin A, C, Peptides or Hyaluronic Acid can better reach the depths of the skin more effectively than by simply applying the products to the surface.

As the sterile needles pass over the skin the application of active products can be used to stimulate collagen production, hydrate or nourish the skin, depending on the desired outcome that the client wants. As the skin heals it becomes firmer and tighter as the new collagen is laid down. Studies have shown that an average increase of 206% in new, naturally produced collagen and elastin fibres 6 -8 weeks after the initial DMN treatment, in comparison to more conventional treatments such as peels, laser resurfacing or other ablative treatments.

The treatment can sometimes require the application of a topical anesthetic (depending on client's pain threshold) and would need to be applied at least 30 - 45 minutes prior to treatment commencing.

Effects of Dermal Microneedling on Aged skin:

- Skin will appear firmer and tighter
- Wrinkles and deep lines appear reduced
- Skin appears smoother
- Skin appears softer
- Skin feels more taught
- Skin tone can appear more even
- Pigmentation can be significantly reduced.

**Professional treatment recommendations:
3 - 4 treatments spaced 4 - 6 weeks apart**

Client homecare treatments should be repeated at home between 2 - 4 times a week to achieve the desired results



Treating Pigmentation

Pigmentation is one of the hardest skin conditions to treat depending on how the pigmentation was caused, depth, and whether or not it is influenced by hormones. Microneedling will help to eliminate some types of pigmentation but ultimately it is down to client commitment and homecare.

Pigmentation is created through a normal cellular activity from melanin. Melanin is produced and stored in organelles called melanosomes and varies from person to person and from race to race, being greater in darker skinned individuals. Melanin is distributed through the skin via the keratinocytes. Once in the keratinocyte the melanosome loses its membrane and releases its pigment. A biochemical reaction occurs through the protein called **TYROSINE** which has an oxidative chain reaction and thus the pigment is formed. Tyrosine gives colour to our skin, hair and eyes through the action of the enzyme **TYROSINASE**

When our skin is continually exposed to the sun, melanocytes produce melanin as a protective response to shield our skin from harmful UV rays. This reaction can also be influenced through hormones which is why some contraceptives, pregnant or menopausal women may experience MELASMA

Microneedling can help to break down melanin clusters in the skin and stimulate the wound healing response. With the use of tyrosinase inhibitors such as Vitamin C based products or Azelaic Acid - these block the oxidative chain reaction to reduce pigment, however to keep pigment at bay the client would need to use products that contain anti-oxidant ingredients at home as it is not always guaranteed that the pigment will eventually return.

Professional treatment recommendations:

3 - 6 treatments 6 weeks apart

Client homecare treatments should be repeated at home between 2 - 4 times a week to achieve the desired results



Benefits to DMN Treatment

Use of micro needling will help restore skin tightness in the early stages of ageing, speed up the reduction of pigmented marks, thicken thin skin, smooth fine lines, soften scars and reduce dilated blood vessels. The advantages of skin needling is that is not painful, it does not damage the skin and it can be used on all areas of the skin or body, including very thin skin. It is however, not suitable for use on the following skin conditions:

- Active acne
- Eczema
- Rosacea
- Psoriasis
- Severe solar keratosis
- Raised moles or warts.



Derma Microneedling - Results

Results can take three to nine months to fully appear as the body takes time to generate new collagen. Clients, however, see continual improvement. The procedure takes from ten minutes to an hour, depending on the area to be treated.

Depending on the size of the roller and the client's pain tolerance a topical anesthetic cream can be used prior to the treatment commencing and should be applied according to the manufactures instructions.

A crucial part of the treatment is the preparation of the skin prior to the procedure with topical vitamins A and C. This significantly reduces down time and patient discomfort. It is very important that the clients continue using the topical vitamins for at least 6 months post procedure to ensure the production of healthy collagen and elastin. Experience shows that the results differ vastly and that clients experience unnecessary discomfort when not following these protocols.

Advantages of Collagen Induction Therapy treatment:

- ✓ The treatment is not painful with proper anesthesia
- ✓ Very short healing period, 24 hours of down time
- ✓ Cost effective
- ✓ Can be used on thin skin
- ✓ No permanent damage to skin
- ✓ Can be safely repeated for better results
- ✓ Can be used on laser resurfaced skin
- ✓ Can be used on all areas of the body, including the face, neck, chest, arms, hands, abdomen and thighs



Kit and Equipment and treatment procedure

This chapter covers information regarding the kit and equipment you will need to carry out a treatment and different types of serums. Consultation, aftercare and homecare and treatment procedure for both roller and pen methods



Is Microneedling Safe?

While microneedling is suitable for almost all patients, it is not recommended for those with active infections, chronic skin disorders, blood clotting problems, poor healing, keloid scarring or skin malignancies.

Dermal Microneedling can be combined with other treatments including, dermal planning, peels and botox, as well as a variety of fillers, and traditional surgical procedures to produce an extraordinary facial rejuvenation result. LED is a great addition which can be charged as an add-on to the Dermal Microneedling treatment and can be applied immediately afterwards before the application of the mask or as a relaxing end to the treatment after the mask and before the application of serums and moisturisers.

The roller should not be used on pustular acne lesions, active herpes outbreaks, or any other acute infection of the skin.

Dermal microneedling rollers or micro needling cartridges, except the ones sold for home-use, are disposable, single use. The rollers are assembled by hand with the micro-points (200 - 600 needles) inserted one-by-one by skilled factory workers using medical grade steel and medical grade adhesive. It takes nearly an hour to assemble one individual roller. Following assembly, they are packaged, sealed and sent through gamma sterilization.

It's against manufacturer recommendations to re-cycle the instruments as re-sterilizing affects stainless steel and the adhesion bonding. The needles will rust and bend with overuse and will also become dull. Besides sharpness and needles becoming dislodged with re-cycled rollers, one of the gravest concerns is DNA trapped at the base of the needle and plastic roller that transfers to the next procedure performed.



Benefits of Dermal Microneedling treatment:

- Softens fine lines, reduces pore size
- Contributes towards skin thickening
- Reduces the appearance of acne scars and other depressed scars on the face and body
- Improves stretch marks, smoothes cellulite & tightens flabby skin.
- Needs little down time for recovery after treatment
- Can be used on all areas of the body
- Can be performed repeatedly until results are achieved & can be safely be used at home for optimum results.
- Non ablative
- A normal, natural process used by the body on a daily basis
- Safe for use on all skin types and colours including dark skin melanocytes remain intact, therefore no chance of hyper or hypopigmentation occurring
- Safe for sensitive and couperose skin
- Helps to clear blocked pores and stimulate blood flow – beneficial in acne clients
- No visible damage to the skin – fast healing time – nil to extremely low risk of infection.
- Does not induce sun sensitivity
- Visible reduction in sun damage, scarring and pigmentation.
- Increases collagen and elastin production – studies show up to 1000%
- Dramatically increases penetration of topical substances – studies show up to 4000%
- Can be used to treat hair loss
- Encourages the removal and fading of surgical scars
- Has been proven in scientific and clinical studies to stimulate anti-aging and skin regeneration processes along with increased collagen and elastin production
- Quick, easy and safe, cost effective treatment



Recommended serums for dermal micro-needling

| | |
|-------------------------------|---|
| <p>Peptides</p> | <p>Scientifically advanced, amino-peptide serums are highly effective in reducing the depth of wrinkles in the forehead, crows feet, frown lines and lip lines. Peptides act as messengers between the epidermis and dermis, stimulating the production of collagen, healing wounds, inhibiting wrinkle formation, enhancing circulation and water retention and retaining moisture. Ideal for lined/aged skin types.</p> |
| <p>Vitamin C</p> | <p>Vitamin C formulas provide intensive antioxidant benefits to reduce oxidative damage while providing cumulative UVA and UVB protection. Vitamin C increases elasticity of capillary networks, reducing redness and alleviating permanently dilated capillaries' (telangiectasia and couperose) Vitamin C is essential for collagen and elastin formation. Ideal for sun damaged skin.</p> |
| <p>Vitamin A</p> | <p>Vitamin A functions as an antioxidant to remove free radicals and reduce oxidative damage or distortion - it is the only topical vitamin that has the ability to penetrate into the nucleus of the cell's DNA and reverse irregularities. It is also recommended that clients take an oral supplement of Vit A to aid the healing process. Ideal for aging skin types.</p> |
| <p>EGF</p> | <p>Growth factors are intrinsic in wound healing. Epidermal Growth Factor ingredients come from a variety of sources, plants, microbes and yeast which bind to the growth factors in the cells to promote collagen production. EGF serums help in the proliferation of collagen and elastin and are ideal for lined skin.</p> |
| <p>Multi Vitamin</p> | <p>A combination of vitamins including Vitamin A, B and Vitamin C, Hyaluronic Acid, and Sodium PCA makes these serums suitable for most skin types, skin conditions and can be used to promote or maintain skin health. Ideal for dull and dehydrated skin conditions.</p> |
| <p>Hyaluronic Acid</p> | <p>Helps dehydrated skin by retaining moisture and water within the dermis and epidermal layers. It is also a free radical scavenger and can help to reduce the effects of UVA damage on the skin. Hyaluronic acid is a large molecule and needling is the best way to get it into the skin. Ideal for dehydrated skin.</p> |

Equipment: Dermal Rollers and Pens:

Dermal needling can be done using either a dermal roller or a pen that uses cartridges.

Dermal Rollers:

The instrument is a sterile roller comprised of a series of fine needles which are used to puncture the skin and cause micro wounds and inflammation. Each roller can have up to 2,500 tiny needles which can vary in diameter. The recommended size for professional skin therapists to use for an effective salon treatment is between 0.75 – 1m. 1.5m is only recommended on non facial areas for the treatment of scar tissue, no more than 0.5 should be used for a scalp treatment. Rollers can only be used up and down and across the skin.

What are the sizes of the rollers available?

Dermal rollers are available in a range of sizes from 0.20mm – 2.5mm. The numbers indicate the size of the needle length whilst the diameter of the needle ranges from about 0.13mm – 0.25mm, the larger the needle the bigger the diameter!

Whilst there are rollers available on the internet it is always better to purchase dermal rollers or cartridges from a reputable supplier, this way you can be reassured that they have been correctly constructed and sterilized and have the option to return goods if they do not meet the minimum standards.

Any size under 0.30mm – Homecare
0.50mm – 1.5mm – Professional Use Only

Current National Occupational Standards in the UK state that non medics can only work up to 1mm depth on the face and up to 1.5mm depth on non facial areas.

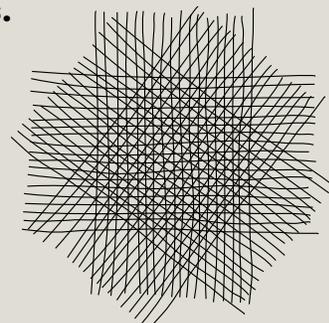
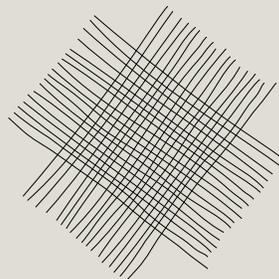
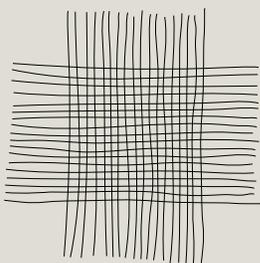
It has been suggested that skin with *severe* acne scarring is about the only skin that could tolerate a larger roller, and the treatment would need to be carried out by a fully qualified dermatologist or medic.



Basic Dermal Microneedling Treatment Procedure using Roller Technique

- Carry out a FULL consultation and ask the client to sign this before you commence any microneedling treatment
- Cleanse the skin thoroughly
- Put on gloves
- Use a toning solution to clean the skin ensuring that it is free of make up and oil residues.
- Show the client the roller in it's sealed packet, explain that this has been sterilized and that it is disposable after use. – indicate the sharps box
- Starting on the forehead between the brows (frown lines) stretch the skin and place the roller onto the skin.
- Roll the roller up and down 5 – 10 times. Across 5 – 10 times, and in a 2cm X 2cm square. This technique ensures that the MAXIMUM amount of channels are being created (up to 250) This technique is called the 'crosshatch' and is a + shape overlaid with a X shape (see bottom of page).
- Lift the roller up and move onto the next area. You will overlap slightly and this is quite normal and safe to do so.
- Once you have completed the forehead apply the serum and move onto the cheeks.
- Repeat the crosshatch technique, apply serum and move onto the next area and so on until the whole face has been completed.
- Once the whole face (or area) has been completed apply the serum to the whole face.
- Apply a peptide or Vitamin A serum to the eye area in small circular movements.
- Apply moisturizer
- Apply sunscreen (SPF 30+)
- Give client aftercare/homecare advice
- Show them the kit
- Rebook for next appointment

If there is blood spotting a saline solution can be applied over the area PRIOR to the active serums.



Guide for using Derma Roller

- Using the cross hatch technique, start between the brows.
- Gently stretch the skin between the fingers with the non dominant hand.
- Place the roller between the fingers and gently roll the roller up and down, side to side and diagonally in 2cm squares. Remember to lift off the roller before starting a new movement.



Microneedling Pens:

These have the same principles as the roller and the effects are exactly the same, they are a smaller version of the roller and are usually shaped like a pen, and are better for use around the eyes or smaller areas of the face.

The principle is that instead of needles being rolled across the skin, the needles in the pen are 'stamped' into the skin at a vertical angle, ie the needles move very fast up and down whilst the pen is moved in either a linear or in a circular motion. Because the device is smaller than the roller it is much more effective at targeting those hard to reach areas such as the around the eyes and the nose. The cartridges are inserted into the microneedling pen and come in a range of different sizes, from 6 points – 36 points or more. This means that a 6 point will have 6 tiny needles and can be used on finer lines around the eye area or on more delicate skin, where as a 36 point cartridge will have 36 tiny needles and can be used on deeper lines and wrinkles across a larger surface area.

The device is often rechargeable or plugged into a socket, depending on the setting of the pen the needles will be forced into the skin up to 0.25 – 2.50mm (remember in the UK non medics are only insured up to 1.5mm). The pen is more versatile than using the roller as it can be used in linear motions, side to side, and/or circular motions. Using a serum helps the needles glide more easily whilst opening channels to allow active substances into the skin.

Under the guidance of the UK National Occupational Standards, practitioners are advised to use no more than 1.m on the face and up to 1.5m on non facial areas, however it is advisable to check with your insurance.



Microneedling Pens:

Some pens are rechargeable while others are plugged into a machine. The machine controls the speed, while the depth of the needles are controlled by the pen. As with all machines, seek manufacturers instructions for use.



Cartridges are inserted into the pen, these can either be clipped in or screwed in. It is recommended that no more than 3 passes in different directions are used to glide over the skin using the appropriate serum or cocktail for the clients skin concerns. Ultra fine micro-needles will be going in and out of the skin about 90 times per second. All that is felt is a vibration similar to microdermabrasion.

Unfortunately (due to the accessibility of the internet) there are people who do use larger needle sizes on their skin, thinking that they are doing some good and helping to generate lots of new collagen, however they usually end up damaging their skin and creating small scars or pock marks on the face, due to their lack of knowledge.

It is our job as professional therapists to educate and provide the client with the best possible information regarding Dermal and Micro Needling and explain to them the possible consequences of incorrect needle size and treatment.



Guide for using Microneedling pen methods



Starting at the base of the neck and using circular, gliding or crosshatch movements, work up the neck to the jaw. Work up the neck from one side to the other avoiding the thyroid gland.

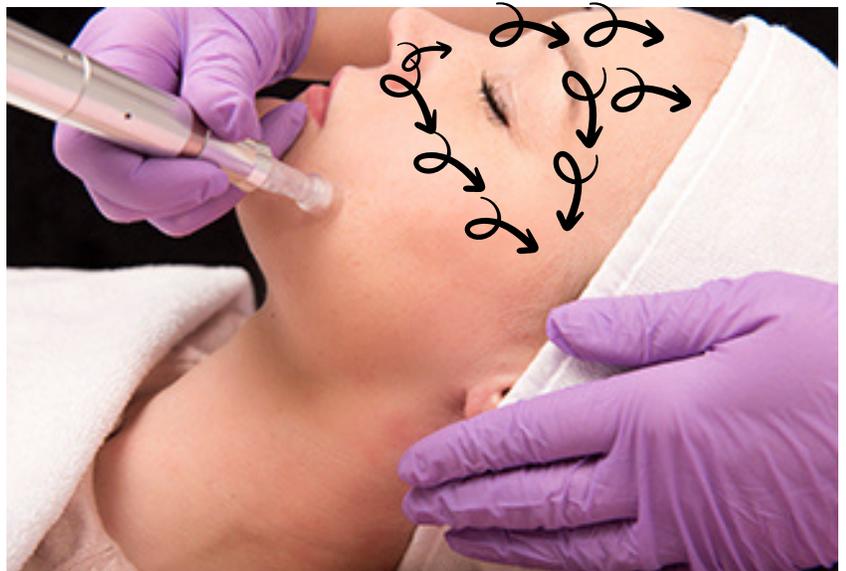
Once the neck has been covered, work from the centre of the chin to the ear lobe and gradually work up the face in lines from the chin - ear lobe, corner of mouth - middle ear and top lip - top of the ear. Always work towards the lymph nodes to aid drainage. Work one side of the face before working on the other.

Once both sides of the face has been covered work up the side of the nose avoiding the bridge / bony area.

Next work across the top of the cheek to the temple bone.

Next work from the top of the nose (between the brows) and across the top of the brow bone towards the temple bone.

Working from between the brows work up towards the hairline, working on one side of the forehead before working on the other.



Remember to keep the pen moving at all times in the same direction.
Remember to lift off when you reach the end of the line before placing the pen back onto the skin to start the next line

No more than three passes each area



Summary of needle sizes

| Needle size | Effects and benefits on the skin |
|---------------|--|
| 0.25 - 0.30mm | Increased penetration of actives to improve overall skin texture and appearance. Ideal for homecare and treatment maintenance |
| 0.5mm | Ideal length for salon treatment that will increase collagen production. Ideal for lines and wrinkles, anti-ageing and acne & chicken pox scarring. |
| 0.75mm | Ideal for treating sun damaged skin, superficial scarring, deeper wrinkles and acne scarring, ice pick scarring. Research has shown that collagen induction takes place up to a depth of 0.6mm |
| 1.0mm | Deeper scar tissue, cellulite, deep stretch marks. Maximum length used on the face |
| 1.5mm | Deep stretch marks and deep scarring and cellulite. Ideal for bunched collagen fibres as the extra length needle can penetrate through the fibrous tissue. Only to be used on the body. |

Under the guidance of the UK National Occupational Standards, practitioners are advised to use no more than 1.m on the face and up to 1.5m on non facial areas, however it is advisable to check with your insurance.



Treatment Planning

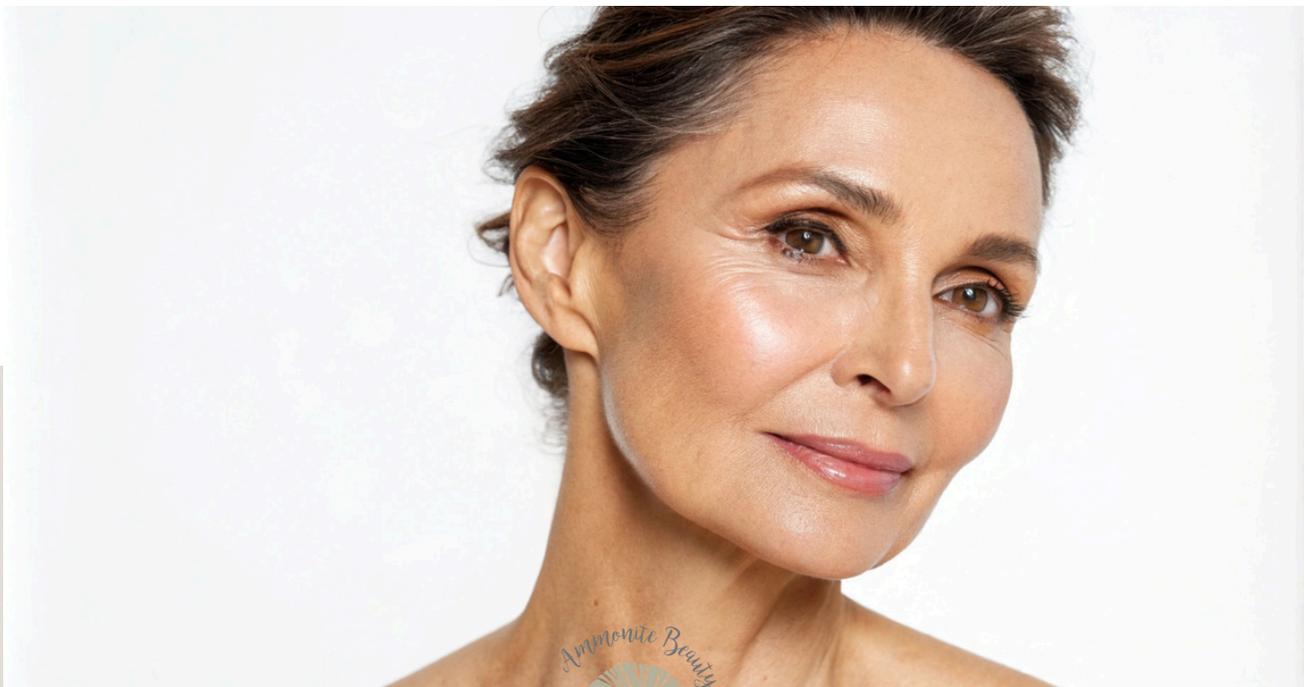
SALON / PROFESSIONAL USE

- 1mm can be used every two weeks on the same area
- 1.5mm can only be used once every 3 - 4 weeks on the same area and only on non facial skin.
- +2mm can only be used every 5 weeks on the same area, however this can only be used by a trained medic or dermatologist as they will need to judge the part of the skin that is thick enough to use this needle size safely.

Dermal Rollers are for use by an individual person only, they must be disposed of after treatment into the Sharps container, they must NOT be shared under any circumstances.

Indications for use:

- Aging skin
- Skin that lacks collagen and elastin
- Thin skin
- Scarring
- Pigmented skin Acne scarring
- Stretch marks
- Abdominal laxity
- Cellulite



Contraindications

Whilst Dermal / Micro Needling is considered a safe procedure for most skin colours and types there are a few conditions that are contra-indicated:

| Absolute contraindications | Restricted contraindications | Contraindications that require referral |
|--|--|--|
| <p>Pregnancy Clients prone to keloid scarring Scleroderma (hardening of the skin). Vascular diseases or cardiac abnormalities Haemophilia Immune disorders Scars less than 6 months old. Accutane - client needs to wait 12 months before treatment can commence Liver disease Hepatitis and other blood diseases (use discretion) Melanoma.</p> | <p>Herpes - clients must allow the conditions to clear before treatment (see information on herpes) Cuts and/or abrasions in the treatment area Facial fillers/botox - client must wait 10 - 14 days before receiving treatment Active bacterial or fungal infection at the time of consultation in the treatment area - client must wait until infection has cleared/healed.</p> | <p>Diabetes Blood thinning medications / Blood clotting problems Eczema Photosensitivity Severe allergies Undiagnosed lumps and bumps in the area Immune disorders</p> |

Note: Needling may trigger cold sores in those prone to them so consider using an anti-viral treatment 10 days before treatment.



Microneedling consultation form

| | |
|--|-------------------------|
| Client Name | Contact Details: |
| Doctor Name and contact: | |
| <p>I can confirm that I have not had direct sun exposure (exposure without protection) on the treatment area for the last 6 weeks and my medication history has not changed. I accept responsibility and give my consent to have the treatment done today</p> <p>Client signature: _____ Date: _____</p> | |

Please answer all questions to the best of your knowledge:

Are you pregnant or breastfeeding?

Do you have active acne?

Have you recently had any chemical peels

Do you suffer from eczema or dermatitis

Do you suffer with haemophilia?

Do you take any blood thinning medication?

Do you suffer with Rosacea or Scleroderma?

Have you recently been exposed to the sun or sunbeds in the last 24hours?

Have you been on any Accutane medication in the last 12 months?

Do you suffer with any infectious skin conditions such as, herpes simplex?

Do you have a family history of hypertrophic scarring or keloid scarring?

Have you recently had COVID? If YES how long ago? _____

Are you currently on any medication? Yes / No If yes please state what it is below:



Practitioner to Complete

Skin Analysis / Skin Conditions Present:

| | | | |
|--------------|-------------|--------------------|------------|
| Eczema | Rosacea | Broken Capillaries | Milia |
| Dermatitis | Active Acne | UV Damage | Commedones |
| Psoriasis | Chloasma | Fine lines | Cellulite |
| Folliculitis | Vitiligo | Scarring | |

Other conditions: _____

Skin type: Oily / Dry **Fitzpatrick type:** 1 2 3 4 5

Treatment Details:

Dermal micro-needling treatment: Size of roller/cartridge to be used: _____

Area to be Treated:

Residual tan in treatment area: Yes / No

Photo taken pre treatment (with client consent): Yes / No

Other recommended treatments & add on: LED / Sonophoresis / Radiofrequency

Treatment Plan

Frequency / course of treatment recommended:

Serum:

Treatment addons:



Post Treatment

After treatment photo taken post treatment: Yes / No

Sun block applied: Yes / No Brand & SPF: _____

Mineral make-up applied post treatment: Yes / No

Aftercare advice given Yes / No

Health & Safety:

Safe disposal of sharps: Yes / No

Safe disposal of bio-hazardous waste: Yes / No

For safe disposal of sharps box, contact your local environmental health agency

Therapist signature: _____ Date: _____

Homecare kit:

Homecare kit client bought: YES /NO Size of Roller purchased:

Serum A.M & Brand _____

Serum P.M & Brand _____

Verbal instructions given YES /NO Written instructions given YES /NO

Client signature obtained YES /NO

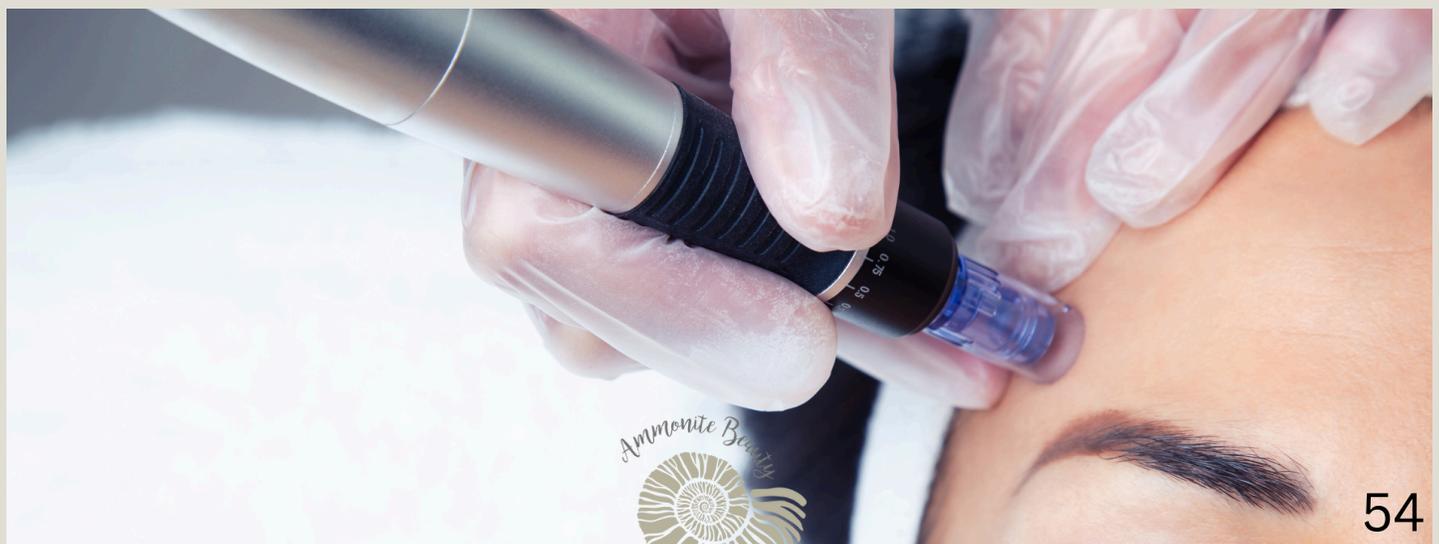
Additional products purchased or recommended:



What does the client experience after a Microneedling treatment?

In the clinic/salon it is recommended that a 0.5mm or 1.0mm roller is used for treatments. This will penetrate slightly more than the 0.3mm and ensure delivery of any actives into the dermal layers of the skin. It will also kick-start the wound healing response at this level.

| Roller size for salon treatment | Client expectations: |
|--|--|
| 0.5mm & 1.0mm | After care: <ul style="list-style-type: none">• Minimal discomfort, no requirement for topical anesthetic,• Skin may feel warm• Skin may appear pinkish in colour following treatment, this normally resolves in 2-3 hours although may last until the following morning.• No touching the treated skin• If done late afternoon or during the evening then cleansing, toning and moisturising can be done the following morning• Use SPF30 or higher - even in the winter• Use recommended serum for a period of 5 days after the treatment• Avoid heat treatments for the first 48 hours. |



Post Treatment

Post Salon Treatment:

Ensure that any dried serum and ooze on the skin is adequately removed with saline immediately following needling and prior to serum application. This is not only more aesthetically appealing, but also allows greater product absorption in the early stages following treatment.

Typically minimal bleeding is experienced following 1mm rolling (and often almost none following 0.5mm). For the first 1-5 days the skin may feel very dry and tight (inflammatory lag phase). Frequent use of moisturisers with ceramides will help to alleviate this and booking the client in for a facial treatment will also help (5 - 7 days after the initial treatment).

During the fibroplastic phase of wound healing (days 5-14) advise the client to increase antioxidants, peptides and growth factors for greater results. It is also recommended that your clients also take a vitamin supplement throughout their course of treatments.

Note:

- Avoid all Toners (expect a soothing one) for 3-5 days.
- Avoid direct sun exposure for 10-14 days if possible. No sunscreen on first day of treatment if possible- use a hat and scarf to protect the face. MINIMUM OF SPF 30 is recommended following days after treatment (rain or shine).



Aftercare

General aftercare considerations:

Following Treatment the client may notice very small blood speckles on their pillowslip the morning following treatment- this is nothing to be concerned about.

- Reddening of the skin normally fades quickly, but in some cases may last up to 72 hours.
- Mild discomfort and swelling may be present for 48-72 hrs
- A light peeling can be experienced in areas of increased swelling
- Minute pin prick scabs may be present in areas of high intensity- exfoliation recommended 8-10 days after DMN treatment to enhance skin function and texture.
- Avoid sun exposure for recommended period (48hrs) and then use a zinc based sunscreen.
- Do not apply any oil based products for 48-72 hours following DMN treatment
- Small vesicles may appear in the first 72hours- treat and prevent with a Licorice based Serum.
- Body rolling: Itching at treatment site may be experienced for up to 4 days

For Optimal Results

- Ensure the skin has an adequate supply of the nutrients necessary for optimum renewal and repair.
- We stress that all DMN roller procedures should be combined with appropriate skin care products - at the very minimum we recommend the use of Vitamin A and Vitamin C products to promote cell health.
- We also highly recommend the use of a Peptide Serum to assist with anti aging processes and for the treatment of pigmentation we recommend the use of Chromabright as a lightening agent (or Licorice if redness or mild inflammation is present).
- We highly recommend the addition of a homecare roller to your evening skincare regime to increase the penetration and effectiveness of your serums

Recommended products for home use:

- Vitamin A serum (evenings only)
- Vitamin C serum
- Antioxidant Peptide Serum
- EGF Serum
- Hyaluronic Serum



Variations on Microneedling treatment:

LED light therapy can be used to further stimulate the healing process and collagen production. A cooling, collagen based face mask can be applied after the rolling and before the application of serums to provide maximum absorption of actives.

Exfoliation treatments can be performed prior to the rolling commencing. This can be either a light manual grain based exfoliator or an enzyme peel or dermal planing. There are machines available that combine both microneedling and RF together and the RF is released at the same time that the needles puncture the skin. The microneedles are insulated which keeps the heat energy to the tip of the needle, therefore keeping the energy more concentrated for better results.

Microneedling can be an addition to any facial treatment – would be performed before the application of the mask. If adding this to a regular facial treatment allow an extra 20 – 30 mins and charge an additional cost.



Sonophoresis complements the microneedling treatment well. It helps to increase the absorption of active ingredients and helps the intracellular lipids in the stratum corneum to create cavities that facilitate the passage of actives into the skin. Sonophoresis will also increase the duration of time that the micro channels are open for absorption.

Radio frequency is also a popular treatment to use and aids in firming and tightening skin tissues and is particularly beneficial for skin that is lax and loose.



Homecare Considerations

It is recommended that clients continue their treatment at home with the use of a homecare kit. The kit should compromise of either a 0.25mm or 0.3mm roller for home use and one serum. The kit can be retailed and is strongly recommended especially if the client wants to continue the treatment effects at home. In an ideal world clients should NOT leave the salon without purchasing the kit, otherwise what is the point of the therapist doing the treatment. However, not all clients can be trusted to use the kit correctly, even after clear instructions are given, so the therapist must use their judgment and decide whether or not their client(s) would benefit. All clients must be given clear written and verbal instructions on using their kit correctly and sign a disclaimer form which the salon keeps.

Some clinics/salons cost the kit into the first course of treatments.

HOME USE

- 0.25mm - 0.30mm can be used every second day on the same area and is recommended for homecare.

The lifespan of a Roller depends on the treated skin – eventually the needles will become blunt and the device will require replacing – as a rule, if used on the face once per week a roller should last approximately 10 – 12 months.



Homecare Kit:

| Roller size for homecare maintenance | Indicated treatment / Uses | Treatment timings |
|---|--|--|
| <p>0.25mm - 0.3mm</p> | <ul style="list-style-type: none"> • Stimulation of anti-aging and skin of skin following treatment regeneration processes including collagen induction production • Painless Increased penetration of topical • No outward reaction substances • May experience slight tingling | <ul style="list-style-type: none"> • Sun damage, scarring and pigmentation • Fine lines and wrinkles <p>Treatment of seborrhoea, acne, 1 – 3 X per week blackheads etc</p> |
| <p>0.30mm Increased collagen and elastin Expected normal skin reactions:</p> <p>To ensure the skin has an adequate supply of the nutrients necessary for optimum renewal and repair we stress that all roller procedures should be combined with appropriate skin care products - at the very minimum we recommend the use of Vitamin A and Vitamin C products to promote cell health. We also highly recommend the use of a Peptide Serum to assist with anti aging processes. Recommended products:</p> <ul style="list-style-type: none"> • Vitamin A Serum (evenings only) • Vitamin C Serum • EGF Serum • Peptide Serum • Serums for pigmentation • Hyaluronic Acid | | |



Client Information regarding Homecare treatment.

Important information that the client needs to know about using their homecare kit:

The following information over the next few pages is referring to the use of a home Dermal Roller kit and appropriate products that the client would purchase at the salon under guidance of the practitioner.

Should the client choose to continue their treatment at home, we suggest that the following information must be given so that they understand how to use and care for their roller and how to use the products. It is important that the therapist spends time with the client to show them how to use the roller and products correctly as well as showing them how to clean and store their dermal roller.

-
- Sit the client in front of the mirror and let them hold the roller.
- Explain that they DO NOT need to use any pressure when rolling (they do not need to see blood)
- Explain that they need to roll in a star shape on the areas that they want to continue to treat.
- Show the client how to do this whilst they are sitting in front of the mirror and then let them demonstrate this to you.
- Once you are happy that they client is doing this technique correctly then you ask the client to sign the consultation / homecare form to acknowledge that they have been shown the correct way in which to use the roller. Write the date that they purchased the roller on the box and on their consultation form.

Always advise the client to carefully follow the instructions provided with their roller and if in any doubt about whether to proceed with a treatment please consult your therapist prior to commencing treatment. Home Care Rollers are for use individual use, they may be sterilised and reused by that person and must not be shared with anyone else.



Instructions on using your Dermaroller Homecare Kit

Your Dermal Micro- Needling Salon:

Congratulations on deciding to treat your skin with Dermal Micro Needling. Once you have consulted with your therapist that you are eligible to receive DNM in salon we ask that you take note of the following advice to ensure safe treatment and maximise your results.

Skin Preparation at Home:

To achieve the best possible results your therapist would have explained that you need a good skincare routine at home. Your therapist may have prescribed some or all of the following essential items to maintain skin health

while it is healing and to ensure you have the best outcome from your DMN treatment today and in the future.

- Cleanser & Toner
- Supplements (Omega3, glucosamine, multivitamins)
- Topical Vitamin A & C
- Topical Antioxidants, Peptides & growth factors
- SUNSCREEN!

Do's and Don'ts

- Avoid sun exposure for 5 days before your treatment
- Avoid sun exposure for 10 days after your treatment
- Avoid picking or scratching your skin
- Avoid hot water, spas or public swimming pools for 24hrs after treatment
- Do apply your topical antioxidants, peptides and growth factors daily
- Avoid touching your skin with unwashed hands for 24hrs
- Avoid Ibuprofen and Aspirin before your treatment as it will affect how your blood clots
- Re-book your follow up appointment with your therapist.

Dermal Micro-Needling at Home

What steps do I do when rolling at home?

- DNM at home is best performed at night so that redness can subside by morning.
- Cleanse thoroughly and apply appropriate toner
- Build skin up to daily rolling eg: 2 minutes x 2 treatments week 1, 3 minutes x 3 treatments week 2 and so on.
- Apply prescribed topical preparations to skin after rolling
- Moisturise

How do I clean and take care of my home roller?

It is important that you take very good care of your home roller and never allow anyone else to use it. First wash your roller with hot water. Next disinfect it by leaving it to soak for 30 minutes in a 70% alcohol solution. Allow to air dry naturally before replacing it back into it's protective case.

- Rinse with hot water and allow to dry before putting away
- Always store out of reach of children
- Keep in a safe dry place

How long will my home roller last for?

Approximately 3 to 4 months if used on average 3 times per week.

How do I dispose of my home roller?

Return your roller to your salon and they will take care of safe disposal.

How long should I continue treating my skin with a home roller?

Your therapist will advise you of the appropriate home roller use for your specific skin needs and conditions.

Aftercare sheet for clients using a homecare kit & disclaimer

This is the aftercare you must follow when treating your skin at home. Your therapist will sit with you and show you how to use your dermal roller and products correctly.

How to care for your dermal roller

Wash your roller immediately following use with hot water and then stand in alcohol or sterilising solution (i.e. Isopropyl Alcohol available your Pharmacy) for at least 30 minutes.

Allow to air dry naturally before storing in the plastic case provided.

Ensure that NO ONE else uses the roller.

How to use your dermal roller

- Do not use excessive pressure when rolling.
- Reddening of the skin normally fades quickly, but in some cases may last up to 24 hours.
- Avoid sun exposure for recommended period and then use zinc based sunscreen.
- Use recommended serum
- Avoid touching the area
- Avoid any activity that may increase the skin temperature – sauna, steam, gym, hot yoga etc

I _____ have been shown and have read the instructions and I understand how to use my dermal roller and products and how to clean and store my dermal roller safely. I understand that should I experience any issues whilst using my homecare kit I will contact the salon immediately.

Signed: _____ Date: _____

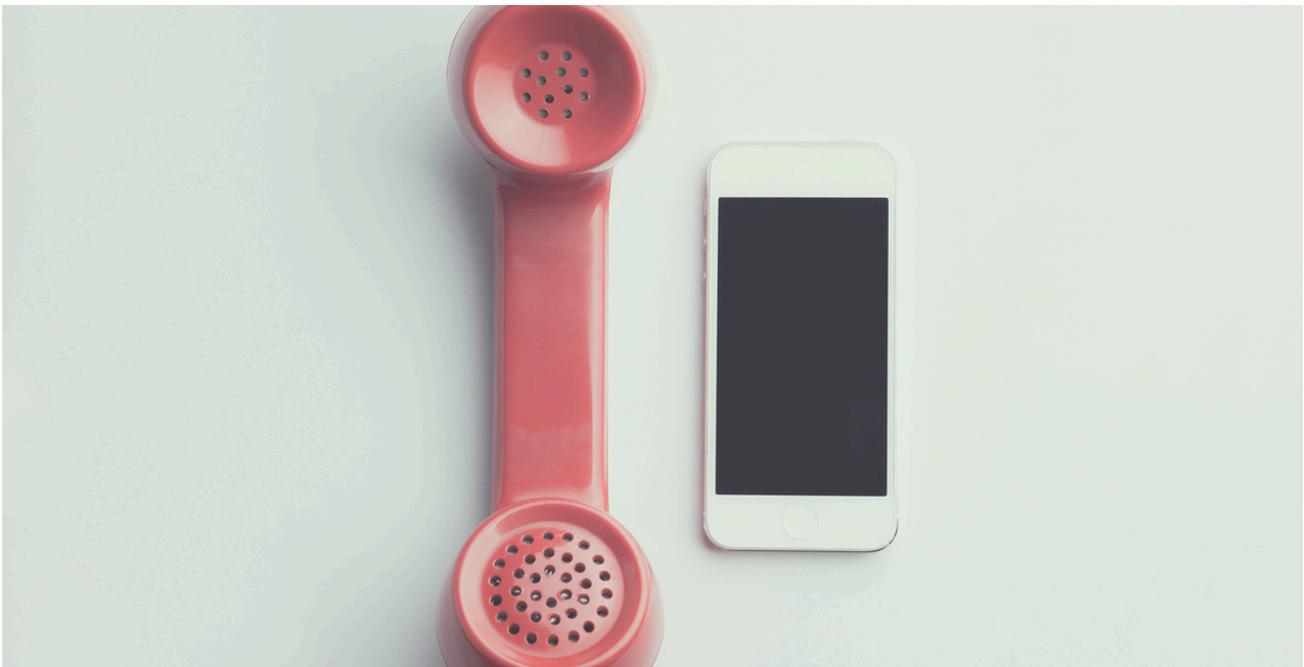
Therapist sign & Date: _____

Practitioners Duty of Care

Homecare products

Once you have completed the microneedling treatment, mention to the client that you will be going through their homecare and course recommendations. Every product that you have pulled out will offer a specific result and benefit to deal with the client's concerns. Mention the condition that you are treating and why you are recommending these products.

It is good practice to phone the client the next day to see how their skin is feeling and especially if they have purchased any homecare from you. This will also give them a chance to ask any questions or discuss any concerns that they may have about the treatment. They will also feel more confident in you and your knowledge and this can result in repeat business for you.



Purchasing microneedling devices for professional use:

Dermal rollers and microneedling pens are easily accessible from the Internet, however the advice is to buy from a reputable supplier although you may have to pay a bit more. When purchasing a microneedling pen, you will need to purchase a variety of cartridges so that you are able to treat different areas of the face and body. You may also want to consider purchasing cosmeceutical grade face serums so that you're able to treat a variety of skin conditions.



Ideas for Retail



Microneedling can be done at any time of year. As with most skin treatments it is better to have a course of treatments for those clients who are seeking to keep their skin healthy. Pricing can vary depending on where you live. It is recommended that you find out what other salons and clinics are offering in your area and price your treatments competitively. This doesn't mean you need to be cheaper, but more in line with how the competition has priced themselves. Remember to do your costings as this will help you to price up your treatment accordingly. How much will the equipment cost? How much are the replacement cartridges? How much are the serums? What is your hourly rate? Remember to add at least 50% to the cost price of the treatment to ensure that you are in profit.

- Create a bespoke retail package that clients can use when they purchase a course of treatments. Products can include cleaner, toner, moisturiser, serum and SPF. Include the price of the skincare into the cost of the course. This way you know that your clients will be using the right products to help maintain the results of the treatment.
- When a client is only purchasing a one off treatment, include the price of the SPF into the cost. This way you know that their skin will be properly protected afterwards.



Treatment Pricing and Promotional Ideas:

There are many ways in which you can promote your new treatment. You'll need to practice to feel confident so you could run a special promotion for a month or offer your regular clients a special price for the treatment. Social media is a great way to get attention and put out offers. Referrals are another way to promote treatments and gain customers.



Getting clients can be challenging; start with family and friends and get them to do the work for you. In other words if you are giving them a treatment at a discount then expect something from them in return, for example ask them to refer 2 people to you or promote you on their social media platforms. Perhaps have an introductory offer for your regular clients to introduce them to the treatment.

Social media is also a great way to promote yourself. FaceBook, Reels and Instagram work really well and you can ask someone to film you whilst you carry out a treatment or take pictures. Asking your clients for before and after pictures is also great as people can see the effects of the treatment – of course ask their permission first.



Assessment Information

To ensure that you are safe and competent to carry out the treatment you will be required to practice on models and on each other.

To ensure that you have understood the information you will be required to complete a knowledge test



Assessment Criteria:

In order to gain your certificate, you will be required to complete the review questions. You will also be required to demonstrate the skills that you have learnt from watching and participating in the practical sessions. Once the tutor is satisfied with your test results and you have competently demonstrated the practical element of the training, your tutor will then issue you with your certificate. You will then need to contact your insurance provider to update your policy.

You have now reached the end of your course. You should now be able to:

- Understand the relevant Health and Safety and Legislation regarding a microneedling treatment
- Be able to understand the history of treatment.
- Understand the relevant skin anatomy, physiology and skin types/conditions that benefit from microneedling
- Understand how microneedling compares to other anti-aging treatments.
- You should be able to carry out a client consultation, identify relevant contra indications, and possible reactions and risks.
- You should be able to understand the treatment preparation, and safely follow a treatment procedure.



Micro-Needling Knowledge Review Questions

Under the National Occupational Standards, what is the maximum needle depth that practitioners can work with?

Why must we educate clients, especially younger ones, that skin is healthy not normal?

True or False?

Dermal micro-needling can be used on keloid scarring

Dermal micro-needling helps collagen proliferation

Dermal micro-needling is safe

LED treatment is NOT recommended as an add on to a micro-needling treatment

Haemostasis is the 3rd stage of wound healing

Chemical peels can be done prior to dermal micro-needling treatment

Sensitive skin is hereditary



Fill in the gaps - find the page in this training manual to help:

Intrinsic aging manifests as a gradual loss of skin _____, decreased _____production, and slower cell turnover rate. These changes can lead to the appearance of fine lines, wrinkles, and _____ skin. Other signs of intrinsic aging include greying hair, _____, and changes in body shape and physical strength.

What are the treatment plans for the following skin conditions:

Ageing:

Pigmentation:

Scarring:

Which serums would be best used on the following skin conditions:

Ageing:

Pigmentation:

Dehydration:

Micro-needling can be done on a Fitzpatrick VI skin type? YES / NO



List the stages of wound healing and give a brief summary what happens at each stage:

| | |
|----------------------|--|
| Haemostasis | |
| Inflammation | |
| Proliferation | |
| Re-Modelling | |

What is Intrinsic and Extrinsic ageing and give three differences:

Intrinsic ageing is:

1. -----

2. -----

3. -----

Extrinsic ageing is:

1. -----

2. -----

3. -----



Lists three benefits of micro-needling:

1. _____
2. _____
3. _____

List three skin conditions that you would NOT micro-needle?

1. _____
2. _____
3. _____

How long after treatments should a client wait to have a micro-needling treatment?

Anti-wrinkle treatments: _____

Dermal Fillers: _____

IPL/Laser: _____

What are the benefits of using Radio Frequency with micro-needling?

WELL DONE! you have now completed the Knowledge Review Questions. Your Educator will now mark this.



TOTAL MARKS / %

Micro-Needling

Practical Training Information:

Whilst every effort is made to find models for you to practice on, there may be occasions where this is not possible, therefore we ask you to be prepared to have a treatment from a fellow student. Please read the information below and make your trainer aware of any contraindications prior to beginning the training.

Practical:

- To ensure minimal skin trauma, we ask that you avoid blood thinning agents as listed below, avoid sun exposure, and do not peel the treatment area for 7 days prior to peel treatment.
- Please ensure that you all refrain from taking the following for 7 days prior to treatment. Aspirin, Ibuprofen, St Johns Wort, Dong Quai, Ginseng, Ginkgo Biloba, Feverfew,
- We advise you to take any antiviral treatments if you have cold sore outbreaks, 7 -10 days prior to a dermal microneedling treatment.
- Please avoid removing hair from the face 7 - 10 days prior to treatment. This includes, waxing, shaving, threading, sugaring, plucking/tweezing.
- In order for you to have the treatment as part of the training, you will be required to fill in a consultation form.

Treatments- Time lapse required:

- Deep Chemical Peels (3mths post)
- Microdermabrasion (3-4wks)
- Botox and Fillers (2wks)
- Electrolysis, Waxing (2-3wks)
- IPL, Laser (1 mth post)

Blood thinning agents

- Asprin
- Ginger
- Vitamin E
- Blood thinning medication

Please check the contraindications list. Should you have any contraindications you will need to make your assessor aware before treatment commences.



Verbal Questioning

During your practical assessment, the assessor will be asking you some verbal questions. Here are ten example questions that you will most likely be asked during your assessment:

1. What is the maximum amount of passes you can make on the skin during a micro-needling treatment?
2. What is the serum you have chosen to use?
3. What contraindications are specific to this treatment?
4. What skin condition are you treating and what is the recommended treatment plan for your client?
5. What are the key ingredients of the serum you are using?

6. What other areas can be treated?
7. Can you micro-needle Fitzpatrick VI Skin?
8. What common reactions can occur?
9. What aftercare can you recommend for your client?
10. How do you dispose of a used dermal roller / cartridge?



Practical Assessment

To ensure that you are safe and competent to practice you will need to demonstrate your treatment for the tutor/trainer.

You will be assessed on the following criteria:

| Date of Assessment: | Tutor/Assessor: | |
|---|--------------------------|------------|
| Treatment: | | |
| Criteria | Assessor Comments | Y/N |
| Health & Safety: <ul style="list-style-type: none"> • Sterilisation & Sanitation • Correct PPE • Correct Sharps disposal • Personal appearance | | |
| Client Consultation <ul style="list-style-type: none"> • Treatment and possible risks explained to client • Consultation forms filled in and signed • Aftercare advice given | | |
| Treatment: <ul style="list-style-type: none"> • Correct client position for treatment • Correct products selected • Correct treatment procedure followed • Rebooking / treatment follow up advised | | |



Congratulations

You have now completed your Micro-needling Training

Microneedling is a great treatment to introduce to your clinic, especially for those clients who are looking to refine their skin. It can be sold as an add on to a regular facial or can be sold as a stand-alone treatment. Combining LED works really well and can also be a great addition to the treatment, which you could charge as an add-on.

Clients with acne scarring or stretch marks benefit particularly well as do those who are looking to reduce lines and wrinkles. The client needs to understand that this is a progressive treatment and there is commitment on their part in purchasing a course of treatments as well as the homecare kit and roller if they want to see results.

Practicing the treatment regularly will help you feel confident and competent and remember to promote yourself.

We wish you all the best and hope to see you on one of our other courses in the future



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