## estheticpro





Presented by INTEGRATED AESTHETICS INSTITUTE, LLC

## Partner Training



@THEestheticpro



esthetic-pro.com



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## Welcome CSS!



## Kit Options:

#1- EstheticPro Micropen plus 8 tips: 2 Silicone Nano Infusion, 2 Surgical Stainless Steel Nano Infusion, 2 36 Tip Cartridge and 2 12 Tip Cartridge Regular Price \$734.00- Class Discount \$684.00

Kit #2- Everyting included in Kit #1 PLUS Circadia Microneedling Protocol & Products AND the DermaJem JEMLight LED Light Therapy Regular Price \$1583.50 Class Discount \$1400.00

Kit #3- Everything included in Kit #1 Plus Circadia Protocol & Products Regular Price-\$1054.50- Class Discount \$955.00



Mom of 3, outdoor enthusiast, action sports model, guide and event organizer.

### Millicent Russo

Licensed Aesthetician (22 years), licensed educator, certified laser technician, laser safety officer, certified cannabis master and wilderness first responder.

Specalize in microneedling, nano infusion and plasma fibroblast.

Founder and educator of Integrated Aesthetics Institute and president of the Integrated Aesthetics Association and Scholarship fund.

My goal is to elevate the aesthetics industry.....because I am you, and I want better for you.

The way we do and get better is by having access to high quality brand neutral education, business building resources, networking opportunities and holding each other accountable. Education is the great equalizer.

Please join me in elevating not only our industry, but each other.

"A rising tide lifts all boats"









We hold quarterly in person meetings:

All raffle tickets benefit the Integrated Aesthetics Scholarhsip Fund

# SKINSCRIPTION FOR SKIN CARE





#### **Board of Directors**



Millicent Russo - President Owner and operator of Integrated Aesthetics Institute

Cherie Pittman - Director of Education Owner and operator of CP Studio Aesthetics

Stephanie Betts - Director of Public Relations Owner and operator of Serendipity Skin

## The development of EstheticPro

EstheticPro was created by a practicing aesthetician and aesthetics educator for professional aestheticians, hence the name EstheticPro short for Esthetic Professional.

Education is at the core of who we are. Products are well researched, tested in clinical and educational settings, backed by physicians.

Keep it simple Keep it affordable Keep it effective



## What is the EstheticPro Micropen?

The Micropen is a mechanical tool that performs nano infusion, microchanneling and microneedling.





Each Micropen comes in a box with charging cord and user manual.

2 year warranty

## Anatomy of the EstheticPro Micropen



- 4 Cartridge choices
- Adjustable needle depth 0 to 2mm
- Ergonomic design
- ✓ Powerful internal motor
- 5 Speed adjustments
- Long lasting lithium Ion battery

The Micropen has adjustable features which allows for treatment customization.

## 4 Cartridges

All single use. All disposed of in the sharps container. Made from surgical stainless steel sterilized by EO gas.



## 12 Tip Cartridge

- Microneedling
- More aggressive than the 36 tip



## Surgical Steel Nano Infusion

Most used nano tip



## **36 Tip Cartridge**

- Microneedling/Microchanneling
- Less aggressive than the 36 tip



## Silicone Nano Infusion

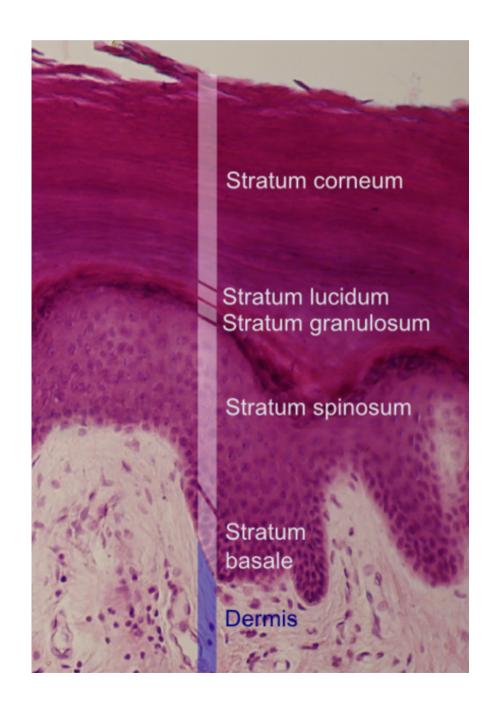
- Metal allergies
- Sensitive Skin



## **Needle Dial**

Dial ranges from 0 to 2mm





#### Stratum Corneum

Nano Infusion Range 0 to .25mm

Stratum Granulosum/Shallow Stratum Spinosum Microchanneling Range

.15 to .5mm approx.

## Stratum Spinosum/DEJ

Microneedling Range .25 to 2mm approx.

## **Ergonomical Design**

Easy to hold and use. Hold like a pencil.



Do not hold on the dial as you might inadvertently change the depth. If heavy handed, hold the pen where it says PRO on the device.

## Powerful Internal Motor and 5 Speeds

Multiple speeds gives us the ability to increase the intensity of treatment without increasing needle depth.



Red - Highest speed 1800 rpm
Purple - Second highest speed 1600 rpm
Blue - Medium speed 1200 rpm
Cyan - Second lowest speed 1000 rpm
Green - Lowest speed 800 rpm

Press and hold the power button for three seconds to turn on the pen. Press for one second to change the speed. Press and hold for three seconds to turn off the pen.

## Lithium Ion Battery

Long lasting battery power.



To extend the life of the battery, it's best to charge in short bursts, versus leaving it plugged in all night. We recommend plugging in the pen while setting up your treatment room for the day.

## Storage/Warranty/Manual

Please read the owner's manual before use.

- Store EstheticPro products in a climate-controlled environment avoiding direct sunlight, freezing, humidity and extreme temperatures.
- Disinfect between each use by wiping down the device.
   Do not submerge in liquid disinfectant.
- 2 Year generous warranty.

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## How to use the EstheticPro Micropen



- 1. Clean the pen
- 2.Clean the skin
- 3. Choose a tip
- 4. Choose a serum
- 5. Choose a technique: Glide, stamp or swirl!

## Technique

There is no professional literature on which technique is best.

All techniques seem to be equal in achieving the clinical endpoint and aesthetic outcomes.



**GLIDE** 

Glide across the skin in a vertical, horizontal or diagonal movements. The needles are vertically inserted into the skin.



**STAMP** 

Hold the pen in one place for 2 seconds. Do not press, allow the motor to insert the needles in and out.



**SWIRL** 

Glides in small circles across the skin.

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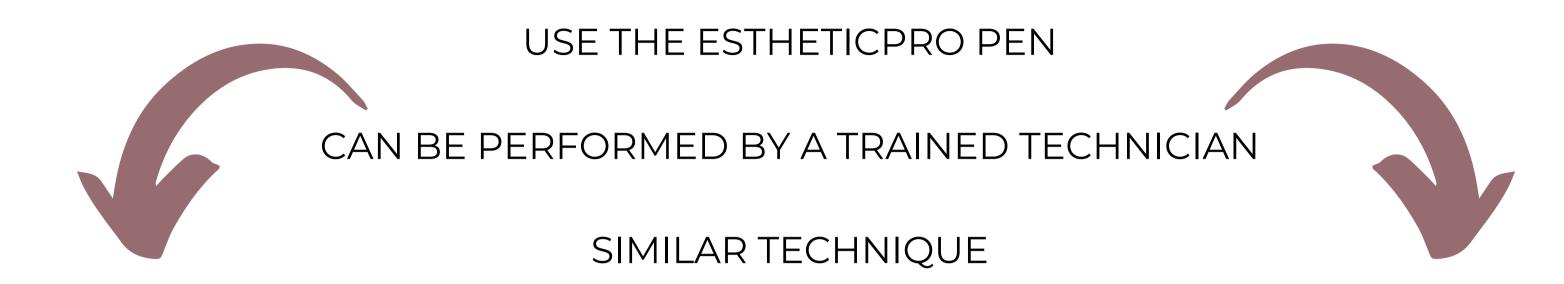


Nano Infusion

Microchanneling

Micronedling

#### **SIMILAR**



Microneedling Microchanneling

- Corrective Aesthetics Procedure
- Extra Insurance
- Carries risks
- Uses either a 12 or 36 needle tip
- Reguivination is the goal

Mano Infusion

- Aesthetics Procedure
- No additional insurance needed
- Non Invasive
- Uses either a silicone or stainless steel nano tip
- Enhanced product penetration is the goal

# Is it legal?

Legality depends on each state board's regulation.



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Microneedling/Microchanneling

# Microneedling Indications



Rhytides Elastosis Thin Skin Density



Acne, scars & Hyper/hypo-pigmentation



**Strech Marks** 



**Hair Loss** 

#### CLINICAL ENDPOINT

ACHIEVING EVEN ERYTHEMA,
NOT BLEEDING, PREDICTS SAFER, BETTER,
AND MORE PREDICTABLE RESULTS.

Inducing erythema slowly is the name of the microneedling game = safer and better results.

Edema (swelling) Pinpoint bleeding (little spots of blood) May Occur



<sup>\*</sup> For proper regulatory compliance, non-physician use of a microneedling pen should be limited to an eurythmic effect only. The treatment endpoint should be mild to moderate erythema. Mild pin point bleeding can be expected. However, pin point bleeding is the physicians clinical endpoint and only advisable when using a class 3 medical device under the supervision of a physician.

## TREATMENT APPLICATIONS

WHAT TO USE ON THE SKIN DURING TREATMENT

The purpose of microneedling is to induce the wound healing process required for skin remodeling and collagen induction by causing trauma to the keratinocyte; NOT to infuse products into the skin.

Only use serums designed by the manufacture to be microneedled into the skin.

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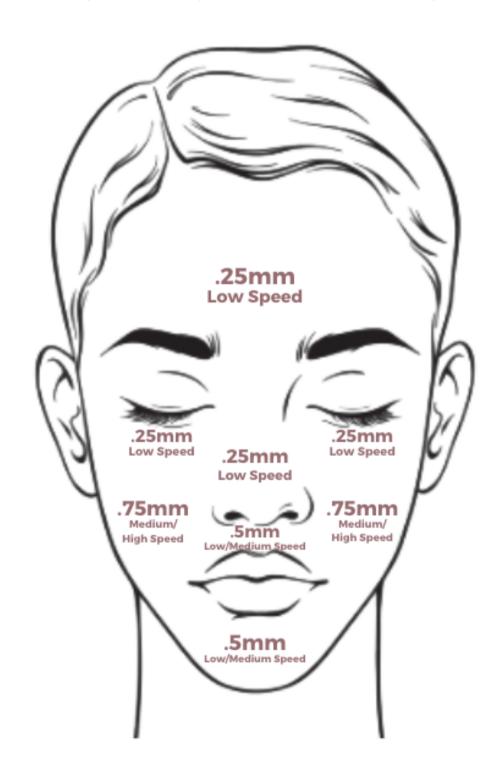
A solution must be applied to the skin while the tip is in motion to prevent the needles from sticking/stuttering.

Sterile Saline Solution

Microneedling
Solution

#### NEEDLE DEPTH GUIDE

This is a suggested guide for adjusting needling depth on the first set of passes. You would make adjustments per your individual clients needs, how the skin responds, the tips being used, indication, number of treatments, ect.



#### CONTRAINDICATIONS

ACTIVE INFECTION OF ANY TYPE (BACTERIAL, VIRAL, OR FUNGAL)

ACCUTANE - OFF FOR 1 YEAR (DR CONSULT)

ALLERGY TO TOPICAL NUMBING ANESTHETICS

**BLOOD THINNER MEDICATIONS** 

CARDIAC DISEASE/ABNORMALITIES

CHEMOTHERAPY OR RADIATION

COLLAGEN VASCULAR DISEASE

DIABETES / GLYCATION

ECZEMA, PSORIASIS, OR DERMATITIS

FACIAL INJECTIONS WITHIN 2-3 WEEKS

HEPATITIS, HIV, HERPES

HEMOPHILIA / BLEEDING DISORDERS

HORMONE REPLACEMENT THERAPY, MENOPAUSE OR

ANYTHING INVOLVING THE ENDOCRINE SYSTEM THAT IS

UNCONTROLLED. (DR. CLEARANCE)

IMMUNE DISORDERS THAT IMPEDES HEALING

MAJOR ILLNESS

PREGNANCY

RAISED LESIONS (MOLES, WARTS, ETC.)

SELF TANNER - 3-4 WEEKS, EXFOLIATE OUT FIRST

SCLERODERMA - DISEASE OF THE CONNECTIVE TISSUE

SKIN CANCER

SURGERY (COSMETIC OR MEDICAL)

SUNBURN

TATTOOS - ON TREATMENT AREA

TELANGIECTASIA/ERYTHEMA

PDO THREADS

VASCULAR LESIONS (HEMANGIOMAS)

BB GLOW

#### RELATIVE CONTRAINDICATIONS

These conditions my be microneedled, depending on degree.

ACTIVE ACNE - DO NOT MICRONEEDLE OVER AN ACTIVE INFECTION, GO AROUND PUSTULES IF A SMALL BREAKOUT OCCURS.

ALLERGIES - MICRONEEDLING CAN INITIATE AN IMMUNE RESPONSE, TAKE CAUTION WITH ALLERGIES.

LACTATION - BETWEEN YOU, YOUR CLIENT AND MEDICAL DIRECTOR.

RECENT EXFOLIATION PROCEDURE - THE EPIDERMIS MUST BE INTACK.

ROSACEA - NO PUSTULAR ROSACEA

Microneedling Best Practices

Take baseline pictures at every appointment.

Only treat about 300sq cm of skin at a time, which is the size of the face and neck, or neck and chest. Do not treat the face, neck and chest at the same time.

Give the patient a post care protocol sheet - First 5 days following treatment. (Post treatment card in Google folder)

Record thorough treatment notes.

If you are not sure - do not treat!

#### Post Care & Home Care

	SKIN APPERANCE	PRODUCTS	ENHANCEMENTS		
TX DAY	Red/slightly swollen/ itchy/dry Feels windburn	Growth Factors and HA as needed	Red LED Ice	*Rest Indoors	
DAY 1-3	Less red/ swollen/ more itchy/dry	Post trauma/ healing products	Red LED	*Rest Indoors or wide brimmed hat	
DAY 3-7	Itchy/dry Normal	Professional products Vitamin A & C	Scrub Microcurrent Vitamin C supplement	*Skin may start to flake at day 4.	

#### **Treatment Day:**

- Go home and rest.
- No product other than more HA, growth factors or healing products.
- No shower, sunscreen, or heat producing activities.
- Keep skin free of potential infecting agents (i.e. pets, dirty bedsheets, cleaning the house, etc.)
- Inflammation may exist without showing outward signs. Patients can use ice when they get home to further minimize inflammation.

#### Day 1-3:

• Avoid exercise, drinking alcohol, saunas. No sun exposure for the first 48 hours. Mineral makeup and SPF may be applied on day 3.. No vitamin A or anything irritating to the skin for a week.

#### Day 3-7:

- Professional home care with ingredients for optimal cell rejuvenation.
- Avoid direct sun. Wear a hat. Return to normal home care routine as soon as it feels comfortable.
- The skin may flake or peel 4-7 days post-treatment.

### TROUBLE SHOOTING

Stuttering (when the device feels like it's not gliding easily on the skin and bounces or stutters)

#### Make sure:

- The skin is taught microneedlig can only occur on a firm surface.
- There is enough glide.
- You are not moving the device too fast.
- You may need to increase the speed.
- If the skin is very textured or there is a lot of bumpy scaring, use the stamping technique vs. the glide technique.

#### Client is not becoming erythemic:

Sometimes its naturally occurring, and it's okay. Erythema is a guide, not a rule. Darker Fitzpatricks don't usually become erythemic. A history of past IPL laser usage also inhibits vascular activity.

Make sure the device is fully charged before each treatment, so you have full battery power for an effective treatment.



#### Microneedling Protocol

#### TABLE SET-UP

STERILE TABLE DRESSING (DENTAL BIB)
ESTHETICPRO PEN, TIP, AND PEN COVER
(DISINFECT PEN PRIOR TO USE)

3 - 4X4'S

3 PAIRS OF GLOVES

MASK

PRESERVATIVE-FREE SALINE SOLUTION OR SOLUTION DESIGNED TO BE

MICRONEEDLED INTO THE SKIN

DISPOSABLE CUP

POST TREATMENT SERUM

TOPICAL ANESTHETIC

CLEANSER

FACIAL SPONGES

BOWL

ALCOHOL

PLASTIC WRAP (OPTIONAL)

LED (OPTIONAL)

ANYTHING THAT COMES INTO CONTACT WITH THE CLIENTS BODILY FLUIDS SHOULD BE THROWN AWAY AND DOUBLE BAGED.

Review patients paperwork
Treatment & photo consent forms signed
Discusses medical history
Verify allergies, medication, and pregnancy
Discuss treatment details: (feeling, sensations, realistic
expectations, post-care instructions)
Take before & after pictures

#### 1.CLEANSING

DOUBLE CLEANSE THE SKIN WITH CLEANING PRODUCTS
APPROPRIATE FOR THE TYPE OF SKIN BEING TREATED. DO
NOT USE ACIDS OR ACTIVE INGREDIENTS.

- 2. APPLY ANESTHETIC OINTMENT TO THE TREATMENT AREA PUT ON GLOVES. APPLY OINTMENT TO THE SURFACE OF THE SKIN. REMOVE GLOVES. LEAVE OINTMENT ON THE SKIN PER THE MANUFACTURE'S DIRECTIONS. CAN WRAP THE FACE IN PLASTIC FOR ADDED PENETRATION OF PRODUCT (DO NOT COVER LIPS OR NOSTRILS)
- 3. REMOVE ANESTHETIC OINTMENT WITH WET SPONGES.
- 4. WIPE OR "DEGREASE" SKIN BY WIPING THE FACE WITH A 4 X4 SATURATED IN ALCOHOL.
- 5. RE-GLOVE \*MAKE ARE YOU ARE WEARING A NEW PAIR OF GLOVES BEFORE TREATMENT

#### 6. TREATMENT

TURN ON DESIRED SPEED AND NEEDLE DEPTH DEPENDING ON THE NUMBER OF TREATMENTS, THE THICKNESS OF THE SKIN, AND THE AREA BEING TREATED.

APPLY THE SALINE SOLUTION TO THE AREA BEING TREATED.

PLACE THE PEN ON THE SKIN AND START THE FIRST SET OF PASSES.

DO NOT APPLY HARD PRESSURE.

A. FIRST PASS - TREAT VERTICALLY.

B. SECOND PASS - TREAT HORIZONTALLY. OBSERVE THE EFFECT ON THE SKIN AND ADJUST NEEDLE DEPTH ACCORDINGLY. IF YOU SEE BLOOD, YOU ARE GOING TOO DEEP AND OVER TREATING THE SKIN.

C. THIRD PASS - TREAT DIAGONAL, WORKING OUTWARDS.
CAN SPOT TREAT WITH A STAMPING OR HASHTAG
TECHNIQUE.

ONLY TREAT ON THE BONE AROUND THE PERIOCULAR AREA.

IF PIN POINT NEEDLING OCCURS:

APPLY PRESSURE WITH A 4 X 4

AVOID THAT AREA - DO NOT PERFORM

ANOTHER PASS

FOLLOWING THIS STEP KEEPS THE PROTOCOLS

COMPLAINT WITH OSHA BLOOD BORNE

PATHOGEN CERTIFICATION CRITERIA.

#### 5. POST TREATMENT - SLOW THE INFLAMMATION

RED LED LIGHT
APPLY HYALURONIC ACID

ADVISE PATIENT ON PROPER HOME CARE AND RESCHEDULE NEXT TREATMENT FOR A SERIES OF 3-6, ONE MONTH APART. GIVE CLIENT PRODUCTS TO USE AT HOME.

DISINFECT EVERYTHING, INCLUDING PEN, AND THROW
AWAY EVERYTHING DISPOSABLE
DISPOSE OF TIP IN A SHARPS CONTAINER
DOUBLE BAG ANY MATERIALS CONTAINING BODILY FLUID

**NOTE IN CLIENTS CHART** 



## Micro Needling with Circadia Protocol

#### Treatment

- 1. Mist with White Willow and Juniper Clearing Mist
- 2. Wipe with Alcohol Pad
- 3. Apply Emergency Eye Lift to first section be needled, continue with small sections until entire area to be treated is complete
- 4. If working with pigmentation, apply Bright White Serum on top of Emergency Eye Lift to first section to be treated, continue with small sections until entire area to be treated is complete.
- 5. When entire area has been needled, place LED Red Light over entire area that has been treated for 15-20 minutes.
- 6. Remove the lamp and apply Circadia's Vitamin C Reversal Serum, Chrono-Calm or MeriStem Serum to entire area.
- 7. Apply Light Day Sunscreen Broad Spectrum SPF-37 with a small amount of AquaPorin Hydrating Cream to entire area that has been treated.

#### Home Care

1. Instruct clients not to go swimming, use a hot tub, steam room, work out or do anything that will cause heat. The client can resume their normal skin care regimen the following morning.

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Nano Infusion

#### TREATMENT BENEFITS

#### Immediate results:

Restore a Healthy Glow
Improved Plumpness/Hydration
Boost Product Absorption by 97%
Microcirculation = More oxygen to the skin

#### Longterm results

(with a series of treatments)

Activation of Enzymes on the top layer of the skin to the prevention of TWEL (Trans Epidermal Water Loss)

Activating enzymes and preventing TEWL will aid the skin in its natural ability to retain moisture and desquamate. These processes will help to correct dehydration, fine lines, hyperkeratinization, and milia.

#### What does it Feel Like?

Nano-Infusion is pain-free, numbing cream is not needed. You will feel light pressure and a vibrating sensation. Most find it relaxing.

## INDICATION AND EFFECT

PATHOLOGY NANO INFUSION CAN ADDRESS

Acute Plumpness and Immediate
Hydration of the Epidermis - Soften Fine
Lines

Correction with a series of treatments:

Dehydration

Hyperpigmentation

Acne Regulation







## TECHNIQUE

CROSS HATCH, SWIRL, GLIDE, STAMP AND HASHTAG

NANO INFUSION AND MICRONEEDLING TECHNIQUE ARE THE SAME, EXCEPT FOR THE LAST PASS. YOU MAY SWIRL ON YOUR LAST PASS WITH NANO INFUSION.

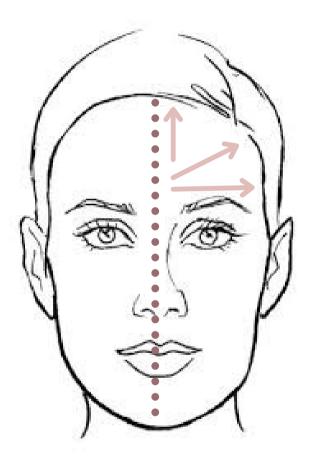
#### **CROSSHATCHED PATTERN**

3 directions: Vertical, Horizontal, Diagonal 2 targeted techniques; Stamping and Hashtag Each direction is a pass 6-8 passes are usually enough

Treat medially
Start at the Forehead
Nose
Upper Lip
Chin
Cheeks

Can treat any part of the body.
Can treat the face, neck, and chest in one session.

Start on .25mm and medium speed.
Adjust down if the skin becomes irritated.



#### **CLINICAL ENDPOINT**

"Nano Glow"

The skin will look plump, hydrated, and have a "glow"
The skin may show signs of erythema (redness) but it is not the clinical endpoint.

### TREATMENT APPLICATIONS

WHAT TO USE ON THE SKIN DURING TREATMENT

A water-based solution must be applied to the skin while the tip is in motion to prevent the needles from sticking/stuttering.

Hyaluronic acid should be 50% of the serum used.

Sterile Saline Solution



Do not use acids, retinol, or anything too irritating..

\*Do not nanoneedle in peels, masks, or any other products that are not water-soluble.

#### STUDENT WORK



#### Contraindications

Keloids

Pregnancy (only due to lack of clinical studies)
Oral herpes (unless managing with medication)
Diabetes (slower healing)
Any facial injection within the last 2 weeks
Raised lesions (moles, warts, etc.)
Open wound, cuts, active acne, or cold sores
Glycation
Sunburn
If you are not sure - do not treat

#### POST CARE

WHAT TO USE ON THE AFTER TREATMENT

Home care instructions are the same for any facial treatment. The skin may be pink after treatment but will subside within 24 hours.

Post nano infusion, apply hydrating and healing products/modalities:
Serums
Masks
Moisturizers
Cooling globes, rollers, ect.
Red LED

## Do not apply drying products like mud masks or actives like acids/retinol.

#### POSSIBLE ADVERSE OUTCOMES

Breakouts - Aggravated an infection
Cold Sores - Aggravated Susceptibility
Possible Allergic Reaction:
Burning-Stinging
Rash

#### HOW OFTEN TO TREAT

For correction, a series of 4 treatments, spaced one week apart - followed by 4 treatments spaced 2 weeks apart is recommended. Once the series is completed one maintenance treatment is recommended every 4-6 weeks.

If treating for a big event, first treat a week before to check for adverse reactions, then treat the day before the event.

#### HOW MUCH TO CHARGE

How much to charge will vary based upon your zip code, the type of clientele you have, what type of practice you work at, your experience and the area to be treated.

I have seen anywhere from \$75 to \$200 per treatment. Generally, medical facilities charge more than day spas or private practices.

Find out what others are charging in your area with similar type practices and price a little higher than the competition.

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#### Nano Infusion Protocol

#### TABLE SET-UP

TABLE DRESSING
ESTHETICPRO MICROPEN AND NANO TIP
(DISINFECT PEN PRIOR TO USE)
PAIR OF GLOVES
MASK

PRESERVATIVE FREE SALINE SOLUTION, HYALURONIC ACID, AND CUP
POST TREATMENT SERUM
CLEANSER
FACIAL SPONGES
BOWL
LED (OPTIONAL)

Review patients intake paperwork: treatment and photo consent form signed. Ask recent medical history questions. Verify allergies, medications, pregnancy. Consult client with what to expect from the treatment: feeling and sensations, realistic exceptions, and post-care instructions.

Take pictures.

#### 1.CLEANSING

DOUBLE CLEANSE THE SKIN WITH PRODUCTS APPROPRIATE FOR THE TYPE OF SKIN BEING TREATED.

2. DESIRED MECHANICAL EXFOLIATION (MECHANICAL EXFOLIATION WORKS BEST BEFORE NANO INFUSION)

#### 3. TREATMENT

TURN ON DESIRED SPEED AND NEEDLE DEPTH

CREATE YOUR SERUM BY MIXING HYALURONIC ACID AND STERILE SALINE SOLUTION TO A WATERY CONSISTENCY. APPLY THE SOLUTION TO THE AREA BEING TREATED. PLACE THE PEN ON THE SKIN AND START THE FIRST SET OF PASSES.

#### 3. POST TREATMENT

APPLY MORE SERUM OR DESIRED MOISTURIZER AND SPF

## Integrated Aesthetics Institute whole is beautiful

#### NANO INFUSION FACIAL PROTOCOL

Set Up your treatment area

- 1) PREP THE SKIN

  Double cleanse the area to be treated
- 2) TAKE PICTURES
- 3) OPTIONAL EXFOLIATION/ENHANCEMENTS Mechanical works best Enzyme
  Dermaplane
  Microdermabrasion
  Microcurrent
- 4) DETERMINE THE APPROPRIATE SERUM to use based upon the skin condition. HA should be 50% of the total volume and the serum cocktail should be a liquid consistency.
- 5) PERFORM NANO NEEDLING following your training guidelines. Apply serum only to a small area to be treated, nano infuse, then move to the next section.

#### FINISHING APPLICATIONS

6) LED THERAPY

Perform LED therapy following manufacturer directions. Omit this step if you do not have an LED device.

- 7) APPLY HYDRATING MASK
- 8) MOISTURIZER & SPF

A series of 4 treatments, spaced one week apart - followed by 4 treatments spaced 2 weeks apart (for a total of 8 treatments) is recommended for best results.

Professional home care is necessary to achieve

# estheticpro

EstheticPro can add profitability to your practice while offering a cost-effective and efficacious treatment to your clients. Consider how you are going to position EstheticPro in your practice.

- Introduce your clients to EstheticPro services with targeted marketing on social media and in office.
- Before and After's.
- Treat all skin types and tones.
- Client's seeking dramatic natural results = trust.
- Cost effective compared to other corrective aesthetic treatments.
- Sell in packages of three including home care.

Example: 5 clients purchase a package of 3 services for \$700 each = \$3,500 Earn \$140,000 annually with just three new clients per week at \$300/treatment.

• Offer an introductory rate for a limited time while you build your portfolio.

## Premier Partner Program

- Register your device on esthetic-pro.com
- Placement on our website 'Find an EstheticPro Technician'
- Monthly Zoom Meetings
- Unlimited Support
- Training and marketing materials
- EsthticPro Monthly Newsletter
- Advanced training discount with Integrated Aesthetics Institute.

I'd love to hear from you!

## Millicent Russo

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