2-Day Retail Certification & Advanced Treatment Agenda

Day 1: Monday, December 7

9:00 am: ***Check In***

9:30 am: **Environ Retail Ranges**

Founded over thirty years ago, Environ focused on harnessing powerful scientific research to provide the most effective skin care products available. As the pioneer in results-driven skin care, Environ became the first cosmetic product to supply vitamin A, C and other antioxidants in effective dosages in special, airless packaging designed to protect the efficacy of all ingredients.

In this retail certification course you will learn the story behind this iconic brand, the science of the carefully selected ingredients and the proprietary formulas of the retail ranges.

12:30 pm: ***Lunch Break***

1:30 pm: **Environ Retail Ranges** (cont'd)

5:30 pm: ***DAY 1 Adjourns***

*This certification program, required to be attended **LIVE** by all Environ Skin Care Providers, will ensure a thorough understanding of the retail product ranges. After attendance is verified, you will receive a digital exam. If you achieve a passing rate of 80% or above, you will then receive a digital certificate. If you do not pass, you will have the opportunity to review the exam(s) and your answers with your consultant or the Director of Education and re-take the exam.*



Suzanne



Ginny

Come Meet the New England Team!

The New England DermaConcepts team; Suzanne Sullivan, and Ginny Miller, provide over 50 years combined experience in the Beauty & Wellness industry. They are experienced, licensed practitioners able to assist in all aspects of business needs. Their shared experiences and skills include: service provider, spa & medspa director, educational director, general practice management, business development, business ownership, retail sales management, regional sales and national training content developer. This Regional Team is dedicated to the success and future of DermaConcepts' clients in New England.

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Day 2: *Tuesday, December 8*

9:00 am: **Check-In**

9:30 am: **Treating Hormonal Skin Conditions**

Hormonal changes, experienced through life, are often reflected in the skin's appearance. The appearance of skin contributes significantly to the self-confidence of women of all ages. The symptoms and effects of hormonal changes on the skin are different in everyone and are as individual as a person's own genetics. Environ has gathered insights, from consumer studies, in order to make a meaningful contribution toward supporting women in their well-being and promoting age-inclusive beauty.

ACNE:
Beyond its physiological manifestations, acne can cause substantial psychological distress. In this context, the role of skincare professionals becomes indispensable as we can provide both scientifically sound interventions and support to lessen the toll of acne on our clients. Have a deeper understanding of what acne is, how it is classified and what solutions and recommendations can make positive improvements.

PREGNANCY:
With pregnancy comes many changes to hormones, which affect skin well-being. Pregnant women are often unsure which treatments are available to them. This guide can aid you in answering two questions that Environ keeps top of mind:

- How does pregnancy impact the skin?
- What can safely be recommended to our pregnant clients?

MENOPAUSE:
With the hormonal changes that come with pre-, peri- & post-menopause, women will experience many physical changes. Since menopause is inevitable for all women, it's important to understand its effects more significantly. Learn the impact menopause has on the skin and what solutions and recommendations will be most effective and why.

12:30 pm: **Lunch Break**

1:30 pm: **Consultation Training**

Learn how to successfully retail by switching from "selling" to "recommending." Learn about skin physiology and how a patient's medical conditions, medications/supplements, life style, diet, and stress level will affect the appearance and health of the skin. With this knowledge and being taught how to conduct a thorough skin analysis, you will learn how to feel confident recommending an appropriate, customized, results-driven Environ regimen.

- Consultation process following Dr. Des Fernandes new text book
- Case studies
- Product recommendations per skin type and condition

Case Studies & Breakout Sessions

5:30 pm: **Workshop Adjourns**