

Sanitas Skincare Class Calendar

December 2018

12/3

DERMAPLANING*

MONDAY, DECEMBER 3 | 10:00 AM - 3:00 PM

Susan Trenka, LE - Sanitas Educator

Dermaplaning is an epidermal leveling that eradicates vellus hairs and exfoliates the stratum corneum layer at a deeper level. In this class, we will review skin anatomy, skin profiling, safety issues, proper sanitation, medical modalities and various products associated with dermaplaning. You will complete a full dermaplaning procedure with an enzyme or gommage peel on your student model. An introductory gift package will include disposable (single use only) blades with attached handles. This class is for licensed estheticians and registered nurses only. Supplies will be provided.

Fee: \$350

12/4

TREATING AGING SKIN

TUESDAY, DECEMBER 4 | 10:00 AM - 2:00 PM

Jackie Cooper, LE + RDN - Sanitas Educator

Statistics show that 60% of spa clientele are baby boomers interested in delaying the signs of aging. Differentiate your business by offering therapeutic and results oriented anti-aging treatments. This class will teach you about the science behind aging skin and which products and protocols are most effective.

Fee: Complimentary for existing Sanitas clients and \$50 for non-Sanitas clients

12/10

PEPTIDES AND SKIN CARE

MONDAY, DECEMBER 10 | 10:00 AM - 2:00 PM

Erin Whitesell, LE - Sanitas Educator

Peptide technologies are constantly evolving and as a professional, it's vital to stay ahead of the curve. In this class, you'll learn why peptides are so effective in combating skin discoloration, boosting microcirculation, affecting muscle contraction, and how they help promote smoother, firmer, stronger skin. We will also cover the use of peptides in the treatment room and strategies for effective home care recommendations.

Fee: Complimentary for existing Sanitas clients and \$50 for non-Sanitas clients

12/11

OPEN STUDENT DAY:

MODALITIES FOR ESTHETICIANS

TUESDAY, DECEMBER 11 | 10:00 AM - 1:00 PM

Belinda Swanson, LE - Sanitas Educator

Technology adds a competitive edge to your skincare practice and mastering professional tools such as brushes, sonic devices and light therapies can intensify treatment room results as well as boost your bottom line. Gain knowledge through classroom demonstrations and hands-on practice and leave equipped with real life skills and techniques that can help you grow a strong repeat client base.

Fee: Complimentary

12/17

SANITAS PRODUCT KNOWLEDGE TRAINING

TUESDAY, DECEMBER 17 | 10:00 AM - 3:00 PM

Jackie Cooper, LE + RDN - Sanitas Educator

Learn how to incorporate the Sanitas line into your practice so you can provide the most effective treatments for any skin type or skin challenge. Comprehensive training on the features and benefits of Sanitas products will be covered.

Fee: Complimentary

12/18

THE SANITAS CHEMICAL PEEL ADVANTAGE*

TUESDAY, DECEMBER 18 | 10:00 AM - 3:00 PM

Collene Fulton, LE - Sanitas Educator

The ability to deliver customized results is increasingly in demand and many of your customers are going to expect treatments that are created specifically for them. In this advanced class, you will gain a thorough understanding of how to intensify and tailor the effects of the Sanitas Peel Collection to create individualized solutions and outcomes for each guest. You will learn the latest technologies in peel application and layering techniques along with how to safely incorporate retinols to target multiple conditions for rapid results. The ability to prescribe personalized home care as well as how to effectively manage client expectations of the peel outcome will also be covered in this intensive, hands-on class.

Fee: \$25 for existing Sanitas clients and \$50 for non-Sanitas clients

*This class has a limited capacity and is only available to licensed estheticians

Registration

Call 303.449.1875 or 888.855.8425 or visit our website sanitas-skincare.com for more information or to register

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PROGRESSIVE SKINHEALTH

Sanitas Skincare Webinars

December 2018

CUSTOMIZATION: THE FUTURE OF SKINCARE

Today's skincare consumers are selective, informed and possess a strong knowledge of ingredients and formula benefits. No longer a one-size-fits-all product world, purchasers of skincare (especially Millennials and GenZ) increasingly desire personalized skin solutions. This series of webinars explores how to utilize the Sanitas collections to deliver customized regimens and provide powerful, tailored results that will help you attract and maintain a loyal clientele.

12/13

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS – ACTIVATE

THURSDAY, DECEMBER 13 | 1:00 PM - 2:00 PM

Erin Shapiro, LE - Sanitas Educator

Created to elevate skin rejuvenation levels, the Sanitas Activate collection features products with ascending levels of the industry's highest ingredient concentrations. This webinar will focus on how to integrate these graduated strength game changers into your treatment room to generate instant and visible results. You will also learn how to customize homecare programs that will produce fast acting, enduring results for your guests.

Fee: Complimentary

12/3

WEBINAR: SANITAS CHEMICAL PEEL TRAINING

MONDAY, DECEMBER 3 | 10:00 AM - 11:00 AM

Erin Whitesell, LE - Sanitas Educator

Learn about the different types of chemical peels and discover which peels are most effective for each skin type and condition. Understanding Sanitas peel products and protocols will give you the knowledge and confidence to perform safe, therapeutic chemical peels.

Fee: Complimentary

12/6

WEBINAR: KNOW THE DIFFERENCE: SENSITIVE VS. SENSITIZED SKIN

THURSDAY, DECEMBER 6 | 1:00 PM - 2:00 PM

Erin Whitesell, LE - Sanitas Educator

Statistics show close to 50% of people claim to have some kind of skin sensitivity. While performing a skin analysis, sensitized skin can often be mistaken for sensitive skin. It's important to understand the differences to ensure proper topical and internal recommendations for your clients. This class will help you identify the differences between sensitive and sensitized skin and help identify the underlying root causes. Treatment strategies and protocols will also be covered.

Fee: Complimentary

12/17

WEBINAR: HOW TO ADDRESS WINTER SKIN WOES

MONDAY, DECEMBER 17 | 10:00 AM - 11:00 AM

Erin Whitesell, LE - Sanitas Educator

When the seasons begin to change, it's likely your guests will experience changes in their skin. In fact, even the most balanced complexion can experience seasonal skin changes. In this class, you will learn what happens to skin during the cold months and what ingredients most effectively battle the skin issues that accompany the winter season. You will also learn how to get your clients started on a treatment series to not only maximize their skincare goals, but to ensure your retention during the slower months.

Fee: Complimentary

Webinars

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Sanitas Skincare Training Institute

January 2019

1/7

ACTIVE DELIVERY TECHNOLOGIES

MONDAY, JANUARY 7 | 10:00 AM - 1:00 PM

Alexis Mayne, Vice President Research & Development,
Sanitas Skincare

Become a delivery system expert in a class taught by Sanitas Skincare's Vice President of Research and Development, Alexis Mayne. Explore the science behind product formulas that use active ingredients, paired with strategic delivery systems, to create products that are targeted, stable and tactical. Learn how topical actives, such as Vitamin A, Vitamin C and AHAs can be optimally leveraged for efficacy and functionality through the use of precision delivery systems.

Fee: Complimentary for existing Sanitas clients and \$50 for non-Sanitas clients

1/8

GIVE YOURSELF A RAISE: MASTERING THE ART OF RETAIL SALES

TUESDAY, JANUARY 8 | 10:00 AM - 2:00 PM

Collene Fulton, LE - Sanitas Educator

In this tough, brick and mortar retail economy, managing the retail function in a salon or spa can often be an intimidating task. However, with the proper tools and tactics, retail sales can account for up to 45% of your salon or spa's earnings. In this Master Class, you will learn key strategies to overcome the most challenging obstacles to retail sales, how to increase your retail-to-services ratio and how to apply the same set of skills to increase your service revenue. You will leave with key, actionable steps to maximize your sales potential and build your brand equity.

Fee: \$25 for existing Sanitas clients and \$50 for non-Sanitas clients

1/14

SUGAR WAXING WITH MOXIE MEDICAL SPA

MONDAY, JANUARY 14 | 10:00 AM - 3:00 PM

Ronica Kirwin, Owner of Moxie Med Spa + COS,
and Heidi Schneeveis, LE

Sugaring dates back to as early as 1900 BC after it was discovered to remove hair while leaving the skin with very little irritation. Today, sugaring continues to be a popular choice of hair removal that leaves the skin supple, smooth and exfoliated. In this highly hands on class led by Moxie Med Spa founder, Ronica Kirwin, and Master Esthetician, Heidi Schneeveis, you will learn the most effective techniques to properly remove hair using sugar wax. The differences between sugar wax versus traditional wax, proper sanitation and appropriate pre- and post-wax care will also be discussed. Students should be prepared to give and receive waxing services. Maximum class size limit of 12 attendees.

Fee: \$150

1/15

FUNDAMENTALS OF SKIN BIOLOGY

TUESDAY, JANUARY 15 | 10:00 AM - 2:00 PM

Belinda Swanson, LE - Sanitas Educator

The skin is the body's largest and most environmentally sensitive organ. Comprehension of the skin's biology and cell renewal process imparts the knowledge necessary to address a variety of skin disorders to help your clients achieve stronger, healthier skin.

Fee: Complimentary for existing Sanitas clients and \$25 for non-Sanitas clients

1/22

SANITAS PRODUCT KNOWLEDGE TRAINING

TUESDAY, JANUARY 22 | 10:00 AM - 3:00 PM

Jackie Cooper, LE + RDN - Sanitas Educator

Learn how to incorporate the Sanitas line into your practice so you can provide the most effective treatments for any skin type or skin challenge. Comprehensive training on the features and benefits of Sanitas products will be covered.

Fee: Complimentary

1/28

DECODING THE DECK

MONDAY, JANUARY 28 | 10:00 AM - 3:00 PM

Jackie Cooper, LE + RDN - Sanitas Educator

Sanitas skin health programs achieve results by leveraging formulations that catalyze the skin's natural biochemical reactions. In this class, you'll learn the language of product ingredient decks, through the lens of science and skin biochemistry, and how to apply a practical understanding of ingredient technology to confidently address your client's skincare needs.

Fee: Complimentary for existing Sanitas clients and \$25 for non-Sanitas clients

1/29

OPEN STUDENT DAY: ACNE SOLUTIONS

TUESDAY, JANUARY 29 | 10:00 AM - 1:00 PM

Collene Fulton, LE - Sanitas Educator

According to The American Academy of Dermatology (AAD), between 40-50 million Americans suffer from some form of acne. As skincare professionals, we see these clients every day and know that acne can occur at any time of life and for many reasons. At Sanitas, we believe that when it comes to treating acne, one size does not fit all and as such, have developed the tools to help you make a difference. Broaden your knowledge of this sensitive topic with new found confidence via our in-room and home care recommendations.

Fee: Complimentary

*This class has a limited capacity and is only available to licensed estheticians

Registration

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PROGRESSIVE SKINHEALTH

Sanitas Skincare Webinars

January 2019

CUSTOMIZATION: THE FUTURE OF SKINCARE

Today's skincare consumers are selective, informed and possess a strong knowledge of ingredients and formula benefits. No longer a one-size-fits-all product world, purchasers of skincare (especially Millennials and GenZ) increasingly desire personalized skin solutions. This series of webinars explores how to utilize the Sanitas collections to deliver customized regimens and provide powerful, tailored results that will help you attract and maintain a loyal clientele.

1/10

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS – OPTIMIZE

THURSDAY, JANUARY 10 | 10:00 AM - 11:00 AM
Erin Shapiro, LE - Sanitas Educator

People visit an esthetician because they rely on the professional advice, products and treatments that can effectively address most common skin concerns. The Sanitas Optimize collection features targeted, therapeutic formulas designed to rehabilitate challenged skin. This webinar will teach you how to incorporate our professional grade products into treatments and customized home care regimens to advance your guests' skin to its most healthy, optimal state.

Fee: Complimentary

1/7

WEBINAR: EVERYTHING ENZYMES

MONDAY, JANUARY 7 | 1:00 PM - 2:00 PM
Erin Whitesell, LE - Sanitas Educator

Cellular buildup is a primary cause of premature aging, dehydrated skin and acne breakouts. This makes skin exfoliation an essential practice for maintaining optimal skin health. But because not all forms of exfoliation are created equal, as a skincare professional it's important to understand the different ingredient choices available to resurface skin. In this class you will learn everything you need to know about enzymes, including the different sources of enzymes found within our collection. You will also leave with a roadmap to the most effective in-room treatment protocols utilizing other active ingredients to amplify results. Finally, you will leave understanding best practices for prescribing a coherent homecare regimen geared for generating maximum results for your guests.

Fee: Complimentary

1/24

WEBINAR: SANITAS CHEMICAL PEEL TRAINING

THURSDAY, JANUARY 24 | 10:00 AM - 11:00 AM
Erin Whitesell, LE - Sanitas Educator

Learn about the different types of chemical peels and discover which peels are most effective for each skin type and condition. Understanding Sanitas peel products and protocols will give you the knowledge and confidence to perform safe, therapeutic chemical peels.

Fee: Complimentary

1/28

WEBINAR: WRINKLE REBELLION: SKIN RESTORATION WITH PEPTIDES

MONDAY, JANUARY 28 | 1:00 PM - 2:00 PM
Erin Whitesell, LE - Sanitas Educator

In a society that is all too accustomed to the perils of anti-aging efforts (we're living in the Botox and Filler era, after all), peptides have become known as the queens of managing wrinkles without the needle. But because not all peptides are created equal, as a skincare professional it's important to be able to properly identify and match to skin concerns for maximum results. In this hour long intensive, you'll learn about the different types of peptides, how they pair with other active ingredients and how to prescribe the most effective homecare regimens to generate maximum results for your guests – no needles needed.

Fee: Complimentary

1/17

WEBINAR: THE ART OF SPA RETAILING

THURSDAY, JANUARY 17 | 1:00 PM - 2:00 PM
Erin Whitesell, LE - Sanitas Educator

Spa retail is a vital business component which can be expertly and easily managed with the right strategy. In this webinar, you will learn to implement an operational culture that leverages service-to-retail sales goals with an inventory that strategically targets the needs of your staff and clientele. Visual merchandising, hosting successful events and seasonal marketing will also be covered.

Fee: Complimentary

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2/4

SEQUENTIAL LAYERING TECHNIQUES: MASKS AND PEELS*

MONDAY, FEBRUARY 4 | 10:00 AM - 3:00 PM
Belinda Swanson, LE - Sanitas Educator

Chemical peels have been used for many decades to resurface and revitalize skin. Used alone, chemical peels can generate amazing results, but incorporating our new sequential layering technology will intensify the effects and allow you to better control the outcome of the treatment. In this class, you will learn how to formulate customized chemical peels that will allow you to engineer programs to facilitate the progression of results for your clients.

Fee: \$25 for existing Sanitas clients and \$50 for non-Sanitas clients

2/5

HIGH ALTITUDE SKINCARE: ARID ENVIRONMENT ANTIDOTE

TUESDAY, FEBRUARY 5 | 10:00 AM - 3:00 PM
Collene Fulton, LE - Sanitas Educator

Combating low moisture levels in the skin and protecting it from damaging UV rays are constant battles for those of us that live at high altitude. When the skin is constantly exposed to arid environmental aggressors, achieving optimal skin health can be a daunting task for even the most seasoned skincare professional. In this Colorado inspired class, you will gain a better understanding of the climate we live in and how crucial proper skincare is to maintaining the integrity and health of the skin. You will leave with the knowledge of how to design skincare and nutritional programs for mountain lovers and how to treat dehydrated, wind-ravaged or sun-damaged skin.

Fee: \$25 for existing Sanitas clients and \$50 for non-Sanitas clients

2/12

INFLAMMATION AND GLYCATION: THE BODY EFFECT

TUESDAY, FEBRUARY 12 | 10:00 AM - 3:00 PM
Jackie Cooper, LE + RDN - Sanitas Educator

Advanced Glycation End Products (AGEs) are created in the body when excessive amounts of sugar combine with protein molecules to produce products that are foreign to the body and negatively affect the function of cells. This leads to inflammation, connective tissue damage and premature aging. Inflammation is considered by many to be the root cause of aging and enduring inflammation can lead to many skin conditions such as acne, rosacea and dermatitis. This class takes an in-depth look at the science of glycation, how it impacts the skin and how you can educate your clients on the benefits of preventing the development of AGEs. We will also cover the root causes of inflammation and effective ways to treat it.

Fee: \$25 for existing Sanitas clients and \$50 for non-Sanitas clients

2/19

TRADITIONAL CHINESE MEDICINE MODALITIES*

TUESDAY, FEBRUARY 19 | 10:00 AM - 1:00 PM
Erin Whitesell, LE - Sanitas Educator

According to Traditional Chinese Medicine (TCM), the skin is a direct reflection of overall health and wellness. In this class you'll learn two traditional TCM practices, facial mapping and Gua Sha, and how to use these ancient techniques and energetic therapies to implement holistic treatment strategies for your guests. Gain unique diagnostic skills and relaxation techniques, while helping increase the healing potential of your guests' experience.

Fee: \$50

2/25

OPEN STUDENT DAY: NUTRITION AND SKINHEALTH

MONDAY, FEBRUARY 25 | 10:00 AM - 1:00 PM
Jackie Cooper, LE + RDN - Sanitas Educator

Skin is one of the first places a nutritional deficiency will manifest. Understand why nutrition is an essential component and how to identify and treat your clients' skin from a nutritional and biochemical understanding of the body. Incorporating nutritional strategies into your practice will allow you to offer the advanced skin care treatments that result in healthy skin and increased profits.

Fee: Complimentary

2/26

SANITAS PRODUCT KNOWLEDGE TRAINING

TUESDAY, FEBRUARY 26 | 10:00 AM - 3:00 PM
Collene Fulton, LE - Sanitas Educator

Learn how to incorporate the Sanitas line into your practice so you can provide the most effective treatments for any skin type or skin challenge. Comprehensive training on the features and benefits of Sanitas products will be covered.

Fee: Complimentary

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2/11

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING
FOCUS – FORTIFY, BODY, MEN + PROTECT
MONDAY, FEBRUARY 11 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

Join us for an exploration of our Fortify, Body, Men and Protect categories. Many common skin challenges stem from nutritional deficiencies or food allergies. You will learn how to incorporate simple, proven skin health tips along with the Sanitas line of targeted supplements into guest treatment plans. We will review our body product formulations and why they utilize the same bio-intelligent ingredients as our facial care. An in-depth examination of our non-toxic approach to UV protection and the most effective ways to educate your guests on the importance of sun protection will be covered. Finally, you will learn the features and benefits of our three step men's shaving system and how to incorporate it into a customized, daily skincare routine.

Fee: Complimentary

2/28

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING
FOCUS – PROGENERATE
THURSDAY, FEBRUARY 28 | 10:00 AM - 11:00 AM
Erin Whitesell, LE - Sanitas Educator

The Sanitas Progenerate collection features daily essentials that are specially formulated for sensitive, dry, normal, combination and oily skin types. In this webinar, you will learn how to customize guest product selections to help facilitate healthier skin and prep for the more active products featured in our Activate and Optimize categories. Ingredient technology, treatment room tips and appropriate home care programs will be covered.

Fee: Complimentary

2/4

WEBINAR: HOW TO ADDRESS WINTER SKIN WOES
MONDAY, FEBRUARY 4 | 1:00 PM - 2:00 PM
Erin Whitesell, LE - Sanitas Educator

When the seasons begin to change, it's likely your guests will experience changes in their skin. In fact, even the most balanced complexion can experience seasonal skin changes. In this class, you will learn what happens to skin during the cold months and what ingredients most effectively battle the skin issues that accompany the winter season. You will also learn how to get your clients started on a treatment series to not only maximize their skincare goals, but to ensure your retention during the slower months.

Fee: Complimentary

2/14

WEBINAR: HOW TO RETAIN CLIENTELE AND KEEP YOUR BOOKS FILLED
THURSDAY, FEBRUARY 14 | 10:00 AM - 11:00 AM
Erin Whitesell, LE - Sanitas Educator

You've done a lot of work to build your clientele; the question is, how can you keep them? A spa's livelihood depends largely on repeat customers and it's critical to understand what you can do to maintain a customer base. In this class, you'll learn techniques for incorporating protocols that leverage in-room upgrades and methods for mapping out a treatment series to help build repeat clientele. The growing importance of social media and the different varieties of outreach marketing will also be discussed.

Fee: Complimentary

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Sanitas Skincare Webinars

February 2019 1 of 2

2/21

WEBINAR: SANITAS CHEMICAL PEEL TRAINING

THURSDAY, FEBRUARY 21 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

Learn about the different types of chemical peels and discover which peels are most effective for each skin type and condition. Understanding Sanitas peel products and protocols will give you the knowledge and confidence to perform safe, therapeutic chemical peels.

Fee: Complimentary

2/25

WEBINAR: TOPICAL SKIN SUPPLEMENTS VITAMIN C + RETINOL – WHY TWO IS BETTER THAN ONE

MONDAY, FEBRUARY 25 | 1:00 PM - 2:00 PM
Erin Whitesell, LE - Sanitas Educator

The wrinkle fighting and complexion perfecting power of vitamin C and retinol are legion and both are absolutely essential for good skin health. These wunderkind ingredients are some of the most studied and utilized for a reason: they work and give real results to your guests in real time. In this webinar you will gain a better understanding of how to use the Sanitas Vitamin C Illuminate and Vitamin A Rejuvenate products to rebuild and activate skin health. Learn how to differentiate between products and devise safe and effective home care programs that will continue to strengthen your guests' skin over time.

Fee: Complimentary

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Sanitas Skincare Class Calendar



SANITAS SKINCARE TRAINING INSTITUTE

The Sanitas Skincare Training Institute teaches that healthy, beautiful skin is the result of the right balance of stimulation and nourishment. Likewise, a successful skin care education is the result of intellectual stimulation and program elements designed to nourish the mind and encourage growth.

Our education program offers:

- Advanced theory and hands-on education
- Cutting-edge topics that include focused trainings on skin care, waxing, makeup, business, sales and marketing
- National seminars
- Targeted treatment protocols for all skin types

CANCELLATION POLICY

Out of respect for our instructors, the Sanitas Training Institute adheres to a stringent cancellation policy. Students cancelling within 48 hours or failing to show for class will be charged in full.

CLASS LOCATION

833 W. South Boulder Road
Building A
Louisville, CO 80027

Please note: All classes are held in
Louisville, CO unless otherwise stated.

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