

Sanitas Skincare Education Schedule

June 2019 1 of 2

Sanitas Training Institute | Louisville, CO

6/20

CLASS: SANITAS PRODUCT KNOWLEDGE TRAINING

THURSDAY, JUNE 20 | 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

Sanitas Distance Learning

6/3

WEBINAR: KNOW THE DIFFERENCE: SENSITIVE VS. SENSITIZED SKIN

MONDAY, JUNE 3 | 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. Know the difference to ensure proper topical and internal recommendations for your clients. This class will help you understand how to identify the difference between sensitive and sensitized skin. Underlying root causes and treatment strategies will also be discussed.

Fee: Complimentary

6/4

WEBINAR: WRINKLE REBELLION: SKIN RESTORATION WITH PEPTIDES

TUESDAY, JUNE 4 | 1:00 PM - 2:00 PM
Collene Fulton, 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

6/11

WEBINAR: THE ART OF SPA RETAILING

TUESDAY, JUNE 11 | 10:00 AM - 11:00 AM
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

6/13

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS – ACTIVATE

THURSDAY, JUNE 13 | 10:00 AM - 11:00 AM
Elizabeth Crowe, 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

Sanitas Skincare Education Schedule

June 2019 2 of 2

6/17

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

MONDAY, JUNE 17 | 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 wonderkind 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

6/18

WEBINAR: HORMONES, MENOPAUSE AND SKIN CARE

TUESDAY, JUNE 18 | 10:00 AM - 11:00 AM
Collene Fulton, LE - Sanitas Educator

It's a fact of life that as women age, their hormone levels fluctuate and can dramatically impact their bodies and skin. As millions of women approach menopause, it is essential as a skin care professional to understand the effects of hormones on skin. Guide your clients through the many changes their skin may undergo as a result of hormonal imbalance.

Fee: Complimentary

6/24

WEBINAR: BECOME A SKINCARE INFLUENCER

MONDAY, JUNE 24 | 1:00 PM - 2:00 PM
Erin Whitesell, LE - Sanitas Educator

People choose to visit professional therapists for treatments because they seek your expertise in helping them achieve a healthy lifestyle. However in today's ever-increasing online focused retail environment, it has become more difficult for brick and mortar businesses to compete. In this one hour webinar, you will learn how to leverage your website and online presence to maintain and increase service and retail sales. Topics covered will also include proven methods for building a sales oriented team, how to create a powerful social media presence and how to create memberships and loyalty programs to keep you connected to your customers, both in and out of the treatment room.

Fee: Complimentary

6/27

WEBINAR: SANITAS CHEMICAL PEEL TRAINING

THURSDAY, JUNE 27 | 10:00 AM - 11:00 AM
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

Class Registration

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

Must register and pay in advance for all classes. Class times and locations are subject to change.

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

Webinar Registration

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Sanitas Skincare Education Schedule

July 2019 1 of 2

Sanitas Training Institute | Louisville, CO

7/22

CLASS: THE SANITAS CHEMICAL PEEL ADVANTAGE*

MONDAY, JULY 22 | 10:00 AM - 3:00 PM

Jackie Cooper, LE + RDN - 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: Complimentary for existing Sanitas clients and \$25 for non-Sanitas clients

Sanitas Distance Learning

7/9

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS – OPTIMIZE

TUESDAY, JULY 9 | 10:00 AM - 11:00 AM

Elizabeth Crowe, 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

7/11

WEBINAR: NUTRITION AND SKIN HEALTH

THURSDAY, JULY 11 | 1:00 PM - 2:00 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. During this one hour webinar, become more familiar with nutritional strategies to incorporate into your practice that will allow you to offer the advanced skin care treatments that result in healthy skin and increased profits.

Fee: Complimentary

7/15

WEBINAR: SANITAS CHEMICAL PEEL TRAINING

MONDAY, JULY 15 | 1:00 PM - 2:00 PM

Collene Fulton, 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

7/23

WEBINAR: EVERYTHING ENZYMES

TUESDAY, JULY 23 | 10:00 AM - 11:00 AM

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

Sanitas Skincare Education Schedule

July 2019 2 of 2

7/25

WEBINAR: SOCIAL MEDIA MARKETING: ARE YOU TRENDING?

THURSDAY, JULY 25 | 10:00 AM - 11:00 AM
Erin Whitesell, LE - Sanitas Educator

Facebook, Twitter, Instagram and other social media outlets have become necessities in building a successful business, but diving into them can be confusing and overwhelming. In this webinar, you will learn to design a results-driven marketing plan by creating an identifiable brand that generates followers and creates an engaged social audience.

Fee: Complimentary

7/29

WEBINAR: SKIN BIOLOGY: A DEEPER LOOK

MONDAY, JULY 29 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

The scope of practice for estheticians focuses on the epidermis. However, with the advanced ingredient technology available to manufacturers today, often the cellular and intracellular matrix will benefit as well. This one hour session dives into the structure of the dermis and focuses on the key modulators that impact cell turnover, collagen synthesis and the overall enhanced glycosaminoglycan function.

Fee: Complimentary

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Sanitas Skincare Education Schedule

August 2019 1 of 2

Sanitas Training Institute | Louisville, CO

8/26

CLASS: SANITAS PRODUCT KNOWLEDGE TRAINING

MONDAY, AUGUST 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 for existing Sanitas clients and \$25 for non-Sanitas clients

Sanitas Distance Learning

8/6

WEBINAR: HOW TO RETAIN CLIENTELE AND KEEP YOUR BOOKS FILLED

TUESDAY, AUGUST 6 | 1:00 PM - 2:00 PM
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

8/8

WEBINAR: TREATING AGING SKIN

THURSDAY, AUGUST 8 | 10:00 AM - 11:00 AM
Collene Fulton, LE - 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

8/12

WEBINAR: ALL ABOUT MEN

MONDAY, AUGUST 12 | 1:00 PM - 2:00 PM
Elizabeth Crowe, LE - Sanitas Educator

According to ISPA, in 2005 only 29% of spa-goers were male. Today that figure has catapulted to 49%! With this change in attitude toward male grooming, men are rapidly becoming a substantial target market for spas. As the demand for qualified therapists specializing in male skin grows, so will the income potential. In this male-centric webinar, you will learn how to market to the male sector as well as how to make your spa more appealing to men. We will also cover how male skin differs from female skin, treatment room techniques and considerations. You will feel confident in your ability to work on this niche, yet thriving segment.

Fee: Complimentary

8/13

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS - FORTIFY, BODY, MEN + PROTECT

TUESDAY, AUGUST 13 | 10:00 AM - 11:00 AM
Erin Whitesell, 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

Sanitas Skincare Education Schedule

August 2019 2 of 2

8/20

WEBINAR: SKIN CARE INGREDIENTS: THE GOOD, THE BAD AND THE UGLY
TUESDAY, AUGUST 20 | 1:00 PM - 2:00 PM
Elizabeth Crowe, LE - Sanitas Educator

Learn everything you always wanted to know about skin care ingredients in this hour long webinar. Gain invaluable knowledge that will allow you to read and evaluate ingredient decks. By the end of this webinar, you will be able to identify the ideal ingredients for creating healthy skin, understand the fundamentals of formulation chemistry and learn how to choose effective skin care products that promote successful results.

Fee: Complimentary

8/22

WEBINAR: INFLAMMATION AND GLYCATION: THE BODY EFFECT
THURSDAY, AUGUST 22 | 10:00 AM - 11:00 AM
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 one hour webinar takes a closer 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: Complimentary

8/29

WEBINAR: SANITAS CHEMICAL PEEL TRAINING
THURSDAY, AUGUST 29 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

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sanitas
PROGRESSIVE SKINHEALTH

Sanitas Skincare Education Schedule



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

CLASS LOCATION

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

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.

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

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