

# Sanitas Skincare Training Institute

## May 2018

5/14

### SANITAS PRODUCT KNOWLEDGE TRAINING

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

Krista Eichten, LE - Sanitas SVP, Products + Services

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

5/15

### BROW AND BODY WAX CLASS\*

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

Belinda Swanson, LE - Sanitas Educator

In this class you will learn in-depth techniques to enable you to become adept and comfortable with the use of both hard and soft waxes for the face and body. Extra emphasis will be given to brow shaping and methodology. Topics will also include how to conduct client consultations, appropriate pre- and post-wax care and the use of proper sanitation. Students should be prepared to give and receive waxing services.

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

5/17

### HANDS ON WITH ENHANCEMENTS\*

THURSDAY, MAY 17 | 10:00 AM - 2:00 PM

Collene Fulton, LE - Sanitas Educator

In this workshop you'll learn how to increase your average service sale, generate more revenue per treatment room and add distinctive, results-driven enhancements to your facials. Add-on protocols for the eye, lip, décolleté, neck and hand areas will be demonstrated and ample time for practice is included in this highly interactive session.

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

5/21

### NUTRITION AND SKINHEALTH

MONDAY, MAY 21 | 10:00 AM - 3:00 PM

Jackie Cooper, LE - 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 for existing Sanitas clients and \$25 for non-Sanitas clients

5/29

### TREATING ACNE ACROSS THE AGES

TUESDAY, MAY 29 | 10:00 AM - 2:00 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 treatment room and home care recommendations.

Fee: Complimentary for existing Sanitas clients and \$25 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](http://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.

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# Sanitas Skincare Webinars

May 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.

5/17

### WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS - PROGENERATE

THURSDAY, MAY 17 | 10:00 AM - 11:00 AM  
Toshiana Baker, 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

5/24

### WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS - ACTIVATE

THURSDAY, MAY 24 | 1:00 PM - 2:00 PM  
Toshiana Baker, 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

5/31

### WEBINAR: SANITAS CHEMICAL PEEL TRAINING

THURSDAY, MAY 31 | 10:00 AM - 11:00 AM  
Toshiana Baker, 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

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# Sanitas Skincare Training Institute

## June 2018

6/4

### SANITAS PRODUCT KNOWLEDGE TRAINING

MONDAY, JUNE 4 | 10:00 AM - 3:00 PM  
Jackie Cooper, LE - Sanitas Educator

Comprehensive training on the features and benefits of Sanitas products will be covered. 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.

Fee: Complimentary

6/5

### SIGNATURE SANITAS: SKIN TRANSFORMING TREATMENTS\*

TUESDAY, JUNE 5 | 10:00 AM - 2:00 PM  
Belinda Swanson, LE - Sanitas Educator

Sanitas signature treatments blend therapeutic touch with high powered, cosmeceutical ingredients to create a transformative spa experience. Each treatment is designed, developed and tested by our team of skin care experts at the Sanitas Research Lab. In this class, you will learn the methods and techniques of our signature protocols, how to customize the steps based on skin type or condition and how to progressively transform your guests' skin health.

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

6/11

### THE SANITAS CHEMICAL PEEL ADVANTAGE\*

MONDAY, JUNE 11 | 10:00 AM - 3:00 PM  
Susan Trenka, 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: Complimentary for existing Sanitas clients and \$25 for non-Sanitas clients

6/14

### TREATING SKIN IN YOUR 20s, 30s, 40s AND BEYOND

THURSDAY, JUNE 14 | 10:00 AM - 2:00 PM  
Susan Trenka, LE - Sanitas Educator

Learn how to combat the different skin challenges you will face in your practice with proven protocols for all ages. Gain knowledge on age-appropriate options available to your clients from chemical peels, to laser treatments, to injectables, to nutrition. Includes hands-on demonstrations with Sanitas products.

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

6/18

### GIVE YOURSELF A RAISE: MASTERING THE ART OF RETAIL SALES

MONDAY, JUNE 18 | 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

6/26

### BRAZILIAN WAXING TECHNIQUES\*

TUESDAY, JUNE 26 | 10:00 AM - 2:00 PM  
Belinda Swanson, LE - Sanitas Educator

Gain hands-on experience with this in-depth Brazilian waxing class. Learn to incorporate proven waxing techniques into your practice to increase your bottom line! This class will focus on proper protocols, safety, understanding contraindications and waxing etiquette. Must be willing to perform waxing during the class. Students will also be expected to receive waxing services or provide a model instead.

Fee: \$50 for existing Sanitas clients and \$75 for non-Sanitas clients

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

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June 2018

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6/7

### WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS - OPTIMIZE

THURSDAY, JUNE 7 | 1:00 PM - 2:00 PM  
Toshiana Baker, 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

6/14

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

THURSDAY, JUNE 14 | 10:00 AM - 11:00 AM  
Toshiana Baker, 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

6/21

### WEBINAR: SKIN BIOLOGY: A DEEPER LOOK

THURSDAY, JUNE 21 | 1:00 PM - 2:00 PM  
Toshiana Baker, LE - Sanitas Educator

The esthetician's scope of practices focuses on the Epidermis but we know that today's advancing ingredients can offer added benefits to the cellular and intracellular matrix. This one hour session will dive into the structure of the dermis and key modulators that impact cell turnover, collagen synthesis and overall enhanced glycosaminoglycan function.

Fee: Complimentary

6/28

### WEBINAR: SANITAS CHEMICAL PEEL TRAINING

THURSDAY, JUNE 28 | 10:00 AM - 11:00 AM  
Toshiana Baker, 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

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# Sanitas Skincare Class Calendar

## July 2018

7/10

**BROW MASTERY:  
SHAPING, LASH AND BROW TINTING\***  
TUESDAY, JULY 10 | 10:00 AM - 2:00 PM  
Belinda Swanson, LE - Sanitas Educator

Mastering one of the hottest niche markets in our industry will increase your profitability and differentiate you from the competition. This three hour skill building workshop will highlight the steps and materials needed for you to become a true brow expert. Supplies will be provided.

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

7/12

**OPEN STUDENT DAY:  
SUN DAMAGE**  
THURSDAY, JULY 12 | 10:00 AM - 1:00 PM  
Collene Fulton, LE - Sanitas Educator

Exposure to the sun's ultraviolet (UV) rays speeds the skin's aging process and raises the risk of skin cancer. This three hour class will comprehensively cover the causes, symptoms and conditions of overexposure as well as effective strategies for professional treatment and home care. Emphasis on nutritional support as an aid to treating and preventing sun damage is included in this intensive training.

Fee: Complimentary

7/16

**THE SANITAS  
CHEMICAL PEEL ADVANTAGE\***  
MONDAY, JULY 16 | 10:00 AM - 3:00 PM  
Susan Trenka, 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: Complimentary for existing Sanitas clients and \$25 for non-Sanitas clients

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

7/19

**PEPTIDES AND SKIN CARE**  
THURSDAY, JULY 19 | 10:00 AM - 2:00 PM  
Susan Trenka, 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 combatting 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

7/23

**ACTIVE DELIVERY TECHNOLOGIES**  
MONDAY, JULY 23 | 10:00 AM - 1:00 PM  
Alexis Mayne, Sanitas VP of Research and Development

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 AHA's 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

7/24

**DERMAPLANING\***  
TUESDAY, JULY 24 | 10:00 AM - 2:00 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

7/31

**SANITAS PRODUCT  
KNOWLEDGE TRAINING**  
TUESDAY, JULY 31 | 10:00 AM - 3:00 PM  
Collene Fulton, LE - Sanitas Educator

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Fee: Complimentary

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7/12

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KNOWLEDGE TRAINING**  
FOCUS - PROGENERATE  
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7/19

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KNOWLEDGE TRAINING**  
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Fee: Complimentary

7/26

**WEBINAR: THE ART OF  
SPA RETAILING**  
THURSDAY, JULY 26 | 1:00 PM - 2:00 PM  
Toshiana Baker, 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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# 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.

## Registration

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