

# The Scientific Esthetics Symposium 2022



## Educator Dossier- Volume 3



November 6<sup>th</sup>, 7<sup>th</sup> & 8<sup>th</sup> 2022

# *SPECIAL COMPASSIONATE ESTHETICS PRESENTATION*

## **Danielle Marquez LE**



Danielle obtained her esthetic license in 1999 after 10 years in corporate cosmetics in London, San Francisco, and Australia. She has owned her own clinical practice in Mill Valley, CA and is the former Director of Education launching Sephora.com. She has worked at Dermatology skin cancer clinic in Scottsdale AZ owned by PCA Skin and Dr. Jennifer Linder where her esthetic specialties included skin disorders and treatment pathways. She was the lead educator responsible for the training of all national educators as well as conducting training events for PCA. Additionally, she has worked for Image, Colorescience, Dermasweep and Celluma before being brought on by Lira Clinical with a national position in 2013. She has been a well reputed figurehead in esthetic education, retailing and creating successful sales programs for spas, salons, and private esthetic practices across the United States.

Danielle will be sharing very special educational information that she has both experienced and learned during her AML leukemia battle regarding toxicity, chemicals, and the environment.

# Candace Noonan LE

**Candace Noonan**  
**DermaConcepts Master Trainer**



Candace is a Licensed Esthetician and Master Trainer for DermaConcepts, exclusive distributor of Environ Skin Care in the USA, and hosts advanced trainings on this pharmaceutical grade line. She holds certificates for internationally recognized programs including Advanced Skin Analysis, Dermal Needling and Oncology Esthetics, and is a proficient public speaker at medical and skin care conferences throughout the USA. Her belief is to never stop learning, in hopes of sharing the knowledge gained by her continued studies. Born in South Africa, and having personal experience battling Melasma, she feels her passion for skin care is her biggest asset.



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**FULLER EFFECT**



Introducing NEW  
Focus Care Youth+  
3DSynergé™ Filler Crème

Focus on smoother, firmer,  
naturally fuller-looking skin.

Ask us for more information.



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**Hyperpigmentation Sciences**



**Candace Noonan LE**  
Skin Science - International Educator  
USA



make a  
**REAL**  
**DIFFERENCE**  
**THAT LASTS**  
with Environ  
*Electro-Sonic*  
*DF Technology*



# The DermaConcepts Difference

## STRATEGIC PARTNERSHIP

- **Extraordinary Professional Training, Development And Education For Staff**
  - courses on skin science, product knowledge, treatment protocols, skin analysis, peel training, retail selling skills, up selling/cross selling, advanced certificate training
  - customized webinar training for your staff, both live and recorded
  - all courses available at our training center, on-site, and virtual
  - webinars, live and recorded, one-on-one video training
- **Patient Education Programs**
  - including lectures, DVDs, published articles
  - skin analysis events
  - skin health workshops and seminars
- **Marketing And Merchandising Support**
  - point of sale support
  - skin health newsletters
  - web-ready artwork and promotional campaigns
  - promotions
  - social media campaigns
- **Incentive Programs For Staff**
  - rewards for meeting Environ sales goals
- **No Unauthorized Online Sales Or Direct Solicitation Of Patients**
- **Creation Of Branded Signature Services**
  - services with enhanced efficacy of ingredients for best results
  - combining luxurious treatments with clinical results
  - multiple peels options; progressive in strength
  - professional body treatments
  - more than 15 facial treatment options
  - we offer enhancements with state-of-the-art high-tech devices, cosmetic rollers and beauty appliances
- **DermaConcepts offers drop shipping services. Practices keep 100% of the profits.**

## ENVIRON PRODUCTS

- Sold exclusively through medically affiliated practices
- Vitamin A step-up system: Our product line is based on varying intensities and levels of ingredients (vitamins, peptides, growth factors, AHA's) to ensure safe at-home and clinical treatments to meet individual skin types, concerns, and lifestyles
- Certified by the Swiss Vitamin Institute for level, quality, and effectiveness of its vitamins
- Contains vitamins A and C in efficacious formulations that **MUST** be part of a skin care regimen to be effective
- Pre- and Post-Procedures, Laser, and Peel Kits
- Complete professional back bar
- Packaging: Protective airless pump bottles and collapsible tubes prevent light, air, and bacteria from degrading the formulations and ensures efficacy
- Effectiveness: Fat soluble and water soluble ingredients; increasing concentrations of ingredients which enhance effectiveness of products
- Highest grade pharmaceutical ingredients backed by clinical studies and scientific research
- Results-driven products and treatments combining skin wellness and luxury
- More than three decades of creating award winning products
- Fastest growing results-oriented skin care line worldwide with sales in 75 countries

## ENVIRON MANUFACTURING STANDARDS

- Created by Dr. Des Fernandes, a world-renowned plastic surgeon and skin care researcher and formulator
- One of the few companies in the world with its own pharmaceutical grade manufacturing facility staffed by more than 200 dedicated employees
- Manufactured under low light, nitrogen blanket, pharmaceutical conditions
- All products tested by three independent certified labs for microbiology, ingredient levels, and efficacy
- Cruelty free



***Interested?*** Scan to connect with a representative.  
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# Michael Pugliese BS, LE

Michael Q. Pugliese, BS, LE: an informed educator, writer, and asset to the skincare industry became the third-generation CEO of Circadia by Dr. Pugliese in 2006. His dedication and leadership to the brand has grown to achieve international recognition and distribution worldwide. This global expansion has created a skincare regime for every skin type in the world. Michael's compelling lectures honors the tenets of modern skin science discovered originally by his grandfather.

By following in his grandfather's footsteps, Michael has been driven to deliver a clear message on skincare to all of his clients and fellow educators in the industry. In addition to the success in the skincare line, Circadia also has the first physician formulated pillowcase. This is formulated to work in harmony with the body's natural Circadian rhythms which protect from environmental damage while focusing on skin repair during your evenings rest.

Circadia was founded by the world renowned, and globally recognized, Dr. Peter T. Pugliese. Dr. Pugliese was the first physician of his caliber to dedicate decades of research to understanding the skin and its ability to deliver clinical and relevant information on product development. Prior to the launch of Circadia in 2001, Dr. Pugliese spent 30 years developing and manufacturing products for major brands in the industry.

He also conducted the first clinical study on Copper peptide, topical Vitamin E and Beta Glucan, advancing our industry to where we are today.

Dr. Pugliese is a world-renowned author of aesthetics textbooks including Advanced Professional Skincare Medical Edition, The Physiology of the Skin editions I, II, III and conducted numerous clinical studies, dedicating his life to the advancements in skin health, formulary achievements and education of skin physiology.



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Tuning in to Your Circadian Rhythm

Michael Pugliese BS, LE  
Cosmetic Chemistry - Dermal Science  
USA



Dr. Pugliese was the first physician of his caliber to dedicate decades of research to understanding the skin and its ability to deliver clinical and relevant information on product development. Dr. Pugliese has won nearly every award given by The Society of Cosmetic Chemists, including the highest honor and recognition of the Maison De Navarro Award for his technical contributions to cosmetic chemistry.



Following in his grandfather's footsteps, Michael Q. Pugliese, L.E. CEO, has become an inspirational leader in product development and has also been recognized as an internationally distinguished educator.



He has expanded Circadia's global reach and distribution into more than 30 countries worldwide. Circadia professional skincare is based on the skin and body's natural Circadian rhythms. Chronobiology, the biology of time, is based on the principles of defending skin from damage during the day, and stimulating repair during sleep, and is at the core of our concept. Circadia has been a pioneer in bringing the concept of Circadian rhythms to the health and wellness industry.

Circadia's formulations combine pure botanicals, stem cell technology, second generation vitamins, and innovative peptide development to achieve optimal skin health and beauty. The Circadia Collection offers unique treatment options such as chemical peel alternatives, innovative delivery systems and patented ingredient technology exclusive to Circadia resulted in documented performance. Our concept allows us to deliver science and nature in perfect rhythm.



# Dr. Katerina Steventon MSc, PhD

Dr. Steventon is an international consultant with substantial experience of working at the clinical, commercial and research interface. Dr. Steventon's career began in Southern Bohemia, in the Czech Republic where she grew up discovering that plants would work wonders for teenage skin. She is a Senior Innovation Consultant for NBIC and runs an independent evidence-based skincare clinic in Beverly, East Yorkshire in the UK, addressing consumer needs in skin health and ageing, acne, skin barrier dysfunction, skin – brain connection in mental health and wellbeing. She holds an MSc in Clinical Biochemistry and a PhD in Transdermal Absorptions and sciences. Dr. Steventon has an in-depth knowledge of skin sciences in both healthy and diseased states, a comprehensive understanding of consumer perspective on personal care and the industry/academia engagement for translational research in the UK. She is a senior consultant to large and small skincare brands in product development; an international scientific speaker (six languages) presenting at skin science and beauty conferences globally.

## Her Philosophy: Skin is an Emotional Envelope

*“The upper layers of our skin sense the environment and reflect the rhythms of our body. Darkness and light, warmth and cold, movement and rest are experienced differently by the skin. The cells receive a range of signals, such as light, sound and scent, and, at the same time, signals from the inside of our bodies, physical and emotional. We are visual beings, and our skin can be “read” by others for signs of health and happiness, reflecting the strength of our immune system. People are innately aware of what is going on with us. A great skin feels, or the way we feel in our skin, is essential for reinstating our radiance and the sense of self. We can enhance the skin feel by products and gentle, powerfully effective techniques of their application. When stressed, we also intuitively touch our faces and working with these patterns soothes our skin, the pleasure comes from touching the right receptors in the right way.”*



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### The Brain & Skin Connection



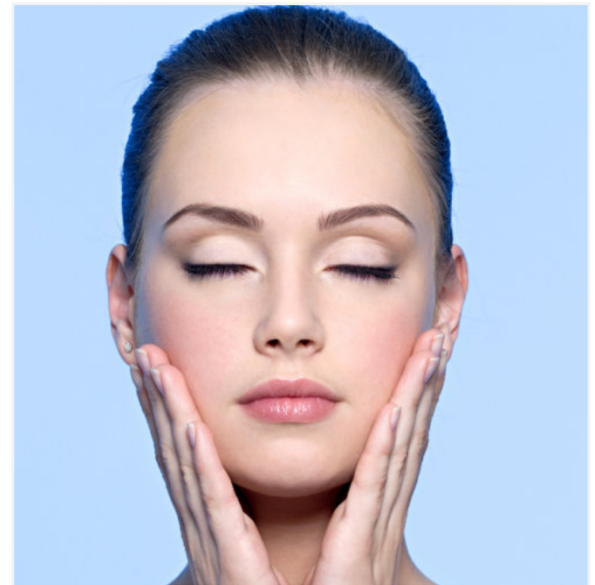
Dr. Katerina Steventon MSc, PhD  
Psychodermatology - Dermal Science  
GREAT BRITAIN



# Katerina Steventon

- We all have different skin types that change depending on the season, daily lifestyle and routine, stressful times, and our in-the-moment mindset. Really feeling the skin of the face becomes a learnt habit; it reveals its underlying needs – hydration, resilience or more of a glow. Turning attention to a facial routine twice a day is not luxury.
- A routine with gentle, effective touch and timeless skin feels designed to stimulate or soothe, at the right moment, can enhance our being. The state-of-art research I have explored for many years suggests that, as humans, we innately appreciate care and attention in many ways.
- Plant ingredients nourish our skin well, yet at times an advanced ingredient is required to bring out! the best of a modern, anti-ageing formula.
- To discover the product textures with all senses – skin-feel, touch, smell – is the right way in approaching any routine. I explain how I use the power of plants for each of my products and how the interplay of nature, science and tailoring to your rhythms of a day or a season work so well.
- When we touch our faces and experience pleasure, the signal runs from the skin to the brain, evoking a release of hormones to soothe us. The touch reinforces and expands us and our wellbeing – we de-stress instantly and ‘self-medicate on emotion’. Some old traditions have practiced this intuitively, turning their thoughts inward to recharge and feel happier. Science now has enabled us to rediscover this art again. I explore how touch enhances wellbeing in my blog.

Website: <https://katerinasteventon.com>





## Dr. Susan Tanner MD

After obtaining a BA in Music from Emory University in Atlanta, Dr. Tanner went on to further her interests in medical school, training in diverse locations such as the Dominican Republic, New York, and New Jersey. Returning to her native town of Lawrenceville, Georgia, she ran her private practice for more than twenty years while raising a family. While treating patients in traditional methods, she became increasingly interested in the cause of disease rather than focusing only on the treatment of chronic illnesses. Her particular interest in the Autism/ADD spectrum furthered her research into the environmental impacts on chronic health issues. Her scientific, yet holistic, approach to healthcare has yielded tremendous, lasting results for her patients. Susan Tanner has practiced medicine for over 33 years, concentrating primarily on chronic illness and the impacts on the individual, the family and the community. Her driving curiosity into why people are made ill caused her to pursue education in Environmental Medicine, completing coursework, exams, and necessary practice years to earn board certification in this area in 2009. Her own struggles with mold-related illness drove her desire to teach those similarly affected. While in clinical practice, Dr. Tanner wrote and contributed to a number of publications on environmental health, prepared narratives for understanding in legal matters, and researched new techniques for modulating the body's ability to clear toxins and infections. She now has a fitness and health website [www.thebodynexus.com](http://www.thebodynexus.com), where she writes articles and shares education on utilizing the various body systems into improve overall health.




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### Mold Illness & the Skin



Dr. Susan Tanner MD  
Environmental Medicine  
USA

**THE  
BODY**



**NEXUS**

Your bridge to healthy living



Sinusitis  
Wellness

Natural Relief from Chronic & Fungal Sinusitis  
Developed by Donald Dennis, MD, Sinus Specialist

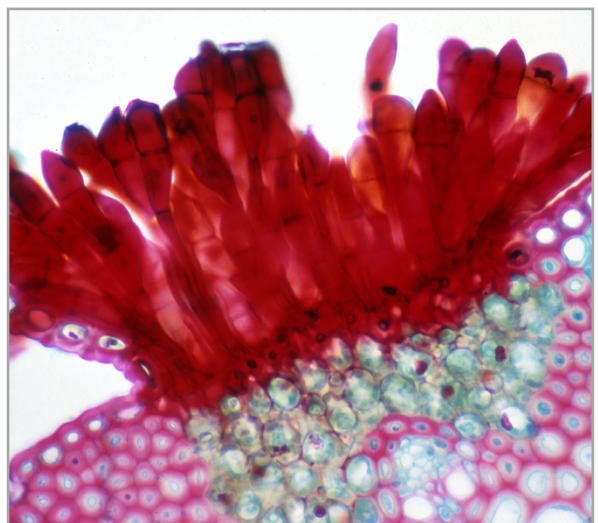
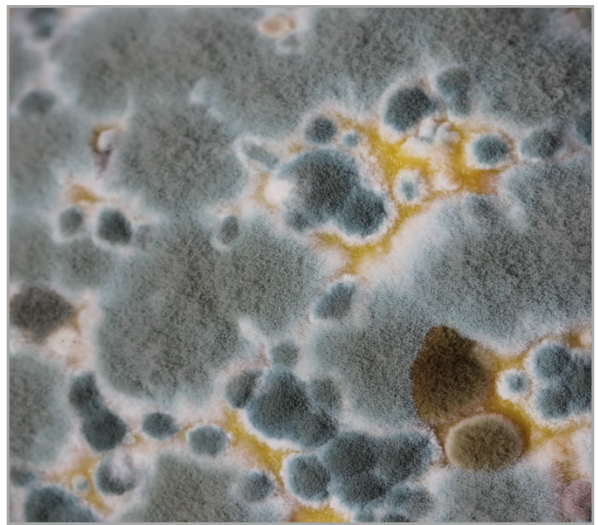
By Susan Tanner MD

Because skin covers our entire body, we tend to look at it as an envelope, a protective barrier of sorts, instead of viewing it for the organ that it is.

As the largest organ of the body, and as such, it can become the target and display of internal health conditions. When issues of the skin arise, the tendency many times is to direct treatment directly and topically to the skin itself, rather than to the processes that have caused the issues in the first place.

And while topical treatments may help with skin conditions at the moment, they often do not get to the bottom of the problem; that takes looking within, especially when mold exposure is involved.

When thinking of how mold and fungi relate to skin, our minds often go to topical skin infections caused by fungi, such as athlete's foot, ringworm. These conditions are caused by an actual infection of the skin by the fungus. Conversely, there are other skin manifestations that are not infections but that are induced by exposure to mold and mycotoxins.



# Alexandra J. Zani LE, LEI

Alexandra is an award-winning, international educator, researcher, and author with a background in cell biology and medical technology. Her passion for esthetics and education has awarded her with numerous advanced certifications both in the U.S. and abroad.


She has years of hands-on practice, teaching, spa management, and course development for microcurrent, LED, advanced esthetic treatments based on skin condition, and non-ablative laser.

Additionally, her experience includes cosmeceutical product development. Alex earned an instructor license for esthetics /cosmetology, is NCEA nationally certified, certified in Oncology Esthetics®, and the Pastiche Method™ of Skin Analysis. She has co-authored books including the Milady's Standard textbook.

She is a specialist in the skin sciences, including the effects of nutrition, lifestyle, and the mind-body connection.

Alex presents at national conferences and was an invited speaker at the May 2016 International Association for Applied Corneotherapy Global Summit in Cologne, Germany.

She continues to serve on the IAC Education Board. Alex was featured in the December 2020 Dermascope Magazine – “Skin Saviors – 45 Faces of the Industry.” In 2016, Alex was awarded The Esthetics International Humanitarian Award at the Southern Spa and Salon Conference, Hickory, NC. Alex is a faculty member of Derma Education TV for Advanced Post Graduate Training.



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## Cellular Physiology & Electrophysiology



Alexandra Zani LE, LEI  
Skin Physiology  
USA



Throughout her career, Zani has received several outstanding service awards for her role in professional business organizations. "I have been in the aesthetics industry for over 27 years. From owning an image-consulting boutique in Ann Arbor, Mich. to being the educational director for a small laser college and distributor in British Columbia, a rather eclectic career path has given me amazing experiences and provided great opportunity for professional and personal growth. I learned early on to view challenging circumstances and individuals as teachers who showed up in my life at a specific point in time to direct my path so that I could learn and grow.

**"If only I had known then what I know now."**– For me this statement rings true in that years ago, I might have also added a nursing degree into the scenario to add credibility to what I was trying to convey while attempting to bridge spa and wellness into a medical cosmetic surgery practice.

**Prior to opening your business ...** plan it carefully and deeply. One must build horizontally and vertically - building a solid infrastructure along with an inviting environment. Study your market wisely and find out what services are going to serve it the most. Sometimes keeping things simple is better than having every gadget, expensive machine, and product.

**In my opinion ...** building customer loyalty is dependent on the quality and caring service extended to them by a skilled and educated staff that genuinely cares.

**There should be no guessing games when it comes to assessing the skin.** It is important to understand the underlying causes of a skin condition. You cannot just begin a session without first performing a pathway of analysis. Education is important! I have a saying ... "the more I learn, the less I know," meaning that each time I listen to a lecture or read a book, it opens more pathways for questioning and exploration.

**Mastery of your profession is a lifetime journey.** It involves becoming a critical thinker and examining many viewpoints and considerations before coming to a conclusion. Critical thinking is a route to intellectual adventure and a process of making sound decisions based on facts and experience. In the aesthetics profession, you are making decisions every day, especially when assessing the best way to achieve results, these decisions should be made with as much knowledge as possible!

*Published in Dermoscope - Written by Jeremy Lawrence*

**Website: <https://aesthaniedu.com>**

