### MILADY'S STANDARD ESTHETICS: FUNDAMENTALS 10TH EDITION
(PUBLISHED 2008)

### MILADY'S STANDARD ESTHETICS: FUNDAMENTALS 9TH EDITION
(PUBLISHED 2003)

### SYNOPSIS OF CHAPTERS

#### PART I: ORIENTATION

**Chapter 1—History and Career Opportunities in Esthetics**

Objectives:
- Describe the cosmetics and skin care practices of earlier cultures
- Discuss the changes in skin care and grooming in the 20th and 21st centuries
- Name and describe the career options available to licensed estheticians
- Explain the development of esthetics as a distinct, specialized profession

**Chapter 2—Your Professional Image**

Objectives:
- List the basic habits of daily personal hygiene
- Demonstrate proper standing and sitting posture
- List the characteristics of a healthy, positive attitude
- Explain the attributes of a strong work ethic
- Define ethics
- List the most effective time management techniques

**Chapter 3—Communicating for Success**

Objectives:
- List the golden rules of human relations
- Explain the importance of effective communication
- Conduct a successful client consultation
- Handle delicate communications with your clients
- Build open lines of communication with coworkers and salon managers

**Chapter 4—Infection Control: Principles and Practice**

Objectives:
- List the types and classifications of bacteria
- Define hepatitis and AIDS and explain how they are transmitted

**Chapter 3—Sanitation and Disinfection**

Objectives:
- List the types and classifications of bacteria
- Define hepatitis and AIDS and explain how they are transmitted

**Chapter 3**

Objectives:
- List the most effective time management techniques

2003: Chapter 1 covers the history of skin care; esthetics career opportunities; and the future of esthetics.

2008: Chapter 1 covers the same topics from a more contemporary point of view.

2003: Chapter 2 covers professional appearance, including personal hygiene and physical presentation; professional conduct; professional ethics; life skills; and time management techniques.

2008: Chapter 2 covers the same topics as in 2003; some sections have been reorganized to create an improved sequence.

2003: Communication skills are covered in Chapter 21.

2008: Chapter 3 covers human relations; in-depth communication basics; the client consultation; special issues in communication; and in-salon communication.

*Note: It includes the 10-Step Consultation Method, a complete consultation system that is designed to lead to successful services and conclusions.*

2003: Chapter 3 covers bacteria; viruses; how pathogens enter the body; parasites; immunity; Universal Precautions; principles of prevention; and estheticians' professional responsibility.
<table>
<thead>
<tr>
<th>Chapter 5—General Anatomy and Physiology</th>
<th>Chapter 4—Anatomy and Physiology</th>
<th>2008: Chapter 4 covers the same topics as in 2003; there is more detailed information about first aid.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Objectives:</td>
<td></td>
<td>2003: Chapter 4 covers cells; tissues; organs; and the 10 body systems.</td>
</tr>
<tr>
<td>- Explain why the study of anatomy,</td>
<td></td>
<td>2008: Chapter 5 covers the same topics as in 2003. There is updated information on the body's 10 systems.</td>
</tr>
<tr>
<td>physiology, and histology is important to the esthetician.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Describe cells, their structure, and their reproduction</td>
<td></td>
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</tr>
<tr>
<td>- Define tissue and identify the types of tissues found in the body</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Name the 11 main body systems and explain their basic functions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chapter 6—Basics of Chemistry</td>
<td>Chapter 5—Chemistry for Estheticians</td>
<td>2003: Chapter 5 covers chemistry, matter, potential hydrogen (pH); chemical reactions; and chemistry as applied to cosmetics.</td>
</tr>
<tr>
<td>Objectives:</td>
<td>Objectives:</td>
<td>2008: Chapter 6 covers the same topics as in 2003. Some subtopics have been stricken or expanded to reflect modern skin science wisdom.</td>
</tr>
<tr>
<td>- Define chemistry and its branches</td>
<td>- Define chemistry and its branches</td>
<td></td>
</tr>
<tr>
<td>- Explain matter and its structure</td>
<td>- Explain matter and its structure</td>
<td></td>
</tr>
<tr>
<td>- Discuss the properties of matter and how matter changes</td>
<td></td>
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<tr>
<td>- Explain the differences between solutions, suspensions, and emulsions</td>
<td></td>
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</tr>
<tr>
<td>- Understand how acid, alkaline, and pH affect the skin</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chapter 7—Basics of Electricity</td>
<td>Chapter 7—Basics of Electricity</td>
<td>2003: Chapter 7 covers electricity; electrical equipment safety; electrotherapy; light waves and light rays; and light therapies.</td>
</tr>
<tr>
<td>Objectives:</td>
<td>Objectives:</td>
<td>2008: Chapter 7 covers the same topics as in 2003; additional information on lasers, LED, and microcurrent devices is included.</td>
</tr>
<tr>
<td>- Define the nature of electricity and the two types of electric current</td>
<td></td>
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</tr>
<tr>
<td>- Describe the four types of electrotherapy and their uses</td>
<td></td>
<td></td>
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<tr>
<td>- Explain electromagnetic radiation and the visible spectrum of light</td>
<td></td>
<td></td>
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<tr>
<td>- Describe the rays used in light therapy and their benefits</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Describe what the acronym LASER stands for</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chapter 8—Basics of Nutrition</td>
<td>Not Applicable</td>
<td>2008: Chapter 8 covers nutrition recommendations; nutrition for the skin; macro-nutrients; micronutrient (vitamins); minerals; nutrition and esthetics; water and the skin.</td>
</tr>
<tr>
<td>Objectives:</td>
<td></td>
<td>(continued)</td>
</tr>
<tr>
<td>- Identify macro and micronutrients</td>
<td></td>
<td></td>
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<tr>
<td>- Understand the dietary guidelines for foods</td>
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</tr>
</tbody>
</table>
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- Understand vitamins and their benefits
- Explain the benefits of water intake
- Discuss the benefits of proper nutrition
- Explain how nutrition relates to healthy skin

### MILADY'S STANDARD ESTHETICS: FUNDAMENTALS 9TH EDITION

Chapter 8—Physiology and Histology of the Skin

Objectives:
- Describe the functions of the skin
- Explain the structure and layers of the skin
- Discuss the anatomy of the skin
- Define collagen and elasticity
- Explain how skin gets its color
- Name the glands of the skin
- Discuss sun damage and sun protection
- Explain how the skin ages
- Understand free radical damage
- Discuss nutrients, vitamins, and the benefits of proper nutrition

2003: Chapter 8 covers skin facts; skin functions; layers of the skin; hair and nail anatomy; nourishment; nerves; cell replacement; skin color; glands; aging of the skin; the sun and its effects; nutrition for the skin; water and the skin; and basic nutrition.

2008: Chapter 9 covers the same topics as in 2003 except for basic nutrition, which is now covered in more depth in Chapter 8.

Some information has been updated to reflect modern skin care science.

### PART III: SKIN SCIENCES

Chapter 9—Physiology and Histology of the Skin

Objectives:
- Describe the functions of the skin
- Explain the structure and layers of the skin
- Discuss the anatomy of the skin
- Define collagen and elasticity
- Explain how skin gets its color
- Name the glands of the skin
- Discuss sun damage and sun protection
- Explain how the skin ages
- Understand free radical damage
- Discuss nutrients, vitamins, and the benefits of proper nutrition

Chapter 10—Disorders and Diseases of the Skin

Objectives:
- Identify common skin conditions and disorders
- Explain the different types of skin lesions
- Identify which disorders are contagious
- Know which disorders to refer to a physician
- Recognize potential skin cancer growths
- Understand acne and the causes of the disorder
- Recognize the different grades of acne

Chapter 9—Skin Disorders and Diseases

Objectives:
- Identify common skin conditions and disorders
- Explain the different types of skin lesions
- Identify which disorders you would not address
- Know which disorders to refer to a physician
- Understand acne and the causes of the disorder
- Recognize the different grades of acne

2003: Chapter 9 covers dermatology and esthetics; lesions; sebaceous gland disorders; disorders of the sudoriferous glands; inflammations of the skin; pigmentation disorders; hypertrophies; skin cancer; contagious diseases; and causes, triggers, and grades of acne.

2008: Chapter 10 covers the same topics as in 2003. Updates in several areas—including primary and secondary lesions as well as skin cancers—have been made to reflect modern skin science.

Additions include a section covering acne medications for Grades III and IV.

Chapter 11—Skin Analysis

Objectives:
- Identify skin types
- Identify skin conditions
- Be familiar with the causes of skin conditions
- Explain the causes of skin conditions
- Understand UV rays and how rays interact with skin
- Explain healthy habits for the skin

Chapter 10—Skin Analysis

Objectives:
- Identify skin types
- Identify skin conditions
- Be aware of treatment contraindications
- Perform a skin analysis
- Perform client consultations
- Fill out skin analysis charts

2003: Chapter 10 covers skin types; Fitzpatrick Scale; ethnic skin; skin types versus skin conditions; healthy habits for the skin; contraindications; performing a skin analysis; client charts; and health screening.

2008: Chapter 11 covers the same topics as in 2003. In some instances, topics have been updated or expanded to reflect modern skin care science.
Chapter 12—Skin Care Products, Chemistry, Ingredients, and Selection

Objectives:
- Understand product chemistry and components in formulating products
- Describe the most common cosmetic ingredients and their functions
- Explain FDA regulations regarding cosmetic claims and product safety
- List and describe the main categories of professional skin care products
- Describe the basic products used in facials
- Understand product formulation for different skin types
- Recognize and understand the benefits of many ingredients
- Safely use a variety of salon products while providing client services
- Recommend home care for different skin types and conditions

2003: Chapter 11 covers basic skin care products and their benefits; home-care products for different skin types and conditions; choosing a product line; ingredients; components of product formulations; ingredients of skin care products.

2008: Chapter 12 covers the same topics as in 2003, plus updated information about high-tech ingredients, herbs, and plant properties (phytotherapy); aromatherapy; and antioxidant ingredients.

Chapter 11—Product Selection and Ingredients

Objectives:
- Describe the basic products used in facials
- List and describe the main categories of professional skin care products
- Safely use a variety of salon products while providing client services
- Recommend home care for different skin types and conditions
- Understand product formulations for different skin types
- Recognize and understand the benefits of many ingredients

PART IV: ESTHETICS

Chapter 13—The Treatment Room

Objectives:
- Understand the components of creating a professional atmosphere
- Describe what equipment and supplies are needed for facials
- Explain why the room setup should be comfortable for the esthetician
- Prepare and set up the treatment room for services
- Sanitize and clean the treatment room

Chapter 14—The Treatment Room

Objectives:
- Describe what equipment and supplies are needed for facials
- Explain why the room setup should be comfortable for the esthetician
- Prepare and set up the treatment room for services
- Sanitize and clean the treatment room

Chapter 14—Basic Facials

Objectives:
- Describe the benefits of each step in a facial treatment
- Explain the key elements of the basic facial treatment
- List and describe the products used in a facial treatment
- Recognize different facial treatment philosophies and methods

Chapter 14—Basics Facials and Treatments

Objectives:
- Describe the benefits of each step in a facial
- Perform extractions using different methods
- Explain the key elements of the basic facial treatment
- List and describe the products used in a facial treatment

2003: Chapter 14 covers facial treatment benefits; esthetician skills and techniques; treatment and client preparation; consultations/contraindications; key elements of the basic facial treatment; clean-up/sanitation checklist; mini-facial; treatments for oily, dry, dehydrated, sensitive and mature skin; acne facials; acne treatment care; men’s skin care.

(continued)
<table>
<thead>
<tr>
<th>Chapter 15—Facial Massage</th>
<th>Chapter 13—Massage</th>
<th>Chapter 16—Facial Machines</th>
<th>Chapter 15—Machines</th>
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<tbody>
<tr>
<td>Objectives:</td>
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<td>- Describe the</td>
<td>- Explain the mechanization</td>
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<td>- Identify the machines</td>
<td>function and</td>
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<td>contraindications for</td>
<td>- Define and</td>
<td>used in skin care treatments</td>
<td>benefits of</td>
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<tr>
<td>performing massage</td>
<td>demonstrate the</td>
<td>- Identify the machines</td>
<td>each machine</td>
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<tr>
<td>- Explain the different</td>
<td>different types</td>
<td>used in skin care treatments</td>
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<td>types of massage movements</td>
<td>of massage</td>
<td>- Explain the function and</td>
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<td>- Describe other massage</td>
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<td>benefits of each machine</td>
<td>- Safely use</td>
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<td>techniques</td>
<td></td>
<td>- Safely use machines and</td>
<td>machines and</td>
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<tr>
<td>- Perform a facial</td>
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<td>know machine</td>
<td>know machine</td>
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<tr>
<td>massage</td>
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<td>contraindications</td>
<td>contraindications</td>
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</tbody>
</table>

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Chapter 17—Hair Removal

Objectives:
– Explain the morphology of hair and its growth stages
– Describe methods of temporary and permanent hair removal
– Identify different hair removal equipment, tools, and accessories
– Perform face and body waxing
– Name the conditions that contraindicate hair removal
– Provide a thorough client consultation before hair removal.

Chapter 16—Hair Removal

Objectives:
– Explain the morphology of hair and its growth stages
– Identify methods of temporary and permanent hair removal
– Identify different hair removal equipment, tools, and accessories
– Describe the proper way to set up a treatment room
– Name the conditions that contraindicate hair removal
– Provide a thorough client consultation prior to hair removal.

Chapter 18—Advanced Topics and Treatments

Objectives:
– Understand peels and their exfoliation techniques
– Recognize the contraindications of advanced exfoliation procedures
– Describe the benefits of AHA peels and microdermabrasion
– Understand light therapy and lasers
– Describe spa body treatments and services
– Discuss various medical aesthetic procedures
– Identify various surgical procedures
– Describe injectables

Chapter 17—Advanced Esthetics Topics: An Industry Overview

Objectives:
– Recognize advanced ingredients
– Explain how AHAs work
– Understand aromatherapy
– Describe spa body treatments
– Identify clinical skin care procedures

Chapter 19—The World of Makeup

Objectives:
– Describe the different types of cosmetics and their uses
– Demonstrate an understanding of cosmetic color theory

Chapter 18—The World of Makeup

Objectives:
– Describe the different types of cosmetics and their uses.
– Demonstrate an understanding of cosmetic color theory

2008: Chapter 18 covers the same topics as in 2003 except for aromatherapy, which is now covered in Chapter 12.

Microdermabrasion information; spa body treatments; injectables and dermal fillers; and body treatments have been expanded.

Light therapy (LED); microcurrent machines; ultrasound and ultrasonic technology; cellulite information and treatments have been added.

2003: Chapter 18 covers psychological aspects of makeup; makeup services overview; makeup products; eyeliners; eyebrow color; mascara; lip color; lip liner; other cosmetics; makeup brushes; makeup color theory; warm and cool (continued)
PART V: BUSINESS SKILLS

Chapter 20—Career Planning

Objectives:
- Describe those qualities that are needed to be successful in a service profession
- Explain the steps involved in preparing for and passing the licensing exam
- Discuss the essential of becoming test-wise
- Demonstrate effective techniques for writing a good resume
- Discuss methods for exploring the job market and researching potential employers
- List and describe the various types of esthetics practices and determine your employment options
- Be prepared to complete a successful job interview
- List the habits of a good salon team player
- Recognize the importance of a job description
- Describe the different methods of compensation that are utilized in esthetics
- Explain the importance of meeting financial responsibilities and managing money well
- List several ways you can benefit from good role models
- Understand the importance of continuing your education

Chapter 21—Career Planning

Objectives:
- Describe those qualities that are needed to be successful in a service profession
- Explain the steps involved in preparing for and passing the licensing program
- Demonstrate effective techniques for writing a good resume
- Discuss methods for exploring the job market and researching potential employers
- Describe the different methods of compensation that are utilized in esthetics
- Explain the importance of meeting financial responsibilities and managing money well
- Describe the best methods for communicating effectively
- List ways you can benefit from good role models
- Understand the importance of continuing your education

2003: Chapter 21 covers moving from school to work; preparing for licensure; preparing your resume; the job search; the job description; employee evaluation; compensation; managing money; meeting financial responsibilities; developing effective communication skills; finding the right role models; continuing your education; and planning your success.

2008: Chapter 20 covers the same topics as in 2003 except for Developing a Professional Image; Work Ethic; and Time Management, which are covered in Chapter 2.

Information has been updated to reflect current professional practices, including hybrid pay structures.
<table>
<thead>
<tr>
<th>Chapter 21—The Skin Care Business</th>
<th>Chapter 19—The Salon/Spa Business</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Objectives:</strong></td>
<td><strong>Objectives:</strong></td>
</tr>
<tr>
<td>– Describe the qualities necessary to be successful in a service profession</td>
<td>– Describe the qualities necessary to be successful in a service profession</td>
</tr>
<tr>
<td>– Evaluate options for going into business for yourself</td>
<td>– Evaluate options for going into business for yourself</td>
</tr>
<tr>
<td>– List the most important factors to consider when opening a salon</td>
<td>– List the most important factors to consider when opening a salon</td>
</tr>
<tr>
<td>– Name and describe the types of ownership under which a skin care salon or spa may operate</td>
<td>– Name and describe the types of ownership under which a skin care salon or spa may operate</td>
</tr>
<tr>
<td>– Explain why it is necessary to keep accurate business records</td>
<td>– Explain why it is necessary to keep accurate business records</td>
</tr>
<tr>
<td>– Discuss the importance of the front desk and receptionist to a salon’s success</td>
<td>– Demonstrate the best practices for telephone use</td>
</tr>
<tr>
<td>– Demonstrate the best practices for telephone use</td>
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</tr>
</tbody>
</table>

2003: Chapter 19 covers skin care services today; succeeding in a service profession; going into business for yourself; the importance of keeping good records; operating a successful skin care business; and public relations.

2008: Chapter 21 covers the same topics as in 2003, plus the importance of the front desk and receptionist to a salon’s success.

Information has been updated throughout the chapter to reflect today’s professional business practices.

<table>
<thead>
<tr>
<th>Chapter 22—Selling Products and Services</th>
<th>Chapter 20—Selling Products and Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Objectives:</strong></td>
<td><strong>Objectives:</strong></td>
</tr>
<tr>
<td>– List the basic principles of selling products and services in the salon</td>
<td>– List the basic principles of selling products and services in the salon.</td>
</tr>
<tr>
<td>– Explain the purpose of marketing and promotions</td>
<td>– Explain the purpose of marketing and promotions.</td>
</tr>
<tr>
<td>– Name several methods of advertising to promote sales in the salon</td>
<td>– Discuss the best methods of advertising to promote sales in the salon.</td>
</tr>
<tr>
<td>– Explain the importance of understanding client value in selling products and services</td>
<td>– Explain the importance of understanding client needs in selling products and services.</td>
</tr>
<tr>
<td>– List the most effective ways to build a clientele</td>
<td>– List the most effective ways to build a clientele</td>
</tr>
<tr>
<td>– Discuss the importance of closing the sale</td>
<td>– Discuss the value of the brochure in promoting sales</td>
</tr>
<tr>
<td></td>
<td>– Demonstrate the best practices in setting up retail displays</td>
</tr>
<tr>
<td></td>
<td>– Describe the most effective ways to close the sale</td>
</tr>
</tbody>
</table>

2003: Chapter 20 covers selling in the salon; knowing your products and services; understanding client needs; retaining clients; marketing; building a clientele; preserving your products and services; closing the sale; and tracking your success.

2008: Chapter 22 covers the same topic as in 2003.

Information has been updated wherever necessary to reflect today’s professional business practices.