

# MindTap<sup>®</sup>

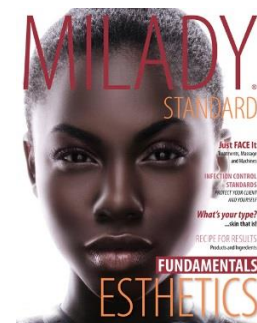
## CORRELATION GUIDE FOR

MILADY STANDARD ESTHETICS, 11<sup>TH</sup> EDITION



The purpose of the *MindTap Correlation Guide* is to aid you, the educator, in integrating this exciting new resource into your esthetics program. MindTap is a personalized teaching experience with assignments that guide students to analyze, apply, and improve thinking, allowing you to measure skills and outcomes with ease. Built upon authoritative Milady content, MindTap guides students through a single learning path where they interact with learning tools —readings, multimedia, activities and assessments—in a READ, WATCH and DO format. You can personalize the experience by customizing Milady content or by adding your own content directly into the Learning Path, delivering a seamless student experience that aligns exactly with the curriculum being taught in (or outside of) your classroom.

- ✓ The correlation guide in a chapter-by-chapter format, aligning specifically with the textbook.
- ✓ It provides an in-depth breakdown of the activities contained within the MindTap Learning Path, emphasizing the specific activity type and accompanying description.
- ✓ In order to assist you with fully integrating MindTap into your curriculum and assigning activities to your students, we've provided the corresponding lesson plan pages from the Course Management Guide and the companion Instructor Support Slides.
- ✓ With this helpful guide, our goal is for you to experience a more seamless process when assigning MindTap-related activities to your students, while simply referring to your existing syllabus and curriculum.



## Chapter 1 - History and Career Opportunities in Esthetics

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	39	1-2
	Assessment	Do It: Pre-Assessment Quiz	Take this true or false quiz and discover what you already know about the history of esthetics and career choices available to you.	n/a	n/a
	Read	Why Study History and Career Opportunities in Esthetics?	Why do I need to know about the history of skin care? Find out by reading this section, Why Study?	40	3
Brief History of Skin Care	Read	Brief History of Skin Care	Read about the history of skin care.	41-44	4-6
	Media	Watch: The History of Skin Care	Watch a presentation to better understand how people in earlier civilizations developed what have become some of today's skin and body care therapies.	41-44	4-6
	Assessment	Do it: Drag and Drop Historical Facts-Part 1	Drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a
	Assessment	Do it: Drag and Drop Historical Facts-Part 2	Drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a
	Assessment	Do it: Test Your Knowledge	Test your knowledge on the history of skin care by answering the multiple choice questions.	n/a	n/a
	Assessment	Do it: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Media	ConnectYard Activity	Collaborate with classmates! Learn how to use ConnectYard to interact with your classmates, read posts, and complete assignments.	n/a	n/a
Style, Skin Care, and Grooming Throughout the Ages	Read	Style, Skin Care, and Grooming Throughout the Ages	Read about style, skin care, and grooming throughout the ages.	42-43	7-31
	Assessment	Do it: Match the Time Periods	Match the time period on the left to the clues on the right.	n/a	n/a
	Assessment	Do it: Test Your Knowledge	Test your knowledge on the styles throughout the ages by answering the multiple choice questions.	n/a	n/a
	Read	Career Paths for an Esthetician	Read about career paths for estheticians.	44-47	32-36
	Media	Watch: Opportunities for Estheticians	Watch a short presentation to discover the great opportunities available as career paths for licensed estheticians.	44-47	n/a
	Assessment	Do it: Match the Job Descriptions	Match the job title with the correct job description.	n/a	n/a

Career Paths for an Esthetician	Read	Meet Dr. Mark Lees	Career spotlight of Dr. Mark Lees, one of the country's most noted skin care specialists, an award-winning speaker, and product developer.	n/a	n/a
	Assessment	Do it: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Media	ConnectYard Activity	For this assignment, you will participate in a discussion about the different esthetics jobs available and how different people view their own jobs.	n/a	n/a
	Assessment	Do it: True or False?	Choose between true and false statements to prove whether you know your facts about the career choices for an esthetician.	n/a	n/a
A Bright Future	Read	Read: A Bright Future	Read about opportunity for estheticians.	47-48	37
	Media	Watch: The Growing Skin Industry	The skincare industry continues to grow through technology and science. Watch a quick presentation to hone in on your important role as an esthetician.	47-48	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	49-50	38-41
	Media	Do it: ConnectYard Activity - #ch1history	Do to the ConnectYard and be the first to post a response. otherwise, comment on your classmates' responses to continue the conversation.	n/a	n/a
	Media	Chapter 1: Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Chapter 1: Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Chapter 1: Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 1: History and Career Opportunities.	51-53	n/a
	Media	Do it: ConnectYard Activity - #ch1share	Congratulations for completing Chapter 1! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	42

## Chapter 2 - Life Skills

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	57	1-3
	Assessment	Do It: Pre-Assessment Quiz	Take this true or false quiz and discover what you already know about the history of esthetics and career choices.	n/a	n/a
	Read	Why Study Life Skills?	Why do I need to know about life skills? Find out by reading this section, Why Study?	59	4
Life Skills	Read	Life Skills	All the technical skills you will acquire in school are vastly important. But the way you handle yourself and behave towards others will ultimately determine your success.	59	5-7
	Media	ConnectYard Activity - #ch2mentor	Find an ideal mentor and share with the class.	n/a	n/a
	Assessment	Do It: Test Your Knowledge	Test your knowledge by answering the questions to the best of your ability.	n/a	n/a
The Psychology of Success	Read	The Psychology of Success	Well-developed life skills are the cornerstone of a successful career. Loving your work is critical to your success.	60-61	8-14
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
Study Skills	Read	Study Skills	Developing good study habits is an important part of the learning process.	61	15
	Media	Watch: Study Skills	View the presentation on study skills.	61	n/a
	Media	Do It: ConnectYard Activity	Go to the ConnectYard and participate in a discussion about your personal study habits. Comment on your classmates' responses to continue the conversation.	n/a	n/a
	Assessment	Do It: True or False?	Do you have good study habits? Take this quick true and false quiz to find out.	n/a	n/a
Managing Your Career	Read	Managing Your Career	Knowing how to manage your career will help make the difference in overcoming challenges and staying focused on your goals.	62	16
	Media	Watch: Managing Your Career	View the short presentation on managing your career. Take control of your career and direct it, rather than waiting to see where it goes.	62	n/a
	Assessment	Do It: Drag and Drop	Drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a
	Read	Goal Setting	Read about the importance of goal setting and how goal setting works.	62	17-18

Goal Setting	Media	Watch: Goal Setting Webinar	Watch a quick presentation on goal setting. Goal setting is a powerful tool. It allows for you to turn your dreams into a reality. Those individuals that reach great success begin their journey by setting specific, measurable, actionable, realistic, and time based goals.	62	n/a
	Assessment	Do It: Test Your Knowledge	Focus on the goal by completing the multiple choice questions provided.	n/a	n/a
Time Management	Read	The Balancing Act	Becoming a master of time management means starting with balancing the priorities in your life. being able to balance your daily schedule will help put you on the road to successful time management skills.	62	19
	Read	Time Management	Read about the importance of time management.	63	20-22
	Media	Watch: Time Management	View this short presentation on time management.	63	n/a
	Assessment	Do It: Time Management Activity	Complete this exercise and discover whether you are managing your time well.	62	n/a
	Media	ConnectYard Activity - #ch2time	Share your results on ConnectYard.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Time means money! Do you manage your time well? Read the scenario and answer the questions.	n/a	n/a
Maintaining Professional Standards	Read	Maintaining Professional Standards	An important part of professional development is a commitment to upholding ethical standards.	63-64	23-25
	Read	Personality Development and Attitude	Professional standards set the tone for the esthetician's personal endorsement of proper business protocol.	64	26-29
	Media	Watch: Personality Development and Attitude.	Your chosen profession requires much interaction with others, you need to have a thorough understanding of your own personality-attitude.	64	n/a
	Media	Do It: ConnectYard Activity - #ch2reflection	Time to reflect and join the ConnectYard discussion.	n/a	n/a
	Assessment	Do It: True or False	Choose between true and false statements to prove whether you know your facts on necessary	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	How would you rate your ethical standards? Read the scenario and provide your response to the questions.	n/a	n/a
	Media	Watch: Positive Thinking	Watch a presentation on staying positive at school and work. We are faced with making decisions that have a direct effect on our lives. Having a positive attitude can give you a jumpstart on being successful.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	65	30-31
	Assessment	Do It: Terminology Review	Match the correct term on the left to its definition.	n/a	n/a
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a

	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 2: Life Skills.	67-69	n/a
	Media	Do It: ConnectYard Activity - #ch2share	Congratulations for completing Chapter 2! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor.	n/a	32

## Chapter 3 - Your Professional Image

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	75	1-2
	Assessment	Do It: Pre-Assessment Quiz	Take this multiple choice quiz and discover what you already know about the history of esthetics and career choices.	n/a	n/a
	Read	Why Study Your Professional Image?	Why do I need to know about the importance of a professional image? Find out by reading this section, <i>Why Study?</i>	76-77	3
Beauty and Wellness	Read	Beauty and Wellness	Your professional image is the impression projected by a person engaged in the profession of esthetics, consisting of outward appearance.	77	4
	Assessment	Do It: Putting Yourself in the Situation	Your professional image and first impressions are important to gaining new clients. Read the scenario and answer the questions that follow.	n/a	n/a
	Media	Watch: Daily Personal Hygiene	Watch a quick presentation as your personal hygiene affects your own mood and grooming, as well as the attitude of your clients and coworkers. Daily maintenance of cleanliness and healthfulness is imperative.	77	5-6
	Media	Bringing it Home	Why do many salons have a non-fragrance policy? Find out more here.	77	n/a
	Assessment	Do It: Test Your Knowledge	Test your knowledge on beauty and wellness tips by answering the multiple choice questions.	n/a	n/a
	Media	Bringing it Home	How can I tell if I'm wearing the appropriate amount of makeup? And what is ergonomics? Find out more here.	78	n/a
Appearances Count	Read	Appearances Count	As a skin care specialist, your poised and attractive appearance will ensure that your clients think of you as a professional.	78	7-9
	Media	Bringing it Home	Does this scenario sound familiar to you or remind you of someone else?	n/a	n/a
	Assessment	Do It: True or False	Take this true or false quiz and discover what you already know about the importance of your appearance at work.	n/a	n/a
	Media	Do It: ConnectYard Activity - #ch3balance	Go to ConnectYard and be the first to post this discussion question and a response. Otherwise, comment on your classmates' responses to continue the conversation.	n/a	n/a
	Read	Your Physical Presentation	Your physical presentation is made up of a person's physical posture, walk and movements.	78-79	10-12



Your Physical Presentation	Media	Watch: Your Physical Presentation	View the presentation on your overall physical presentation -- your posture, walk, and body movements-- as it is an important part of your professional image and well-being. Unhealthy body postures can cause serious physical problems that may make it difficult for you to continue to work comfortably.	78-79	n/a
	Read	Workouts You Can do at Work	Read this article to learn motion and strength training exercises for the arms, shoulders, and back to help prevent injuries.	79; 86-87	13-15
	Assessment	Do It: Drag and Drop 1	Walk this way! Finish the statements about your physical presentation by choosing the correct term.	n/a	n/a
	Assessment	Do It; Drag and Drop 2	Walk this way! Finish the statements about your physical presentation by choosing the correct term.	n/a	n/a
Professional Conduct	Read	Professional Conduct	In addition to your appearance, your professional image consists of your conduct in the workplace.	79-80	16-18
	Assessment	Do It: Test Your Knowledge	Do you conduct yourself professionally? See what you have learned by taking this quiz.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Review several important points that an esthetician can learn from an image consultant. Read the scenario and answer the questions to follow.	n/a	n/a
	Media	Discussion Break!	Need a break from reading? Explain why it is important to your professional image to master self-control in the salon.	82	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	81-82	18-21
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 3, Your Professional Image.	83-85	n/a
	Media	Do It: ConnectYard Activity - #ch3share	Congratulations for completing Chapter 3! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	22

## Chapter 4 - Communicating for Success

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	91	1-2
	Assessment	Do it: Drag and Drop Pres Assessment Quiz	Discover what you already know about communicating for success in this drag and drop exercise.	n/a	n/a
	Read	Why Study Communicating for Success?	Why is the art of communication important? Find out by reading this section, Why Study?	92-93	3
Human Relations	Assessment	Do It: Matching Exercise on Nonverbal Messages	Our body and hand positions can send messages without ever saying a word. Hand movements are common companions to spoken messages. Match the listed hand movements with the nonverbal messages they send.	93	n/a
	Read	Human Relations	The Golden Rule of Human Relations	94	4-8
	Assessment	Do It: Putting Yourself in the Situation	Ever dealt with a difficult coworker, friend, or family member? Read the scenarios facing Kiara and answer the questions to follow.	n/a	n/a
	Assessment	Do It: Quiz on Relating to Clients and Coworkers	An esthetician's achievements can depend on his or her ability to communicate successfully with a wide range of people. Do the assignment to test your knowledge in human relations.	n/a	n/a
Communication Basics	Read	Communication Basics	Read about communication basics.	95-96	9
	Media	Watch: Basics of Communication	Watch a quick presentation to better understand communication! The word communication is defined as the act of successfully sharing information between two people, or groups of people, so that it is accurately understood.	95-96	n/a
	Assessment	Do It: True or False?	Effective communication skills build lasting client relationships, accelerate professional growth, and promote a positive work environment. Keep this in mind when answering the questions in this quiz.	108-109	n/a
	Media	Watch: Greeting New Clients	View an esthetician greeting a new client in this video. The first time you meet a client is one of the most important communications.	95	10
	Media	Do It: Practice a Powerful Handshake	Read the steps to a powerful handshake in the article, and then practice with a classmate your handshake for next time you greet a client. The way you shake hands can tell a client a great deal of information about you.	n/a	n/a
	Read	The Client Consultation	The client consultation is the verbal communication that determines the desired client results.	96-97; 111-118	11-13

The Client Consultation	Assessment	Do It: Putting Yourself in the Situation	Kiara completes an initial client consultation with a new client. Read the scenario and answer the questions to follow.	n/a	n/a
	Media	Watch: The Consultation	View the presentation on consultations! The client consultation is the single most important part of any service, and it should always be done before beginning any part of the service.	96-97	14-19
	Assessment	Do It: Test Your Knowledge	Perfecting the client consultation will lead you to having more happy clients. Happy clients means repeat business for both the salon or spa and you. Answer the following questions with that thought in mind.	n/a	n/a
Special Issues in Communication	Read	Special Issues in Communication	Read about special issues in communication.	97	20-26
	Media	Watch: Handling Late Clients	One late client can throw off your whole schedule. Here are a few guidelines for handling late clients.	97-98	n/a
	Assessment	Do It: Putting Yourself in the Situation	It is likely you will come across tardy, unhappy, or difficult clients in your career. Read the scenarios and answer the questions to follow.	99	n/a
	Media	Watch: How to Handle Tough Conversations	You can't control people or situations, but you can control how you respond to them.	99	n/a
	Media	Do It: Role Play Real Life Scenarios	At some point in your career you will have a client who is unhappy, or a team member you do not see eye-to-eye with. Practice this conversation with a classmate.	99	n/a
	Media	Bringing it Home with Getting Too Personal	A long-time client reveals private family information with you. What can you do?	100	n/a
	Media	Do It: Role Play Personality Check	As an esthetician you will encounter a number of personalities in your clientele. Learn how to interact by practicing in role play while in school.	n/a	n/a
In-Salon Communication	Media	Watch: Communicating with Coworkers	Follow communication guidelines: Treat everyone with respect; Remain objective; Be honest; Remain neutral; Seek help; Do not take things personally; Keep private life private.	100	27
	Read	In-Salon Communication	Read about in-salon communications.	100	27
	Media	Watch: Manager and Evaluation Meeting	Since every salon or spa community is usually a small, close-knit one, it is important to set and maintain professional boundaries around what you will and will not do or say at work.	100-101	28-30
	Assessment	Do It: Quiz on Principles of Communication with Coworkers and Managers	Know the guidelines for communicating with managers and your co workers for the best work environment.	n/a	n/a
	Media	Read: How to Communicate Effectively	We live in a world of language and energy. Our words can empower or disempower not only us, but others We may not realize just how much our choice of words impact our world. Read this article to find out more!	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Learn strategies to communicate with colleagues and supervisors whenever conflicts arise. Read the scenario and answer the questions that follow.	n/a	n/a

	Assessment	Do It: Class Activity	Choose another student as your partner and conduct this communication exercise.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	102-104	31-35
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 4: Communicating for Success.	105-107	n/a
	Media	Do It: ConnectYard Activity - #ch4share	Congratulations for completing Chapter 4! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	36

## Chapter 5 - Infection Control: Principles and Practices

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	121	1 -3
	Assessment	Do It: Pre-Assessment Quiz	Discover what you already know about infections control and prevention.	n/a	n/a
	Read	Why Study Infection Control: Principles and Practices	Why is the understanding of infections control principles important? Find out by reading this sections, Why Study?	122-123	4
Regulation	Read	Regulation	Many different states and federal agencies regulate the practices of beauty and wellness.	123	5-7
	Read	Material Safety Sheet (MSDS) Replaced with SDS	At the time of publication, MSDS were still relevant and acceptable to use. Please be aware that as of June 2015 the MSDS is replaced with a Safety Data Sheet. Be sure to use the updated forms.	123; 148	6
	Read	State Regulatory Agencies/Laws and Rules	State regulatory agencies exists to protect salon and spa professionals and to protect consumer's health, safety, and welfare.	124	8
	Media	Watch: OSHA Regulations and SDS Sheets	The standards set by OSHA establish consistency in handling, mixing, storing, and disposing of products to avoid mishaps.	123	6
	Assessment	Do It: Putting Yourself in the Situation	Take this opportunity to read the scenarios faced by Adeelah and answer to the best of your ability.	n/a	n/a
Infection Control	Read	Infection Control	Read about the principles of infection control.	124	9
	Media	Watch: Principles of Prevention	Overview of what you will need to know about preventing spread of infection in the salon or spa.	124	n/a
	Read	All About Bacteria	Read about the types of Bacteria.	125-126	12-14
	Assessment	Do It: Label the Types of Pathogenic Bacteria	Identify the bacteria based on the images provided to complete this exercise!	n/a	n/a
	Read	Viruses and Bloodborne Pathogens	Read about viruses and bloodborne pathogens.	127	10
	Read	Fungi, Parasites, and Immunity	Read about parasites and immunity.	128-129	10
	Assessment	Do It: Putting Yourself in the Situation	Read the scenarios faced by Jade and answer the questions to the best of your ability.	n/a	n/a
	Media	Bringing it Home	What is the difference between cleaning and disinfecting?	n/a	n/a
	Assessment	Do It: Matching Classifications of Bacteria	Match the terms related to preventing infection to its correct definitions in this matching exercise.	n/a	n/a
	Assessment	Do It: True or False?	Decide whether the statements on infection control are true or false.	n/a	n/a
Assessment	Do It: Test Your Knowledge	Assess what you know about infection principles in this multiple-choice test.	n/a	n/a	

Decontamination Methods	Read	Decontamination Methods	Proper decontamination can prevent the spread of disease caused by exposure to potentially infectious materials on item's surface.	129-130	31-32
	Media	Watch: Decontamination Methods in Action	Learn the proper way to clean, disinfect, or sterilize.	130-131	n/a
	Read	Disinfectants	Read about proper disinfectants.	131	33-41
	Assessment	Do It: Matching Principles of Prevention	Identify the types and classifications of bacteria.	132-133	n/a
	Read	Procedure 5-1 Disinfecting Nonelectrical Tools and Implements	Read about disinfecting Nonelectrical Tools and Implements.	133-134	42
	Media	Watch: Disinfecting Nonelectrical Tools and Implements	Even though brushes and shears are featured in this video, the same process is used for facial brushes, extractors, and other implements used by esthetician.	133-134	n/a
	Read	Procedure 5-2 Aseptic Procedure	Review the Aseptic Procedures.	134	43
	Read	Proper Preventative Measures	Read about proper preventative measures.	134-134	44-46
	Assessment	Do It: Putting Yourself in the Situation 1	Read the scenarios faced by Yvonne, the salon owner, and answer to the best of your ability.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation 2	Read the scenarios faced by Lei and answer to the best of your ability.	n/a	n/a
Proper Hand Washing	Read	Hand Washing: The #1 Infection Prevention Practice	Properly washing hands is one of the most important actions you can take to prevent spreading germs from one person to another.	134	n/a
	Read	Procedure 5-3: Proper Hand Washing	Read the procedures of proper hand washing.	134	45
	Media	Watch: Proper Hand Washing	Hand washing is required in every state before any service. Prevent the spread of germs by washing hands thoroughly.	134	n/a
Precautions and Your Professional Responsibilities	Read	Precautions and Your Professional Responsibilities	Read about universal and standard precautions.	134-136	47-52
	Read	The Professional Salon Image	Read about the professional salon image and your professional responsibility.	136-137	53-55
	Media	Watch: The Professional Salon Image	Making infection control part of your routine will ensure safety for you and your clients.	136-137	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenarios faced by Lily and answer to the best of your ability.	n/a	n/a
	Assessment	Do It: Reorder the Exposure Incident Steps	Number the steps for handling an exposure incident in the correct order.	n/a	n/a
	Media	Emergency Awareness	Are you prepared for an emergency? Review the list to find out.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	138-141	57-63
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a

	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 5: Infection Control: Principles and Practices.	143-147	n/a
	Media	Do It: ConnectYard Activity - #ch5share	Congratulations for completing Chapter 5! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	64

## Chapter 6 - General Anatomy and Physiology

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	155	1-2
	Assessment	Do It: Pre-Assessment Quiz	Evaluate what you already know about general anatomy and physiology. You may be surprised about what you already know!	178	n/a
	Read	Why Study General Anatomy?	How does anatomy and physiology relate to me as an esthetician? Find out by reading this section, Why Study?	156	2-6
Cells and Tissues	Read	Cells and Tissues	Read about Cells and Tissues.	157-158	7-13
	Media	Watch: Overview of Cells	Watch this video on the Overview of Cells.	157-158	n/a
	Media	Watch: Cell Anatomy	Watch this video on Cell Anatomy.	n/a	n/a
	Assessment	Do It: Matching A&P Terms	Understanding the terms related to anatomy and physiology will help you perform your work as an esthetician. Match the terms to the correct description.	n/a	n/a
Organs and Body Systems	Read	Organs and Body Systems	Read about organs and body systems.	158-159	14-15
	Media	Watch: Body Systems	The body system is comprised of a group of body organs acting together to perform one or more functions.	158	n/a
	Media	Watch: Organs	Watch this video on Organs and Body System.	158	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario faced by Juanita and answer the questions to the best of your ability.	n/a	n/a
	Media	Listen to the Organs Overview	One of your best qualities will be listening attentively to your clients. Start practicing by listening to the audio describing our organs.	158-159	n/a
	Assessment	Do It: Matching Body Systems	Match the body system to its function.	n/a	n/a
Skeletal System	Read	The Skeletal System	Read about the Skeletal System.	159-161	16-22
	Media	Watch: Anatomy and Physiology	Watch this video on the Anatomy and Physiology.	n/a	n/a
	Media	Watch: Skeletal System	Watch this video on the Skeletal System.	159-161	n/a
	Assessment	Do It: Label the Human Skeletal Structure	Drag the correct label to the appropriate location on the skeleton.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Carmen and Martina prepare for a class presentation on the skeleton system. Read the scenario and answer the questions to the best of your ability.	n/a	n/a
	Assessment	Do It: Label the Posterior View of the Skeletal System	Drag the correct label to the appropriate location on the posterior view of the human skeleton.	n/a	n/a



	Read	Bones of the Skull	Read about the Bones of the skull, face and chest.	160	23-30
	Assessment	Do It: Label the Bones of the Skull	Drag the correct label to the appropriate location on the skull.	n/a	n/a
Muscular System	Read	The Muscular System	Read about the Muscular System.	161-164	31-48
	Media	Watch: Muscular System	The muscular system covers, shapes, and supports the skeletal system. Muscles contract and move various parts of the body. Muscles are fibrous tissues with the ability to stretch and contract according to the demands of the body's movements.	161-164	n/a
	Web Link	Do It: Label the Muscles of the Head, Face, and Neck	To perform facial massage you will need to know the muscles of the face, head, and neck. Drag the terms to the appropriate location the diagram to complete this activity.	n/a	n/a
	Web Link	Do It: Label the Muscles of the Shoulder and Upper Arm	Clients love a relaxing arm massage. Know the underlying muscles in order to properly perform the proper arm massage. Drag the terms to the appropriate location on the diagram to complete this activity.	n/a	n/a
	Assessment	Do It: Test Your Knowledge	Choose the best answer from the multiple-choice options related to the muscular system.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Stefan is studying the art of massage. Read the scenario and answer the questions to the best of your ability.	n/a	n/a
	Nervous - Circulatory - Lymphatic/Immune Systems	Read	The Nervous System	Read about the Nervous System.	165-168
Media		Watch: Nervous System	Watch this video on the Nervous System.	165-168	n/a
Web Link		Do It: Label the Neuron	Drag the terms to the appropriate location on the neuron or nerve cell.	n/a	n/a
Web Link		Do It: Label the Nerves of the Arm and Hand	Drag the nerves to the appropriate location on the arm and hand.	n/a	n/a
Read		The Circulatory System	Read about the Circulatory System.	168-171	67-82
Media		Watch: The Circulatory System	Watch this video on the Circulatory System.	168-171	n/a
Web Link		Do It: Label the Anatomy of the Heart	Is your heart pumping at a faster rate while doing this exercise? Drag terms related to the anatomy of the heart to the appropriate place on the image of the heart.	168	n/a
Assessment		Do: True or False	Complete this quiz to test yourself on the circulatory system.	n/a	n/a
Read		The Lymphatic/Immune System	The lymphatic/immune system is a vital factor to the circulatory and immune system.	171	83-88
Media		Lymphatic/Immune System	Watch this video on the Lymphatic/Immune System.	171	n/a
Assessment		Do It: Putting Yourself in the Situation	Aisha is mentoring a massage intern. Read the scenario and answer the questions to the best of your ability.	n/a	n/a
	Read	Additional Body Systems	Read about additional body systems.	171-174	89-94

Additional Body System	Assessment	Do It: Putting Yourself in the Situation	Lakeisha is an instructor preparing an overview of the integrated functions of the human body systems. Read the scenario and answer the questions to the best of your ability.	n/a	n/a
	Media	Watch: Endocrine System	Watch this video on the Endocrine System.	172	89-94
	Assessment	Do: Label the Endocrine System	Label the endocrine glands to complete the image of the endocrine system.	172	n/a
	Media	Watch: Digestive System	Watch this video on the Digestive System.	172	95-97
	Media	Watch: Excretory System	Watch this video on the Excretory System.	173	98-99
	Media	Watch: Respiratory System	Watch this video on the Respiratory System.	173	100-104
	Media	Watch: Integumentary System	Watch this video on the Integumentary System.	173	105
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information see the Study Notes.	175-178	109-115
	Media	Study Notes	Use this outline of all the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 6: General Anatomy and Physiology.	180-186	n/a
	Media	Do It: ConnectYard Activity - #ch6share	Congratulations for complete Chapter 6! Now that you have completed the chapter it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	116

## Chapter 7 - Basics of Chemistry

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	189	1-3
	Assessment	Do It: Pre-Assessment Quiz	Ice, water, and steam. Do you know what states of matter these examples represent? Take the true or false quiz to determine how much you already know about chemistry.	n/a	n/a
	Read	Why Study Chemistry?	Basic chemistry is crucial for estheticians to know. Find out by reading this section, Why Study?	190	n/a
Chemistry	Read	Chemistry	Chemistry is the science that deals with the composition, structure, and properties of matter and how matter changes under different	191	4-6
	Media	Watch: Chemistry in Action	To understand how professional products work, a basic understanding of chemistry is required. Chemistry is the science that deals with the composition, structures, and properties of matter and how matter changes under different conditions.	191	n/a
	Assessment	Do It: Drag and Drop Chemistry Terms	Read the statements provided, and then drag the correct chemistry term from the word bank to complete the sentence or phrase.	n/a	n/a
Matter	Read	Matter	Read about the Basics of chemistry.	191-194	7-21
	Media	Watch: Properties of Matter	All matter exists in one of three forms. Can you name and describe all 3 forms? View the video to learn this information.	191-194	n/a
	Assessment	Do It: Multiple Choice Quiz on Matter	What's the matter? Quiz yourself and show what you know about the substance that occupies space and has mass.	n/a	n/a
	Assessment	Media Quiz	Watch the video and then complete the multiple-choice questions that follow.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Walk through product education with Carlotta and her client Zi in preparation for a skin care treatment. Read the scenarios and answer the questions that follow.	n/a	n/a
	Media	Bringing it Home	Would you consider natural spring water as pure water? Find out more here.	n/a	n/a
	Read	Potential Hydrogen	Read about potential hydrogen (pH).	194-195	22-26
	Assessment	Do It: Test Your Knowledge on Potential Hydrogen (pH)	Answer the questions in the assignment to the best of your ability and based on your knowledge of pH and skin care products.	n/a	n/a
	Media	Watch: Overview of Potential Hydrogen (pH)	Watch this video on the overview of (pH)	194-195	n/a
	Read	Do It: Activity for Testing Products and Their pH	Test the pH of skin care products and document your findings.	n/a	n/a

Potential Hydrogen	Web Link	Do It: Label the pH Scale	Remember acids have a pH below 7.0 and alkalis are above 7.0. Drag the terms to the correct location of the pH scale.	n/a	n/a
	Read	Chemical Reactions	Read about chemical reactions.	195	27-33
	Media	Watch: Oxidations-Reduction	Chemistry doesn't have to be intimidating. Watch the video for a breakdown of the oxidation-reduction process.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Isaac is an esthetics student and working in the school's clinic to prepare for licensure. He is given his first opportunity to work with clients on his own. Read the scenarios and answer the questions that follow.	n/a	n/a
Chemistry as Applied to Cosmetics	Read	Chemistry as Applied to Cosmetics	Read about chemistry as applied to cosmetics.	196-197	34-38
	Media	Watch: Difference Between Solutions, Suspensions, and Emulsions	To best serve clients, estheticians should have an understanding of the chemical composition, preparation, and uses of cosmetics that are intended to cleanse and beautify the skin. Most will be solutions, suspensions, or emulsions.	196-197	n/a
	Assessment	Do It: Solutions, Suspensions, and Emulsions Drag and Drop	Read the statements provided, and then grab the correct chemistry term from the word bank to complete the sentence or phrase.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Ever have a friend ask you about skin care products? If you have not yet, be prepared once you are licensed for friends and family to look for skin care advice! Take this opportunity to read the scenarios faced by Chantal and answer to the best of your ability.	n/a	n/a
	Assessment	Do It: Experiment on W/O and O/W Emulsions	Perform the experiment to determine which mixture is a W/O emulsion, and which one is an O/W emulsion.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	198-200	39-42
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 7: Basics of Chemistry.	202-206	n/a
	Media	Do It: ConnectYard Activity - #ch7share	Congratulations for completing Chapter 7! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	43

## Chapter 8 - Basics of Electricity

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	209	1-3
	Assessment	Do It: Pre-Assessment Quiz	Take the true or false quiz and discover what you already know about electricity and its function in skin care.	n/a	4
	Read	Why Study Electricity?	Find out by reading this section, Why Study?	210	4
Electricity	Read	Electricity	Electricity is the movement of particles around an atom that creates pure energy. Electricity is a form of energy that, when in motion, exhibits magnetic, chemical, or thermal effects.	211-213	5-12
	Media	Watch: Electricity Presentation	Having a basic working knowledge of electricity allows you to use electrical equipment and tools effectively and safely. The more you know and understand about electricity, the better your services and treatments will be.	211-213	5-12
	Assessment	Do It: Test Your Knowledge in Electricity	Electricity power the devices used by estheticians. Test your working knowledge of electricity by taking this multiple-choice quiz.	n/a	n/a
Electrical Equipment Safety	Read	Electrical Equipment Safety	Read about electrical equipment safety.	213-214	13-16
	Media	Safety with Electricity Presentation	Learn how electricity and energy work, and why it is important to know the wattage and amperage of the tools you use.	213-214	13-16
	Assessment	Do It: Putting Yourself in the Situation	What should you do when a device you are using stops working in the middle of a treatment? Read the scenario and answer to the best of your ability.	n/a	n/a
	Assessment	Do It: Drag and Drop Safety Terms of Electrical Equipment	Read the statements provided, and then drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a
Electrotherapy	Read	Electrotherapy	Electrical facial treatments are commonly referred to as electrotherapy.	214-216	17-26
	Assessment	Do It: Putting Yourself in the Situation	Educate your clients about electrotherapy treatments to up sell services and make clients aware of what to expect. Read the scenarios and answer to the best of your ability.	n/a	n/a
	Media	Watch: Electrotherapy Presentation	Facial treatments that employ electrical devices are commonly referred to as electrotherapy, and these treatments are called modalities. Each modality produces a different effect on the skin. Watch to find out more!	214-216	17-26
	Assessment	Do It: Matching Exercise for Electrotherapy	Match the electrotherapy term to the correct definition.	n/a	n/a

	Assessment	Do It: Match the Electrotherapy Modalities	Match the primary modalities used in esthetics treatments.	n/a	n/a
Light Energy, Lasers, and LED	Read	Light Energy, Lasers, and LED	Read about the basics of electricity.	216-219	27-32
	Media	Watch: Light Therapy Presentation	The light therapy equipment to use is based on the skin type and condition of the client's skin you are treating. Watch this video to understand the depths and wavelengths for these light therapies.	216-219	33-37
	Read	LED or Light-Emitting Diode	Read about LED.	218	38-45
	Media	Watch: LED Skin Treatment Video	LED is the acronym for light-emitting diode, a device used to reduce acne, increase skin circulation, and improve the collagen content in the skin.	218	n/a
	Assessment	Do It: Test Your Knowledge in Lasers and Light Therapy	Test your knowledge by answering the questions to the best of your ability.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Jenna decides to take a light therapy course to fulfill her continuing education requirement for state licensing. Read the scenarios and answer to the best of your ability.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	220-221	46-49
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 8: Basics of Electricity.	223-226	n/a
	Media	Do It: ConnectYard Activity - #ch8share	Congratulations for completing Chapter 8! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	50

## Chapter 9 - Basics of Nutrition

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	229	1-2
	Assessment	Do It: Pre-Assessment Quiz	Answer a few questions and get a checkup on your knowledge of nutrition and healthy skin. Remember clients should see a dietician or doctor for nutritional advice.	n/a	n/a
	Read	Why Study Nutrition?	Find out by reading this section, Why Study?	230	2
Nutrition Recommendations	Read	Nutrition Recommendations	Read about nutrition recommendations.	231	3-4
	Media	Watch: Nutrition Recommendations Presentation	Although the USDA issues recommended dietary allowances for certain nutrients like vitamins and minerals, your nutritional needs will vary due to factors such as age, sex, weight, physical activity, and body type.	231	n/a
	Assessment	Do It: Putting Yourself in the Situation	A nutritionist makes a visit to your class. Read the scenario and answer to the best of your ability.	n/a	n/a
Nutrition for Skin and Macronutrients	Read	Nutrition for the Skin and Macronutrients	Healthy skin is promoted by proper diet and water intake. Carefully selected dietary choices help regulate hydration, oil production, and overall function of skin cells.	231	5-14
	Media	Watch: Nutrition for the Skin Presentation	Vitamins and minerals are essential to our diets and clinical studies show benefits to taking vitamin supplements.	231	n/a
	Assessment	Do It: Drag and Drop Macronutrients	Locate the term in the word bank to complete the statements on macronutrients.	n/a	n/a
	Read	Fats and Enzymes	Read about the basics of nutrition.	231	15-21
	Assessment	Do It: Putting Yourself in the Situation	It is important to take care of ourselves to ensure a long, healthy career. Read more about Zahra's diet and answer the questions based on your knowledge of nutrition.	n/a	n/a
	Media	Watch: Macronutrients	Macronutrients -- proteins, carbohydrates, and fats - are the basic building blocks necessary for bodily functions, including the proper functions of the skin. Macronutrients make up the largest portion of the nutrition we eat.	231-234	n/a
	Assessment	Do It: Test Your Knowledge on Nutrition and its Impact on the Body	Complete the multiple-choice questions for everything you need to know about nutrition recommendations for the skin, and information on macronutrients.	n/a	n/a
	Read	Micronutrients	Micronutrients are essential trace vitamins and minerals that we need for proper body functions.	235-237	22

Micronutrients: Vitamins and Minerals	Media	Do: Download Table 9-1	Download Table 9-1: A Nutrition Chart: Vitamins, Minerals, and Food Sources	n/a	n/a
	Assessment	Do: Test Your Knowledge on Micronutrients	Not one food has all of the nutrients we need to stay healthy. Micronutrients must be part of our diet to aid in healing, fighting off disease, and much more. Show what you know by taking this quiz!	n/a	n/a
	Read	Micronutrients - Vitamins	Read about vitamins, fat-soluble vitamins, water-soluble vitamins.	235-236	23-29
	Read	Micronutrients - Minerals	Read about Micronutrients Minerals.	236	30-32
	Assessment	Do It: Putting Yourself in the Situation	Gayle is an esthetics instructor at a local community college discussing the roles of micronutrients in overall health. Read the scenarios and answer the questions that follow.	n/a	n/a
	Assessment	Do It: Drag and Drop Vitamins and Minerals	Drag the vitamin or mineral with its source and its function to complete the exercise.	n/a	n/a
Nutrition and Esthetics	Read	Nutrition and Esthetics	Read about nutrition and esthetics.	237-238	33-37
	Media	Watch: Nutrition and Esthetics	Proper nutrition is a primary factor in maintaining the skin's health, so it is important to differentiate fact from fiction regarding how foods affect the	237-238	n/a
Water and the Skin	Read	Water and the Skin	Read about water and the skin.	238	38-41
	Media	Watch: Water and Healthy Skin	No one can live without water! For the body and skin to function properly, they must have an adequate amount of water. Water composes 50 to 70 percent of the body's weight.	238	n/a
	Assessment	Do It: Test Your Knowledge on Living Healthy	Are you eating and living healthy? Be prepared to take care of yourself as this is obvious to clients. Take the quiz to rate your knowledge of staying healthy.	n/a	n/a
Self-Care and the Esthetician	Read	Self-Care and the Esthetician	Read about developing good health habits to set an example for your clients.	238	42-43
	Media	Watch: Self-Care and the Esthetician Presentation	Developing and using good health habits sets an example for clients, provides the benefits of excellent health, enhances your physical appearance, and promotes a positive professional reputation.	238	n/a
	Assessment	Do It: Putting Yourself in the Situation	Does chocolate cause acne breakouts? If asked by a client, would you know how to respond? Walk through Ana's scenario and answer the questions to complete this exercise.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	239-241	44-47
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 9: Basics of Nutrition.	242-246	n/a



	Media	Do It: ConnectYard Activity - #ch9share	Congratulations for completing Chapter 9! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	48
--	-------	---	--	-----	----

## Chapter 10 - Physiology & Histology of the Skin

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	249	1-3
	Assessment	Do It: Pre-Assessment Quiz	Clear, glowing skin is today's most important traits of beauty. Clients will seek out your services to help them obtain clear skin. This means you must study skin structure. Find out how much you	n/a	n/a
	Read	Why Study Physiology and History of the Skin?	Find out by reading this section, Why Study?	250	4-5
Skin Facts	Read	Skin Facts	Read about skin facts.	251	6-9
	Assessment	Do It: Skin Care Multiple Choice Quiz	Prepare to learn about the fundamental facts and terms related to skin care.	n/a	n/a
	Assessment	Do It: True or False?	Discover what you already know about skin by completing this true or false quiz.	n/a	n/a
Skin Functions	Read	Skin Functions	Read about skin functions.	252	10-18
	Media	Watch: Skin Basics	Prepare to learn about skin by understanding some of the fundamental facts related to skin care, including the six primary functions of the skin.	n/a	10
	Assessment	Do It: Apply Yourself Matching Exercise	Discover how much you've learned about the skin's functions by matching terms to their descriptions.	n/a	n/a
	Assessment	Do It: True or False?	Test your knowledge of what you learned in class and from the readings!	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Sven is open to trying new products. He realizes the need to evaluate all product ingredients before recommending them to clients. Read the scenarios and answer the questions that follow.	n/a	n/a
Epidermis	Read	The Epidermis	Read about the epidermis.	253-254	19-30
	Media	Watch: Skin Anatomy	Watching this presentation will help you to understand and remember many of the skin anatomy terms and concepts you just read about, including the skin layers and the two types of duct glands.	n/a	n/a
	Read	The Dermis	Read about the dermis.	255	31-34
	Assessment	Do It: Labeling the Skin	To become more familiar with the layers of the skin, use this activity to draw in and label all of the parts and layers of the skin.	n/a	n/a
	Assessment	Do It: Test Yourself Multiple Choice Quiz 1	Complete this quiz to determine how much you retained on the layers of the skin.	n/a	n/a
	Media	Watch: Skin Structure	Learn about how skin gets its color, the nerves in the skin, and what causes the skin to wrinkle and sag.	n/a	n/a

	Assessment	Do It: Putting Yourself in the Situation	As a student in an esthetics program, Hannah is tasked with building a three-dimensional model of the layers of the skin. Read the scenario and answer the questions.	n/a	n/a
	Assessment	Do It: Test Yourself Multiple Choice Quiz 2	Review what you have learned about the two main layers of the skin.	n/a	n/a
Hair Anatomy	Read	Hair Anatomy	Read about hair anatomy.	256	35
	Assessment	Do It: Drag and Drop Structure of the Hair	Reinforce what you know about the structures of the hair by completing this image labeling game.	n/a	n/a
Nail Anatomy	Read	Nail Anatomy	Read about nail anatomy.	256	36
	Assessment	Drag and Drop	Reinforce what you know about nail anatomy.	n/a	n/a
	Read	Nerves	Read about nerves.	256	37
Nerves	Media	Watch: Nerves	The body's nerves form a network of pathways to conduct information throughout the body.	n/a	n/a
	Assessment	Do It: True or False?	Do you know what nerves are and how they relate to your job as an esthetician? Take the true or false quiz to find out.	n/a	n/a
	Read	Glands	Read about the sebaceous and sudoriferous glands.	256	38-40
Glands	Assessment	Do It: Matching Activity	Match the terms to their description after learning about oil and sweat glands.	n/a	n/a
	Read	Skin Health	Read about skin health.	257-259	41-54
	Media	Watch: Skin Health	Skin health requires that skin cells receive nourishment and protection, and is influenced by heredity, sun exposure, the environment, health habits, and general lifestyle.	n/a	n/a
Skin Health	Assessment	Do It: Matching Activity	Complete this matching exercise to practice what you know about factors that impact healthy skin.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Elise's research goal is to develop new products for hair removal and promoting skin health. Her tasks are to conduct research in these areas and collaborate with her research team on new ideas. Read the scenario and answer the questions.	n/a	n/a
	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	260-261	56-59
Chapter Review	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 10: Physiology and Histology of the Skin.	264-270	n/a
	Media	Do It: ConnectYard Activity	Congratulations for completing Chapter 10! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	60

## Chapter 11 - Disorders and Diseases of the Skin

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	275	1-3
	Assessment	Do It: Pre-Assessment Quiz	You should not work on any skin conditions you do not recognize. Find out how much you already know about skin disorders and diseases!	n/a	n/a
	Read	Why Study Disorders and Diseases of the Skin?	Find out by reading this section, Why Study?	276	n/a
Dermatology and Esthetics	Read	Dermatology and Esthetics	Read about dermatology and esthetics.	277	4-5
	Media	Watch: Lesions	You must first understand what a skin lesion is before you can learn skin disorders and diseases.	277-278	n/a
	Read	Lesions of the Skin	Read about lesions of the skin.	277-278	6-13
	Media	Watch: Skin Lesions Overview	A structural change in the tissue of the skin -- such as a mark, symptom, or abnormality -- is called a lesion. Lesions are caused by damage or injury. Watch for more information.	277-278	n/a
	Assessment	Do It: Matching Activity	Match the term with the correct description to complete this activity.	n/a	n/a
	Assessment	Do It: Test Your Knowledge	Can you identify marks, wounds, or abnormalities of the skin? Find out in this multiple-choice quiz.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Dana's client is concerned about blemishes and lesions she has noticed on her face and arms. She asks Dana for advice on what treatments to use for these blemishes. Work through Dana's scenario and answer the questions to complete this	n/a	n/a
Disorders of the Sebaceous (Oil) Glands	Read	Disorders of the Sebaceous (Oil) Glands	Read about disorders of the Sebaceous Glands	279-280	14-19
	Media	Watch: Disorders of the Sebaceous (Oil) Gland Disorders	The sebaceous glands produce sebum, or oil, to coat and protect the skin. Watch the presentation to learn more!	279-280	n/a
	Assessment	Do It: True or False?	What is another name for birthmark? What is a blackhead really? Take the true or false test to assess what you learned from the readings.	n/a	n/a
Disorders of the Sudoriferous (Sweat) Glands	Read	Disorders of the Sudoriferous (Sweat) Glands	Read about disorders of the Sudoriferous Glands.	280	20-21
	Assessment	Do It: Matching Activity	Match the disorder with the correct description.	n/a	n/a
	Media	Bringing it Home	Is it really part of my job to tell a client I think they need to be examined by a doctor?	n/a	n/a
	Read	Inflammation of the Skin	Read about inflammations of the skin.	280-281	21-28

Inflammation of the Skin	Media	Watch: Overview of Skin Inflammations	If you have ever had poison ivy then you have experienced a skin inflammation. Learn more about this important client issue by viewing the presentation.	280-281	n/a
	Assessment	Do It: Label the Images	Identify the correct term from the word bank that represents the inflammation shown in each image.	n/a	n/a
Pigmentation Disorders	Read	Pigmentation Disorders	Read about pigmentation disorders.	281-282	29-34
	Media	Watch: Pigmentation Disorders Overview	Abnormal pigmentation can be caused by sun exposure and certain drugs. Learn more about this important client issue by viewing the presentation.	281-282	n/a
	Assessment	Do It: Test Your Knowledge	Abnormal pigmentation is caused by external and internal factors, and is a common concern for clients. Be sure you are able to respond to their questions and take the multiple-choice test to	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Alana makes an appointment with her esthetician, Isaiah, a few weeks after visiting a dermatologist for a skin condition. She has since forgotten what the condition was called. Work through Isaiah's scenario to figure out Alana's condition and answer the questions to complete this exercise.	n/a	n/a
Hypertrophies of the Skin & Contagious Diseases	Read	Hypertrophies of the Skin & Contagious Diseases	Hypertrophies are defined as abnormal growths on the skin.	282-283	35-46
	Media	Watch: Hypertrophies of the Skin	Abnormal growths of the skin are called hypertrophies.	282-283	n/a
	Assessment	Do It: Learn the Lesions Activity	Complete an outline of the lesson using categories and names of each lesion.	n/a	n/a
	Assessment	Do It: True or False?	Do not perform services on any clients with a contagious disease! Take the true or false test to assess what you learned about contagious diseases.	n/a	n/a
Skin Cancer	Read	Skin Cancer	Read about skin cancer.	284-285	47-49
	Assessment	Do It: Matching Activity	An esthetician can save lives if they detect signs of skin cancer on their clients. Match the terms related to skin cancer to the proper description.	n/a	n/a
	Read	Facts about Skin Cancer and Sun Exposure	Read about skin cancer and sun exposure.	285	50-53
	Media	Watch: Skin Cancer Facts	The more cumulative UV sun exposure a person undergoes, the greater the risk of skin cancer. Skin cancer is caused by damage to DNA. Skin cancer tumors form when cells begin to divide rapidly and unevenly. View the presentation to learn more.	285	n/a
	Read	Mole and Lesion Check	Do: Do your own mole and lesion check.	283	54
	Media	ConnectYard Activity - #ch11skincancer	Research, answer the question and post your findings on ConnectYard to earn points.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Kelsey shadows a dermatologist for a day. Although estheticians are not qualified to treat serious skin disorders, find out what she learned through this opportunity. Work through Kelsey's scenario and answer the questions to complete this	n/a	n/a

Acne	Read	Acne	Read about Acne.	285-286	55-62
	Media	Watch: Acne 101	Acne, a skin disorder of the sebaceous glands, is characterized by comedones and blemishes and is hereditary. View the presentation to learn more.	285-286	n/a
	Read	Skin Examination	Do It: Skin Examination Activity.	n/a	n/a
	Assessment	Do It: True or False?	Why does acne always seem to appear at the most inopportune times? It is rare to speak to someone who has not had acne at some time in their life. Take the true or false test to assess what you learned about acne.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Harriet, a high school senior, experiences an acne flare-up a few weeks before prom. Work through the scenario to see if Keisha can help her client. Answer the questions to complete this exercise.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	287-290	63-67
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	299-302	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 11: Disorders and Diseases of the Skin.	292-298	n/a
	Media	Do It: ConnectYard Activity - #ch11share	Congratulations for completing Chapter 11! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	68

## Chapter 12 - Skin Analysis

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	305	1-2
	Assessment	Do It: Pre-Assessment Quiz	Baring our skin to close examination can be uncomfortable. As an esthetician you have likely examined your own skin for improvements. Find out how much you already know about skin	n/a	n/a
	Read	Why Study Skin Analysis?	Find out by reading this section, Why Study?	306	n/a
Skin Types are Genetically Determined	Read	Skin Types are Genetically Determined	Read about skin types are genetically determined.	307-308	3-11
	Media	Watch: Skin Types	Client skin analysis is an important part of an esthetician's skills because skin care products and regimens must be individualized to suit each person. Watch the presentation to learn more.	307-308	n/a
	Assessment	Do It: Test Your Knowledge	Can you name all skin types and the difference between each type? Quiz yourself by taking this multiple-choice test.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Genevieve is an experienced esthetician and prepares ahead of time for two new clients. Work through Genevieve's scenario and answer the questions to complete this exercise.	n/a	n/a
Sensitive Skin	Read	Sensitive Skin	Read about sensitive skin.	308	12-13
	Media	Watch: Sensitive Skin	Sensitive skin is characterized by fragile, thin skin and redness; it flushes easily and may appear red because the blood flow is closer to the surface. Watch the presentation for more information.	308	n/a
	Assessment	Do: True or False?	Sensitive skin is common. It is important to know your facts on this condition, so you can make the best treatment plan for your client. Test what you know in this quiz!	n/a	n/a
The Fitzpatrick Scale	Read	The Fitzpatrick Scale	The Fitzpatrick Scale is used to measure the skin type's ability to tolerate sun exposure.	309	14-23
	Assessment	Do: Matching the Fitzpatrick Scale	Match the Fitzpatrick skin type with the general characteristics of each type.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Genevieve, an experienced esthetician, writes a blog post about classifying and analyzing skin conditions. Progress through Genevieve's scenario and answer the questions to complete this	n/a	n/a
	Read	Diverse Skin Pigmentation	Read about diverse skin pigmentation.	309-310	24-26

Diverse Skin Pigmentation	Assessment	Do It: True or False?	The amount of melanin varies depending on skin types. It is important to know the precautions when it comes to selecting services and expectations from the client. See what you know by taking the	n/a	n/a
Skin Types vs. Skin Conditions	Read	Skin Types vs. Skin Conditions	Read about skin types versus skin conditions.	310	n/a
	Media	Watch: Skin Types	Client skin analysis is an important part of an esthetician's skills, because skin care products and regimens must be individualized to suit each person. Watch the presentation to learn more.	n/a	n/a
	Assessment	Do It: Drag and Drop Skin Types vs. Skin Conditions	Review the terms provided, and then drag the term under the column Skin Type category or Skin Condition category.	n/a	n/a
	Media	Do: Perform Your Own Skin Analysis	Do: Conduct your own skin analysis.	n/a	n/a
	Assessment	Do It: Matching Skin Conditions and Descriptions	Match the skin condition with the correct description.	n/a	n/a
Factor that Affect the Skin & Healthy Habits	Read	Factors that Affect the Skin and Healthy Habits for the Skin	Read about internal and external factors that affect the skin.	310-312	27-39
	Media	Watch: Factors that Affect the Skin	Internal and external factors impact how we feel as well as how our body and skin looks. Watch to learn more!	310-312	n/a
	Assessment	Do It: Putting Yourself in the Situation	Larry, a salon owner, briefs his employees on current information on skin care and aging for clients over 40.	n/a	n/a
	Assessment	Do It: Matching Intrinsic and External Factors	Match the intrinsic and extrinsic factors to its effects on the skin.	n/a	n/a
	Assessment	Do It: Test Your Knowledge	Take the multiple-choice test on factors that affect the skin.	n/a	n/a
	Assessment	Do It: True or False?	Know the best protection for skin for the healthiest results.	n/a	n/a
Contraindications and Consultations	Read	Contraindications and Client Consultations	Contagious diseases, skin disorders, medical conditions, medications, and skin irritations can all contraindicate, or prohibit, a service.	312-313	40-43
	Read	Do: Contraindications Activity	List some examples of contraindications you may see as a skin care specialists.	n/a	n/a
	Media	Watch: Consultations	Conduct a client consultation to learn more about your client's health, products they use, and any contraindications that could prohibit a service.	312-313	n/a
	Assessment	Do It: Test Your Knowledge	Take the multiple-choice test on contraindications to be aware of and when to avoid servicing clients.	n/a	n/a
	Read	Performing a Skin Analysis	Read about performing a skin analysis.	313	44-45
	Read	Procedure 12-1 Performing a Skin Analysis: Step by Step	Read a step-by-step procedure for performing a skin analysis.	313	n/a



Performing a Skin Analysis	Media	Watch: Performing a Skin Analysis	The first step in providing skin care is analyzing the skin. Watch this video on performing a skin analysis.	313	n/a
	Media	Do: Perform a Consultation	Perform a consultation and skin analysis.	322	n/a
	Assessment	Do It: True or False?	Learn healthy habits and the causes of skin conditions to educate your clients. Are you ready to educate others? Take the quiz!	n/a	n/a
	Assessment	Do it: Putting Yourself in the Situation	Maggie is excited for her skin consultation at the premiere local spa today. Answer the questions that follow each scenario.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	314-316	46-49
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 12: Skin	318-321	n/a
	Media	Do It: ConnectYard Activity - #ch12share	Congratulations for completing Chapter 12! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	50

## Chapter 13 - Skin Care Products: Chemistry, Ingredients, and Selection

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	325	1-3
	Assessment	Do It: Pre-Assessment Quiz	Do you know what ingredients are in your facial cleanser? As an esthetician, ingredients will be critical for determining the right products for your clients. Find out what you already know about product ingredients and safety.	n/a	n/a
	Read	Why Study Skin Care Products?	Find out by reading this section, Why Study?	326	n/a
	Assessment	Do It: Putting Yourself in the Situation	Kari's salon is introducing a new line of skin care products. Answer the questions that follow the scenario.	n/a	n/a
Cosmetic Chemistry	Read	Cosmetic Chemistry	Read about skin care products, chemistry, ingredients, and selection.	327	4-10
	Assessment	Do It: Putting Yourself in the Situation	Alan, a researcher for a cosmetics company, holds a session at the annual conference to explain the basics of cosmetic chemistry. Answer the questions that follow the scenario.	n/a	n/a
	Assessment	Do It: True or False?	Take the true and false test to see what you know before or after reading!	n/a	n/a
	Read	Emollients to Surfactants	Read about emollients and surfactants.	327-329	11-18
	Assessment	Do It: Multiple-Choice Quiz	Choose the correct response for each question	n/a	n/a
	Assessment	Do It: Product pH Activity	Perform a product pH	n/a	n/a
	Read	Gallants and Thickeners to Color Agents	Read about gallants and thickeners to color agents.	329	19-23
	Assessment	Do It: True or False?	Take the true or false test to see what you know before or after reading!	n/a	n/a
	Read	Other Product Components and Lighteners	Read about other product components.	329-330	24-27
	Assessment	Do It: Multiple-Choice Quiz	Select the best answer to the following multiple choice questions based on the chapter content.	n/a	n/a
	Read	Delivery Systems and Sunscreen Ingredients	Read about delivery systems and sunscreen ingredients.	331	28-41
	Assessment	Do It: Matching Activity 1	Match the term with the correct description.	n/a	n/a
	Assessment	Do It: Multiple-Choice Quiz	Choose the best answer to the following multiple choice questions from topics learned in this course.	n/a	n/a
	Read	Natural vs. Synthetic Ingredients	Read about natural vs. synthetic ingredients.	332	42-43

	Assessment	Do It: Multiple-Choice Quiz	Choose the correct response for each question.	n/a	n/a
	Assessment	Do It: Matching Activity 2	Match the component with the category of ingredients.	n/a	n/a
	Assessment	Do It: Matching Activity 3	Match the component with the category of ingredients.	n/a	n/a
Product Safety and Ingredients	Read	Product Safety and Ingredients	Read about product safety and allergic reactions.	332	44-48
	Media	Watch: Product Safety	The FDA regulates cosmetics for safety, labeling, and product claims. If a cosmetic product makes a drug claim, is not properly labeled, or has been reported as unsafe, the FDA can take legal action against the manufacturer. View the presentation for <a href="#">more information</a> .	332	n/a
	Assessment	Do It: True or False?	Take the true and false test to see what you know before or after reading!	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Sandy, a salon owner, is having a consultant visit today and advise her on product selections. Answer the questions that follow the scenario.	n/a	n/a
	Read	Ingredients	Read about ingredients, herbs and plant properties.	333	49-54
	Media	Watch: Ingredients	An important part of any treatment is choosing products that are effective for a person's individual needs. Knowing the source of an ingredient and the manufacturing process will help determine the quality and effectiveness of the product. Watch for <a href="#">more information</a> .	333	n/a
	Assessment	Do It: Product Research Activity	Do some research. Compare ingredients, product prices to professional lines.	n/a	n/a
	Media	Ingredient Definition and Properties	Download list of ingredients found used in skin care products for reference.	n/a	n/a
	Assessment	Do: Matching Activity 4	Match the properties in the table with the correct herb and plant.	n/a	n/a
Aromatherapy	Read	Aromatherapy	Read about aromatherapy.	334	55-58
	Media	Watch: Aromatherapy	Aromatherapy is an ancient healing practice using essential oils and aromas from plants to treat the body, mind, and spirit. Watch the presentation to <a href="#">learn more</a> .	334	n/a
	Assessment	Do It: Multiple-Choice Quiz	Use aromatherapy with caution, but it can be used to treat the body, mind, and spirit. Take the quiz on <a href="#">aromatherapy facts</a> .	n/a	n/a
Ingredients for Mature Skin	Read	Ingredients for Mature Skin	Read about ingredients for mature skin.	334-335	59-60
	Assessment	Do It: True or False?	Are you ready to select products that cater to mature skin? Do the true or false quiz to test your <a href="#">knowledge</a> .	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Selena, an esthetician of 20 years, takes the day off to learn about some new techniques and <a href="#">products</a> . Answer the questions that follow the	n/a	n/a
	Read	Product Selection	All products are formulated for different skin types and conditions.	335-338	61-90

Product Selection	Media	Watch: Product Selection	Skin care products are grouped into cleansers, toners, exfoliants, masks, serum/ampoules, moisturizers and sunscreen. View the presentation to learn more!	335-338	n/a
	Assessment	Do It: Choosing Product Types Activity	Choose products and ingredients for different skin types and conditions.	n/a	n/a
	Media	Watch: Skin Care Products	Learn the types of skin care products available to use the right one for your client's skin type.	335-338	n/a
	Assessment	Do It: Putting Yourself in the Situation	Geena's salon is launching a new line of skincare products at her salon. Answer the questions that follow the scenario.	n/a	n/a
	Assessment	Do It: Drag and Drop	Test your knowledge.	n/a	n/a
	Media	Watch: Exfoliants and Masks	Mechanical or chemical exfoliation as well as masks benefit the skin in many ways. Find out how after watching this presentation.	336	67-81
	Assessment	Do It: Drag and Drop	Test your knowledge.	n/a	n/a
	Assessment	Do It: Multiple-Choice Quiz 5	Test your knowledge.	n/a	n/a
	Assessment	Do It: Multiple-Choice Quiz 6	Test your knowledge.	n/a	n/a
	Assessment	Do It: True or False?	Test your knowledge.	n/a	n/a
	Assessment	Do It: True or False?	Test your knowledge.	n/a	n/a
Home-Care Products & Choosing Product Line	Read	Home-Care Products & Choosing Product Line	Read about home-care products.	339	91-95
	Read	Do: Complete Home-Care Instructions	Read about client home-care instruction sheets.	339	n/a
	Media	Complete Home-Care Instructions (Download)	Using the client home-care instruction sheet, practice recommending products to someone you know. Pull out the retail products, explain each one, the benefits, a few of the main ingredients, and how to use them.	n/a	n/a
	Media	Compare and Rate Product Lines (Download)	Use Table 13-9 to compare and rate product lines. Make a copy of the chart, or create your own and fill in the blanks while sampling and testing different products.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Marci is a new sales representative for a company that specializes in home-care products for the skin. Answer the questions that follow the scenario.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information see the Study Notes.	340-343	96-101
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 13: Skin Care Products: Chemistry, Ingredients, and Selection.	344-348	n/a

	Media	Do It: ConnectYard Activity - #ch13share	Congratulations for completing Chapter 13! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	102
--	-------	--	---	-----	-----

## Chapter 14 - The Treatment Room

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	351	1-2
	Assessment	Do It: Pre-Assessment Quiz	As an esthetician, there is a lot that goes into creating a clean, comfortable, and relaxing atmosphere for your clients. Find out what you already know about setting up the treatment room.	n/a	n/a
	Read	Why Study The Treatment Room?	Find out by reading this section, Why Study?	352	2
The Esthetician's Presentation and Creating a Professional Atmosphere	Read	The Esthetician's Presentation	Read about the importance of the esthetician's presentation and creating a professional atmosphere.	353	3-4
	Assessment	Do It: True or False?	Make a good first impression as it will have an impact on your clientele and reflect on the business where you work. Take the true or false test to determine the in and out of preparing yourself and the treatment room.	n/a	n/a
Furniture, Equipment, and Room Setup	Read	Furniture, Equipment, and Room Setup	Read about furniture, equipment, and room setup.	353-354	5-11
	Media	Furniture, Equipment, and Room Setup	Although the layout of the room where you work and the products that you use may vary, an important first step for every esthetician is to create a professional atmosphere.	353-354	n/a
	Assessment	Do: Test Your Knowledge	Test yourself on the guidelines for setting up a treatment room.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Shandra is in charge of researching new equipment for the salon and spa. Answer the questions that follow the scenario.	n/a	n/a
Treatment Room Supplies, Disposables, and Products	Read	Treatment Room Supplies, Disposables, and Products	Read about treatment room supplies, disposables, and products.	354-355	12-16
	Assessment	Do It: Matching on Room Setup	Match the treatment room supplies, disposables, or product to the appropriate description.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Shandra, as the salon's head esthetician, is selecting treatment room supplies, disposables, and products. Answer the questions that follow the scenario.	n/a	n/a
Three-Part Procedure	Read	Three-Part Procedure	Read about the three-part procedure.	355; 367	17
	Read	Pre-Service Procedure	Read about pre-service procedures.	355; 368	17
	Read	Post-Service Procedure	Read about post-service procedures.	355; 368	17

	Media	Do It: ConnectYard Activity - #ch14procedures	Why is it important to follow the pre-and-post-service procedures? Post your responses to Pathbrite to complete the assignment.	n/a	n/a
Room Preparation	Media	Watch: Room Preparation	When preparing the treatment room, refer to your schedule of services and be certain to have all of the supplies and products you'll need to perform those services without interruption.	355-357	n/a
	Read	Room Preparation	Read about room preparation.	355-357	18-23
	Media	Room Preparation in Action	Follow a step-by-step plan for making sure your tools, implements, and materials are clean and disinfected and the treatment room is set up for your client in advance of their arrival.	367	n/a
	Read	Do It: Time Yourself	Time yourself setting up workstation for a facial.	n/a	n/a
	Assessment	Do It: Test Your Knowledge	Check what you know about room preparation by taking this quiz.	n/a	n/a
	Read	Costs of Setting Up a Treatment Room Activity	Use Table 14-2 as reference for completing this research assignment.	n/a	n/a
	Read	Exercises for Strengthening the Hands and Wrists	Be sure to take care of yourself to ensure a lifetime career. Practice these exercises and encourage classmates as well. You can build into your daily routine.	357	25-26
	Assessment	Do It: Putting Yourself in the Situation	Shandra writes up a salon procedure manual for room preparation to ensure that employees take care of the new equipment, tools and materials. Answer the questions that follow the scenario.	n/a	n/a
After the Facial: Decontamination Procedures	Media	Watch: After the Facial: Decontamination Procedures	Estheticians must know the decontamination procedures for after a facial; proper clean-up protects both the esthetician and client.	357-359	n/a
	Read	After the Facial: Decontamination Procedures	Read about after the facial procedures.	357-359	27-34
	Media	Watch: Procedure for Cleaning Up Treatment Room	After the treatment concludes, perform the appropriate cleaning and disinfecting steps to prepare for the next client or for the end of the day.	357-359	n/a
	Assessment	Do It: True or False?	Take the true or false test on cleaning and disinfecting protocols.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Shandra's next project is to write up another section in the salon procedure manual for decontamination and cleanup procedures. Answer the questions that follow the scenario.	n/a	n/a
Saving Resources and Money with Green Practices	Read	Saving Resources and Money with Green Practices	Read about saving resources and money with green practices.	359-360	35-44
	Media	Watch: Saving Resources and Money with Green Practices	Facilities that conserve energy, water, and products not only provide a service to their communities but also provide a feeling of balance and health to their employees and clients.	359-360	n/a
	Assessment	Do It: Test Your Knowledge	Quiz yourself on saving resources and green efforts for the salon or spa.	n/a	n/a

Additional Procedures	Read	Preparation of Cleansing Pads	Read an overview about preparing cotton pads and compresses for your treatment room.	360	45
	Read	Making Cleansing Pads	Try making your own cleansing pads by following the instructions in this procedure.	360	45
	Read	Preparing Butterfly Eye Pads	Certain treatment require eye protection. Be sure you know how to make butterfly eye pads should you need them for a service such as chemical peels and masks.	360	45
	Assessment	Do It: Putting Yourself in the Situation	After reviewing Shandra's procedure manual, Ciana decides to add some extra information concerning pre-service, post-service, and preparation. Answer the questions that follow the scenario.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	361-362	46-47
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 14: The Treatment Room.	363-366	n/a
	Media	Do It: ConnectYard Activity - #ch14share	Congratulations for completing Chapter 14! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	48



## Chapter 15 - Facial Treatments

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	371	1-3
	Assessment	Do It: Pre-Assessment Quiz	If you have ever received a facial, then you already know a bit about facial treatments. Evaluate what you know by taking this quiz to get started.	n/a	n/a
	Read	Why Study Facial Treatments?	Find out by reading this sections, Why Study?	372	4
	Media	Do It: ConnectYard Activity - #ch15routine	Share your skincare routine with classmates.	n/a	n/a
Facial Treatment Benefits	Read	Facial Treatment Benefits	Read about the benefits of facial treatments.	373	5-6
	Media	Watch: Esthetician Skills and Techniques	In order to be successful, estheticians must have many types of skills beyond actual treatment procedures.	n/a	n/a
	Assessment	Do It: True or False?	Can you describe the benefits of facials? Take the quiz!	n/a	n/a
Esthetician Skills and Techniques	Read	Esthetician Skills and Techniques	Read about esthetician skills and techniques. Facial treatment protocol.	373	7-9
	Assessment	Do It: Test Your Knowledge	What should you do when performing a facial? Quiz yourself with this multiple-choice test!	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Mikayla is an esthetician for Genesis Salon and Spa. She recently participated in a spa retreat where she acted as a guest esthetician and provided services, and is now seeing more clients as a result. Today, she will be working with a few regular clients as well as two new ones.	n/a	n/a
Treatment and Client Preparation	Read	Treatment and Client Preparation	Read about treatment and client preparation.	373-375	10-20
	Media	Watch: Treatment and Client Preparation	Prepare for your client's treatment by setting up the room according to your facility's guidelines and by reviewing the client's chart and consultation information, including any contraindications.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Leland, an experienced esthetician, has recently started making a series of videos on cosmetology. His most recent project involve making a short clip on good practices in preparation techniques for facials. Leland prepares the video script by reflecting and making notes on his own daily practice.	n/a	n/a
	Media	ConnectYard Activity - #ch15service	Read the assignment and post your response to ConnectYard to share with your classmates and instructor. Recommended tag: #service.	n/a	n/a

Key Elements of the Basic Facial Treatment	Read	Key Elements of the Basic Facial Treatment	Read about the key elements of the basic facial treatment.	375-377	24-39
	Read	The Facial Procedure Checklist	Follow along with the facial procedure checklist and modify as needed to fit your facility's requirements.	394-396	21
	Media	Watch: Key Elements of the Basic Facial Treatment	Each step in the facial process is important -- preparing the room, greeting the client, putting her at ease, consulting with her, helping her prepare for the treatment, performing the procedure, and ending the service.	n/a	n/a
	Assessment	Do It: Test Your Knowledge	Most clients wish the facial could continue longer as they are in a relaxed state. However, as an esthetician, you need to stay within the allotted appointment time. Do you know how long a facial typically is? Quiz yourself in this multiple-choice	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Natalie, an experienced esthetician has been asked by her salon owner to participate in an intern program associated with the local cosmetology school. She agrees enthusiastically, and prepares a series of rounds for the intern that the salon owner has chosen for the spa. She decides to start the intern's rounds with a facial.	n/a	n/a
	Read	Procedure 15-1: Eye Makeup and Lipstick Removal	Read about proper eye makeup and lipstick removal.	375; 392	24
	Read	Procedure 15-2: Applying Cleansing Product	Read about proper application of cleansing products.	375; 392-393	24
	Media	Cleansing the Skin	Key to any facial or skin treatment is proper cleansing of the skin. be sure that the skin is clean, and double-cleanse if necessary to remove all makeup and debris.	375	24
	Read	Procedure 15-3: Removing Product	Read about proper procedures for removing products.	375; 393	24
	Read	Procedure 15-4: The Basic Step-by-Step Facial	Read about procedures for the basic facial.	375-377	n/a
Treatment Masks and Other Elements	Read	Treatment Masks to Sunscreens	Read about treatment masks.	376	30
	Media	Watch: Treatment Masks	Masks can draw out impurities, clear up blemishes, tighten and tone skin, and also hydrate, calm, or rejuvenate the skin.	n/a	n/a
	Read	Procedure 15-5: Applying the Cotton Compress	Read about proper procedures for applying cotton compresses.	375; 395	n/a
	Read	Procedure 15-6: Removing the Cotton Compress	Read about proper procedures for removing cotton compresses.	375; 395	n/a
	Read	Procedure 15-8: Applying the Paraffin Mask	Read about proper procedures of applying paraffin masks.	375; 396	n/a
The Mini-Facial	Read	The Mini-Facial	Read about mini-facials.	377	40-41
	Read	Do: Beauty Secrets Research	Perform research on a variety of services offered in the industry that are of interest to you to report out to your class.	n/a	n/a

Treatments for Different Skin Types and Conditions	Read	Treatments for Different Skin Types and Conditions	Read about treatments for different skin types and conditions.	377-383	42-54
	Media	Watch: Treatments for Sensitive Skin or Rosacea	Watch the clip for tips on treating sensitive skin. To soothe and calm sensitive skin, you should eliminate the use of steam. Advise clients to avoid drying products and agents.	379	n/a
	Assessment	Do It: True or False?	Check whether you are aware of the contraindications for sensitive skin, redness, hyperpigmentation, and oily skin.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Jason, an esthetician, is doing some hands on research on facials at this spa. Specifically, he wants to do various types of facials, and also compile information on common skin disorders and their treatments. It's his first day of research, and Jason has completed his preparations and is ready for his clients to arrive. His first client is new to the spa, but his next two clients are regular customers.	n/a	n/a
Acne Facials	Read	Acne Facials	Read about acne facials.	380-381	55-61
	Read	Acne Treatment Procedure	Use the general procedure for clients with problem skin.	380-381	62-63
	Media	Watch: Acne Facials	Acne facial treatments can significantly improve the skin, and clients will be happy to have clearer, smoother skin. Use a gentle and cautious approach to acne skin.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Dara is an esthetician who specializes in acne facials. In fact, she has several clients who come in from surrounding regions specifically for this treatment. Let's look in at one of Dara's appointments today to learn about recommended practices for acne facials.	n/a	n/a
	Read	Extraction Techniques	Read about extraction techniques.	381-382	59-61
	Read	Procedure 15-7: Extractions	Read about proper procedures for extractions.	381-382	n/a
	Media	Watch: Extractions using Desincrustation Product	Whenever you decide that extraction is necessary for a client, you will most certainly want to use a desincrustation product and steam to loosen and soften debris before extraction.	n/a	n/a
Men's Skin Care	Read	Men's Skin Care	Read about men's skin care.	382-383	64-70
	Media	Watch: Treatments for Men	Male clients can be the most loyal clients of all if the esthetician can create a simple and effective skin care program for them to use at home.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Clint is an esthetician for a spa that has several male clients. He feels both responsible and proud of this fact, and he has reached out to his community on numerous occasions and through various media. Clint is always in a good mood when he is scheduled to see a new client, as is the	n/a	n/a

Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	384-385	71-73
	Media	Study Notes	Use this outline of all of the context in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 15: Facial Treatments	387-391	n/a
	Media	Do It: ConnectYard Activity - #ch15share	Congratulations for completing Chapter 15! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	n/a
	Media	Do It; ConnectYard Activity - #ch15resources	Read the assignment and post your response to ConnectYard to share with your classmates and instructor. Recommend tag: #ch15resources	n/a	74

## Chapter 16 - Facial Massage

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	399	1-2
	Assessment	Do It: Pre-Assessment Quiz	Evaluate yourself & discover what you already know about facial massage.	n/a	n/a
	Read	Why Study Facial Massage	Why do I need to know about facial massage? Find out by reading this section, Why Study?	400	3
The Benefits of Massage	Read	The Benefits of Massage	Read about the benefits of massage during the facial treatment.	401	4-5
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Assessment	Do It: Multiple Choice Quiz	Test your knowledge on the benefits of massage by answering the multiple-choice questions.	n/a	n/a
	Media	Do It: ConnectYard Activity - #ch16massageresearch	Go to the ConnectYard App after reading the assignment.	n/a	n/a
Incorporating Massage During the Facial Treatment	Read	Incorporating Massage During the Facial Treatment	Read about incorporating massage during the facial treatment.	401-402	6-10
	Assessment	Do It: True or False?	Choose between true and false statements to prove whether you know your facts on incorporating facial massage.	n/a	n/a
Massage Contraindications	Read	Massage Contraindications	Certain health problems and skin conditions contraindicate a massage. Read about massage contraindications.	402	11-13
	Media	Watch: Acneic Skin	Always check that your client does not have any contraindications before performing a facial massage. Do not massage acneic skin, especially with severe redness and breakouts as shown in the featured clip.	n/a	n/a
	Media	Watch: Overview of Massage Contraindications	View the presentation for reminders on conditions that should not receive facial massage. If a client had certain health problems and skin conditions, massage may be contraindicated. Contraindications include contagious diseases, inflamed acne, sunburn, or sensitive skin.	n/a	n/a
	Assessment	Do It: Matching: To Massage or Not Massage?	Match the conditions to whether or not facial massage is permitted.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a

	Media	Do It: ConnectYard Activity - #ch16contraindication	Go to the ConnectYard App after reading the scenario. Be the first to post this discussion question and post a response, or respond to your classmate's answer. The instructor will reward you credit for a valid response.	n/a	n/a
Types of Massage Movements	Read	Types of Massage Movements	Read about the types of massage movements.	402-404	14-24
	Media	Watch: Overview of Massage Movements	Watch a photo presentation of the various massage movements that you will learn when performing facial massage on clients. Most facial massage is built upon classic Swedish massage movements such as effleurage, petrissage, friction, tapotement, and vibration.	n/a	n/a
	Assessment	Do It: Matching Massage Movements	Match the Swedish massage movements with its definition.	n/a	n/a
	Assessment	Do It: Media Quiz	Watch the following clips of massage movements, and then complete the questions that follow the video.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
The Dr. Jacquet Movement	Read	The Dr. Jacquet Movement	Read about Dr. Jacquete Movement for massage.	404	25-26
	Assessment	Do It: Fill in the Blank Quiz	Quick Quiz! Test your reading comprehension of the preceding section. Choose the correct term to fill in the blank to complete the statement.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
Alternative Massage Techniques	Read	Alternative Massage Techniques	Read about alternative massage techniques.	404-405	28-31
	Assessment	Do It: Various Massage Techniques	Review the different types of massage techniques that you could research for additional training.	n/a	n/a
	Media	Watch: Manual Lymphatic Drainage	Manual lymphatic drainage, abbreviated as MLD, requires additional training and study. However, it is a good idea to get familiar with this technique if any of your clients ask more about this service. MLD uses gentle rhythmic pressure on the lymphatic system to remove wastes from the body more quickly, and also known to reduce swelling.	n/a	32
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Assessment	Do It: Drag and Drop	Label the motor nerve points of the neck and shoulders. This is important for learning acupuncture and shiatsu.	n/a	n/a
The Basic Facial Massage Technique	Read	The Basic Facial Massage Technique	Read about the basic facial massage techniques.	405-406	32-39
	Media	Watch: Facial Massage	Watch this video demonstration for facial massage.	n/a	n/a
	Assessment	Do: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Read	Procedure 16-1: The Facial Massage	Read about proper procedures for the facial massage.	405-406; 414-415	40

	Assessment	Do It: Facial Massage 101	Evaluate your readiness to perform basic facial massage by answering the multiple choice questions.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Media	Bringing it Home	Read about how to handle running late.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	Review chapter highlights.	407-409	41-42
	Assessment	Do It: Drag and Drop	Drag the correct term from the word bank and drop the word in the complete the sentence or phrase.	n/a	n/a
	Media	Study Notes	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 16: Facial Massage.	410-413	n/a
	Media	Do It: ConnectYard Activity - #ch16share	Congratulations for completing Chapter 16! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	43

## Chapter 17 - Facial Machines

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	419	1-3
	Assessment	Do It: Pre-Assessment Quiz	Facial machines are designed to help you obtain the best results possible in skin care treatments. Equipment and technology is changing all of the time. Let's see how much you already know about important equipment you may use in a salon or	n/a	n/a
	Read	Why Study Facial Machines?	Find out by reading this section, Why Study?	420	3
Electrotherapy	Read	Electrotherapy	Read about electrotherapy.	421	4-6
	Media	Listen: Electrotherapy Contraindications	After listening to the audio, choose a client that can receive electrotherapy services: a) Male client with a pacemaker b) Female with open and closed comedones c) Teenager wearing braces d) Female prone to seizures.	421	n/a
	Media	Watch: Overview of Electrotherapy	View this presentation on electrotherapy as an overview to what to expect to learn in Chapter 17.	421	n/a
	Assessment	Do It: Drag and Drop Electrotherapy Terms	Complete the statements about electrotherapy by selecting the best term from the word bank.	n/a	n/a
Hot Towel Cabinet, Mag Lamp, and Wood's Lamp	Read	Hot Towel Cabinet, Mag Lamp, and Wood's Lamp	Read about hot towel cabinet, magnifying lamp, wood's lamp.	421	7-19
	Media	Watch: Hot Towel Cabinet	Towel warmers are used for both face and body treatments. They provide a warm, soothing, and softening benefit to the skin and are utilized for removing facial masks and softening the skin before doing extractions.	421	7-9
	Media	Watch: Magnifying Lamp (Loupe)	The magnifying lamp magnifies the face to help the esthetician treat and analyze the skin.	421-422	14-19
	Assessment	Do It: True or False?	Choose between true and false statements to prove whether you know facts behind hot towel cabinets, mag lamps, and wood's lamps.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions. Jolie is reviewing the procedures for operating the facial machines.	n/a	n/a
	Media	Watch: Brushing Machines	Brushing is a form of mechanical exfoliation that is usually done during or after steaming.	423-424	n/a
	Read	Rotary Brush	Read about rotary brushes and their maintenance.	423-424	20-26



Rotary Brush and Steamer	Media	Watch: Rotary Brush	The main purpose of the rotary brush is to lightly exfoliate the skin. The brush machine also assists in the cleansing process. The brush stimulates the skin and helps soften excess oil, dirt, and cell buildup.	423-424	n/a
	Assessment	Do It: Matching Rotary Brush or Steamer	Match the appropriate description to the correct machine, either rotary brush or steamer.	n/a	n/a
	Read	Steamer	Read about steamers and their maintenance.	424-426	27-37
	Media	Watch: Steamer	Steam helps stimulate circulation, soften sebum and other debris, and relax the skin and tissues, making it easier for the esthetician to extract comedones. Steam also can be beneficial for the sinuses and congestion.	424-426	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario on rotary brushes and steamers and answer the questions.	n/a	n/a
Vacuum Machine	Read	Vacuum Machine	Read about vacuum machines and their maintenance.	426-427	38-42
	Media	Watch: Vacuum Machine	The vacuum machine suctions dirt and impurities from the skin and stimulates the dermal layer along with lymphatic and blood circulation, which can help reduce the appearance of lines and improve the overall appearance of the skin.	426-427	n/a
	Assessment	Do It: Vacuum Procedure Steps	Place the eight steps for completing a vacuum procedure in the correct order.	427	n/a
Galvanic Current	Read	Galvanic Current	Read about galvanic current.	427-429	43-58
	Media	Watch: Galvanic Current	The galvanic machine uses galvanic current to create two significant reactions: chemical desincrustation and ionic iontophoresis.	427-429	n/a
	Media	Watch: Desincrustation with Galvanic Current	Using the galvanic machine for desincrustation is very helpful during a facial treatment. Using the machine correctly is vital.	427-429	n/a
	Assessment	Do It: Test Your Knowledge	Choose the best answer in the options provided to complete the multiple-choice questions on galvanic current.	n/a	n/a
	Assessment	Do It: Drag and Drop Galvanic Effects	Drag and drop each of the effects from galvanic current into the correct spaces to complete the table.	n/a	n/a
High-Frequency Machine	Read	High-Frequency Machine	Read about high-frequency machines and their maintenance.	430	59-65
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario in high-frequency machines and spray machines and answer the questions.	n/a	n/a
	Assessment	Do It: True or False?	Read about the high-frequency machine and then take this quick true or false quiz to see if you recall the facts you've learned.	n/a	n/a
	Read	Spray Machines	Read about spray machines and their maintenance.	430-431	66-70
	Media	Watch: Spray Machines	Spray machines mist the face and are beneficial in calming and hydrating the skin.	430-431	n/a
	Read	Paraffin Wax Heater	Read about paraffin wax heaters.	431	71-72

Spray Machines, Paraffin Wax and Electric Mitts/Boots	Media	Watch: Paraffin Wax Heater	A paraffin mask creates an occlusive mask that holds in body heat and promotes the penetration of the hydrating cream. See how it is done!	431	n/a
	Read	Electric Mitts and Boots	Read about electric mitts and boots.	431-432	73-74
	Media	Watch: Electric Mitts and Boots	Electric mitts help the lotion penetrate the skin and soothe general aches. See this in action!	431-432	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario where Jolie demonstrates how to use the paraffin wax heater and answer the questions.	n/a	n/a
	Assessment	Do It: Test Your Knowledge	Pick the best answer from the multiple-choice question options regarding equipment used in the salon or spa.	n/a	n/a
Purchasing Equipment	Read	Purchasing Equipment	Read about the advantage of doing research before you purchase equipment.	432	75-76
	Read	Equipment Research Activity	Prepare to do research on equipment options and pricing for this activity!	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	433-435	77-80
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 17: Facial Machines.	436-440	n/a
	Media	Do It: ConnectYard Activity - #ch17share	Congratulations for completing Chapter 17! Now that you have completed the chapter it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	81

## Chapter 18 - Hair Removal

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	443	1-2
	Assessment	Do It: Pre-Assessment Quiz	Most people have experienced unwanted hair! Take the pre-assessment quiz to test what you know on hair removal practices.	n/a	n/a
	Media	Watch: What You Need to Know about Hair Removal	Watch this video on why study hair removal.	444	n/a
	Read	Why Study Hair Removal?	Find out by reading this section, Why Study?	444	2
	Read	Introduction to Hair Removal	Performing wax techniques safely is critical to you and your clients. Waxing takes practice. Read more about what you will learn in this chapter.	445	n/a
Morphology of the Hair	Read	Morphology of the Hair	Read about morphology of the hair.	445-446	3
	Media	Watch: Morphology of the Hair	Your genetics determine how much hair you will have, but hair growth is also affected by your age and hormones.	445-446	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Web Link	Label the Structure of the Hair	Read the scenario and answer the questions.	n/a	n/a
	Assessment	Do It: Matching Hair Structure Terminology	Match the appropriate description to the hair terminology.	n/a	n/a
Hair Growth Cycle and Characteristics	Read	Hair Growth Cycle and Differences in Hair Growth	Read about the hair growth cycle.	446-448	4-25
	Media	Watch: Hair Growth Cycle	The activity of cells found in the basal layer, within the hair bulb, result in hair growth. Hair grows in three phases: anagen, catagen, and telogen.	446-448	n/a
	Assessment	Do It: Test Your Knowledge	Can you list and describe all of the stages of hair growth? Find out by taking this quiz!	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
Methods of Hair Removal	Media	Watch: Methods of Hair Removal	There are two general categories of hair removal: permanent and temporary. Both are viable options for people who wish to remove unwanted hair.	449-450	n/a
	Read	Methods of Hair Removal	Read about the methods of hair removal.	449-450	26-34
	Media	Watch: Hair Removal Methods	Types of hair removal include depilation (shaving) or epilation (as in waxing or tweezing).	449-450	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Assessment	Do It: Fill in the Blank for Methods of Hair Removal	Complete the sentences and test your understanding of hair removal methods.	n/a	n/a
	Read	Temporary Hair Removal Methods	Read about temporary hair removal methods.	450-451	35-48

Temporary Hair Removal Methods	Read	Procedure 18-1: Eyebrow Tweezing	Read about the procedures of eyebrow tweezing.	450; 469	38; 82
	Assessment	Do It: Reorder the Procedure Steps	Number the steps for eyebrow tweezing in the correct order.	469; 469	n/a
	Media	Watch: Temporary Hair Removal Methods	Temporary hair removal is an easy and popular way to add service dollars to a client's ticket and to help clients get rid of unwanted hair.	450	n/a
	Assessment	Do It: True or False?	Test your understanding of temporary hair removal methods by choosing true or false.	n/a	n/a
	Media	Watch: Depilation Techniques	Depilation is removing hair at or near the level of the skin.	450	n/a
	Media	Watch: Methods of Epilation	Methods of epilation include tweezing, threading, sugaring, and waxing.	450	n/a
Waxing Techniques and Products	Media	Watch: Techniques and Products	To achieve the most positive results from waxing, you must use correct techniques, appropriate materials, and the proper wax temperature. Doing so will ensure a safe and pleasant service for your clients.	451-452	n/a
	Read	Waxing Techniques and Products	Read about waxing techniques and products; types of wax products.	451-452	42-48
	Media	Watch: Types of Wax Products	There are 2 types of cosmetic waxes: hard and soft.	n/a	n/a
	Assessment	Watch: Waxing Techniques and Products: Hard Wax	Hard wax is typically used for sensitive areas such as the upper lip, eyebrows, underarms, and along bikini lines.	451-452	n/a
	Media	Watch: Waxing Techniques and Products: Soft Wax	Soft wax is removed with a muslin, pella, or cotton strip. Check out the video.	452	n/a
Room Preparation and Supplies	Read	Room Preparation and Supplies	Read about room preparation and supplies.	452-453	49-57
	Media	Watch: Room Preparation and Supplies	To create the appropriate atmosphere for the waxing service, the room and equipment should be immaculately clean and the table should be covered. The music can be livelier than the music that is played during the more relaxing treatments.	452-453	n/a
Contraindications and Consulting for Hair Removal	Media	Watch: Contraindications and Consulting for Hair Removal	It is your professional responsibility to keep your clients safe from harm. Learn what to watch for in this clip.	454	n/a
	Read	Contraindications and Consulting for Hair Removal	Read about contraindications for hair removal and client consultations.	454	58
	Media	Watch: Contraindications	The video discusses preparing in the treatment room, before you start waxing, determine if there are any contraindications that would prevent your client from receiving a waxing treatment.	454	n/a
	Media	Download Contraindication Chart	Download a copy of the contraindications chart for reference when performing waxing procedures.	n/a	n/a

	Media	Watch: Client Consultations	Give clients the chance to update their information, especially their medications, since their last visit. This information can impact the treatment plan and results.	454	n/a
	Media	Download the Client's Assessment Form	Download a copy of the Client's Assessment Form for reference.		n/a
	Media	Download the Sample Wax Release Form	Download a copy of the contraindications chart for reference when performing waxing procedures.	454	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
General Waxing Procedures	Read	Procedures	Read about general waxing procedures.	454-459	55-67
	Read	Activity	Practice a mock application.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Read	Procedure 18-2: Eyebrow Waxing with Soft Wax	Review eyebrow waxing with soft wax procedures.	455; 469	68-70
	Read	Procedure 18-3: Lip Waxing with Hard Wax	Review lip waxing with and wax procedures.	457; 470	71-73; 81
	Media	Watch: Lip Waxing	Watch a lip waxing service to learn more about the technique.	n/a	n/a
	Read	Procedure 18-4: Chin Waxing with Hard Wax	Review chin waxing with hard wax procedures	457; 470	81
	Read	Procedure 18-5: Leg Waxing with Soft Wax	Review leg waxing with soft wax procedures.	458; 470	83-84
	Media	Watch: Leg Waxing	Watch a leg waxing service to learn more about the technique.	n/a	n/a
	Read	Procedure 18-6: Underarm Waxing with Hard Wax	Review underarm waxing with hard wax procedures.	458; 471	n/a
	Read	Procedure 18-7: Bikini Waxing with Hard Wax	Review bikini waxing with hard wax procedures.	458; 471	85
	Media	Watch: Post-Wax Treatment	Learn the steps for what to do after a waxing service concludes.	n/a	75-76
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of his chapter. For an in-depth account of the information, see the Study Notes.	460-463	90-94
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 18: Hair Removal.	464-468	n/a
	Media	Do It: ConnectYard Activity - #ch18share	Congratulations for completing Chapter 18! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	95

## Chapter 19 - Advanced Topics and Treatments

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	475	1-3
	Assessment	Do It: Pre-Assessment Quiz	Advanced treatments include more results-driven services and clients have a growing interest in these techniques. See what you know already on the subject by taking the multiple-choice quiz.	n/a	n/a
	Read	Why Study Advanced Topics and Treatments?	Find out by reading this section, Why Study?	476	3
Chemical Exfoliation	Media	Watch: Mini-Procedure of Chemical Exfoliation	After prepping the skin, apply the product as shown in the featured clip.	n/a	n/a
	Read	Chemical Exfoliation	Read about chemical exfoliation.	477-478	4
	Media	Watch: Chemical Exfoliation	Chemical exfoliation is a specialized service that removes excess of dead skin cells. Obtain as much training as possible as though the benefits can be great for certain clients, there are contraindications and risks involved that you need to be aware of. Watch the clip for a quick introduction to chemical exfoliation.	477-478	n/a
	Media	Watch: AHA and BHA	The most common types of peels used in a spa area AHA and BHA. Learn more from this video.	478	11-26
	Assessment	Do It: Putting Yourself in the Situation	Rina, an esthetician, attends a continuing education course covering chemical exfoliation. Read the scenario and answer the questions.	n/a	n/a
	Media	Watch: Contraindications	Peels are a great option for exfoliating the skin, but it is important to know about and assess any contraindications and to select the type of peel carefully.	479	19
	Assessment	Do It: True or False?	What implementation is used to apply chemical exfoliation products to the skin? Take the quiz to find out!	n/a	n/a
	Assessment	Do It: Test Your Knowledge	There is a difference in the peels used by estheticians and by physicians. Quiz yourself with this multiple-choice test!	n/a	n/a
Microdermabrasion	Media	Watch: Overview of Machine-Aid Microdermabrasion	Microdermabrasion treatments are quick 30-minute services that can be offered alone or as part of a facial. View this clip for a quick introduction to machine-aided microdermabrasion.	n/a	n/a
	Read	Microdermabrasion	Read about microdermabrasion benefits and cautions.	480-481	27-31
	Media	Watch: Microdermabrasion	Watch a microdermabrasion treatment in action!	480-481	n/a

	Assessment	Do It: True or False?	Certain clients cannot tolerate advanced treatments. Take the quiz to find out!	n/a	n/a
	Media	Do It: ConnectYard Activity - #ch19microderm	Read the assignment and post your response to ConnectYard to share with your classmates and instructor. Recommended tag: #ch19microderm	n/a	n/a
Laser Technology & Light Therapy	Read	Laser Technology & Light Therapy	Read about laser technology & light therapy.	481-483	32-43
	Media	Watch: Laser Technology	Lasers are high-powered devices that use intense pulses of electromagnetic radiation and a single wavelength at any given time.	481-482	n/a
	Media	Watch: Light Therapy	LED uses different colors of light to produce different effects on the skin. Estheticians use LED for skin rejuvenation. Watch a quick introduction to LED technology.	482	n/a
	Assessment	Do It: Test Your Knowledge	Select the best answer from the choices in the multiple-choice questions.	n/a	n/a
Microcurrent, Ultrasound, & Ultrasonic Machines	Read	Microcurrents	Read about microcurrents.	483	44-49
	Media	Watch: Microcurrent Machines	View how microcurrent machines are used in esthetics to tone the muscles by stimulating motor nerves and contracting the muscles. Microcurrent is a low-level electrical current that mimics the body's own natural electrical rhythms.	483	n/a
	Media	Watch: Ultrasound and Ultrasonic Technology	Watch the ultrasound treatment in action! Advanced training is required for estheticians to perform these techniques.	483	n/a
	Assessment	Do It: Putting Yourself in the Situation	Rina, and esthetician, attends a continuing education course covering non-chemical facial treatments. Read the scenario and answer the questions.	n/a	n/a
	Assessment	Do It: True or False?	Determine whether the statements are true or false based on your readings and your knowledge of microcurrent and ultrasonic machines.	n/a	n/a
Spa Body Treatments	Read	Spa Body Treatments	Read about spa body treatments and procedures.	483-485	50-68
	Media	Watch: Stone Massage	Warm and cold stones are popular among clients and used in treatments for massage and calming the skin!	484	55
	Media	Watch: Shirodhara Treatment	Shirodhara derives from ancient Indian concepts meant for deep relaxation and feelings of refreshment. Find out more by viewing this video!	484	n/a
	Assessment	Do It: Matching Exercise for Body Treatments	Match the body treatment with the correct description.	n/a	n/a
	Read	Focus on Ayurveda	Read about the three doshas: vatta, pitta, and kapha.	484-485	58-59
	Media	Do It: ConnectYard Activity - #ch19spa	Read the assignment and post your response to ConnectYard to share with your classmates and instructor. Recommended tag: #ch19spa	n/a	n/a
	Read	Focus on Energy	Read about Reiki treatments and other energy practices.	485	62
	Read	Cellulite	Read about cellulite.	486	69-71

Cellulite	Media	Watch: What is Cellulite?	Cellulite consists of fat cells that are visible because they are closer to the surface of the skin. This occurs from damage to the dermis. If water is lost and the tissue is weakened, then dermal fat begins to push into the dermis.	486	n/a
	Assessment	Do It: Drag and Drop	Select the term from the word bank and place it in the appropriate column regarding cellulite.	n/a	n/a
Manual Lymph Drainage	Read	Manual Lymph Drainage	Read about manual lymph drainage.	486-487	72-73
	Media	Watch: Manual Lymph Drainage Overview	Manual lymph drainage helps to cleanse and detoxify the body! Advanced training is available to estheticians.	486-487	n/a
	Media	Test Your Knowledge	Choose the best answer from the options in the multiple-choice questions on manual lymph drainage.	n/a	n/a
Medical Aesthetics	Read	Medical Aesthetics	Read about medical aesthetics.	487-488	74-88
	Media	Watch: Medical Aesthetics Overview	Medical aesthetics integrates surgical and nonsurgical procedures with esthetic treatments.	487-488	n/a
	Assessment	Do It: True or False?	Select true or false based on your readings and your knowledge of medical aesthetics.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Rina, an esthetician, attends a continuing education course covering medical procedures. Read the scenario and answer the questions.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	489-491	89-93
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 19: Advanced Topics and Treatments.	493-497	n/a
	Media	Do It: ConnectYard Activity - #ch19share	Congratulations for completing Chapter 19! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	93



## Chapter 20 - The World of Makeup

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	503	1-3
	Assessment	Do It: Pre-Assessment Quiz	Have you been playing with makeup your whole life? Think you already know everything there is to know about makeup? Check out this quiz to find out if you know the basics of makeup.	n/a	n/a
	Media	Watch: What You Will Learn About Facial Makeup	View this video and learn about facial makeup.	504	n/a
	Read	Why Study The World of Makeup?	Find out by reading this section Why Study?	504	3
	Read	An Introduction to Makeup	Read a summary of what you will learn in the makeup chapter, and what you need to study while in school to be prepared for applying makeup as a professional.	504	3
Color Theory	Read	Color Theory	Read about warm and cool colors.	505-506	4-12
	Media	Watch: Color Theory	Watch the video to learn about the basics of color theory, which is essential to know before applying makeup.	505-506	n/a
	Read	Do: Activity	Place colors next to each other to compare how they look together.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Assessment	Do It: True or False?	You feel confident with your color theory facts to be a successful makeup artist, True or False?	n/a	n/a
Makeup Products and Formulations	Read	Makeup Products and Formulations	Read about makeup products and formulations.	506-507	13-25
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Media	Watch: Products and Formulations	Selecting a makeup line can take time because there are so many to choose from, each with its own unique attributes. Select the highest-quality line that you can afford, and you won't go wrong.	n/a	n/a
	Media	Watch: Foundation	Foundation is a staple for any makeup kit and comes in various forms.	506	14-16
	Media	Watch: Concealer	Watch an overview of concealer products necessary for your makeup kit.	506	18
	Media	Watch: Eyeshadows	Include a variety of shadow colors in your kit.	507	21
	Assessment	Do It: Test Your Knowledge	Take the multiple-choice quiz based on your knowledge and the chapter readings.	n/a	n/a
	Read	Makeup Brushes	Read about makeup brushes and caring for them.	507-508	26-31

Makeup Brushes	Media	Watch: Overview of Brushes	Brushes are the artist's most essential tools.	507-508	n/a
	Assessment	Do It: Name the Type of Makeup Brush	Drag the correct brush type to match its image description.	n/a	n/a
Product, Tools, Supplies, and Infection Control	Read	Products, Tools, and Supplies	Read about products, tools, and supplies.	508-509	32-36
	Media	Watch: Products, Tools, and Supplies	Makeup application requires an assortment of products, tools, and supplies.	508-509	n/a
	Read	Infection Control	Read about infection control.	509	37-40
	Media	Watch: Infection Control	Nonelectrical tools include pencil sharpeners, tweezers, and scissors to provide examples. After cleaning each item, be sure to disinfect after each use. Watch this clip to find out how after the cleaning process is complete.	509	n/a
	Assessment	Do It: Drag and Drop	Drag the correct term to complete the statements on products and infection control with regard to makeup.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
Client Consultations	Read	Client Consultations	Read about client consultations, makeup station and consultation areas.	509-510	40-42
	Media	Download Client Questionnaire	Download the client questionnaire to use for class assignments and to learn about client's needs during the consultation.	n/a	n/a
	Media	Watch: Consultations	A thorough consultation will help determine if the client has any allergic reactions and reasons for the visit.	509-510	n/a
	Assessment	Do It: Test Your Knowledge	Take the multiple-choice quiz based on your knowledge of makeup and the chapter readings.	n/a	n/a
Select Makeup Colors	Read	Selecting Makeup Colors	Read about selecting makeup colors.	510-511	44-53
	Media	Watch: Selecting Makeup Colors	If you choose the right colors for a makeup application, the client will feel confident and happy about wearing makeup. The three main factors to consider when choosing colors are: skin color, eye color, and hair color.	510-511	n/a
	Assessment	Do It: Coordinate Colors Activity	Try it on. Apply makeup to a partner.	n/a	n/a
	Media	Do It: Download Color Selections Chart	Download color selection and client questionnaire chart.	n/a	n/a
	Media	Download Client Questionnaire	Download the Color Selections chart and the Client Questionnaire to complete this activity!	n/a	n/a
Outline the Makeup Application Techniques	Read	Makeup Application Techniques	Read about makeup application techniques.	511-5181	54-69
	Read	Procedure 20-1: Professional Makeup Application	Review the proper procedures for a professional makeup application.	511-514; 532-533	115
	Media	Watch: Foundation Application	The first step for choosing foundation is a color match test.	511	54
	Media	Watch: Selecting and Applying Concealer	Choose a concealer based on the client's skin type and color in mind.	512	55

	Assessment	Do It: Quiz	Answer the questions in this quiz to see if you are ready to perform makeup techniques.	n/a	n/a
	Read	Do: Color Application Activity	Try it on. Apply two different color applications.		n/a
Face Shapes, Proportions, and Corrective Makeup	Read	Face Shapes, Proportions, and Corrective Makeup	Read about face shapes and proportions.	514-515	70-71
	Media	Watch: Face Shapes and Proportions	What shape face do you have? Did you know few people have a perfectly proportioned face? Learn more watching this clip.	514-515	n/a
	Media	Watch: Corrective Makeup	Makeup is generally used to emphasize the client's attractive features and minimize her less appealing features.	515	72-78
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Read	Do It: Brow Shape Activity	Draw several kinds of incorrect brows and face shapes.	516	77
	Specialty Makeup	Read	Special Occasion Makeup	Read about special-occasion makeup.	516-517
Media		Watch: Special Occasion Makeup	HD Makeup is one choice for high end makeup for a flawless complexion.	516-517	n/a
Media		Watch: Airbrush Makeup	Watch this video on airbrush makeup.	518	91-92
Media		Watch: Camouflage Makeup	Spot correction and blending is important to learn, especially if clients want to conceal acne scars or other troubled areas for a special event.	518	93-94
Eyelash and Brow Services	Read	Artificial Eyelashes	Read about artificial eyelashes.	518-519	95-100
	Read	Procedure 20-2: Apply Artificial Eyelashes	Review proper procedures for applying artificial lashes.	518-519; 533	15
	Media	Watch: Applying Artificial Eyelashes	Got a peek at applying artificial lashes as described in Procedure 20-2.	518-519	n/a
	Read	Lash and Brow Tinting	Read about lash and brow tinting.	519	101
	Read	Procedure 20-3: Lash and Brow Tinting	Review proper procedures for lash and brow tinting.	519; 533-534	115
	Media	Watch: Lash and Brow Tinting Application	Eyelash tinting is a procedure designed to color and darken the lashes for approximately 6 weeks. If permitted in your state, watch the full procedure starting after all consulting, draping, cleansing, and preparation has taken place!	519	n/a
	Media	Watch: Lash Extensions	Get a peek at semi permanent eyelash services instead of the tab or cluster lashes.	519-520	102
	Media	Watch: Lash Perming	Be sure to check if lash perming is allowed in your state.	520	103
Permanent Cosmetic Makeup	Read	Permanent Cosmetic Makeup	Read about permanent cosmetic makeup.	520	104-105
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
Makeup Career	Read	A Career as a Makeup Artist and Retailing	Read about a career as a makeup artists and retailing.	520-522	106
	Media	Watch: Retailing	If you focus on retailing to every client, you will effectively increase your income, while providing quality products and advice to your clients.	522	113

	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions.	n/a	n/a
	Read	Do: Activity	Put together an on-location makeup kit.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	523-525	116-118
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 20: The World of Makeup.	526-531	n/a
	Media	Do It: ConnectYard Activity - #ch20share	Congratulations for completing Chapter 20! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	119

## Chapter 21 - Career Planning

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	537	1-3
	Assessment	Do: Pre-Assessment Quiz	Read the scenarios and answer to the best of your ability. Arianna has wanted to become an esthetician. Having completed all of her coursework at a well-respected beauty school, Arianna is now preparing for the next step in her career development.	n/a	n/a
	Read	Why Study Career Planning?	Find out by reading this section, Why Study?	538-539	3
Preparing for Licensure	Read	Preparing for Licensure	Read about preparing for licensure.	540-543	4-18
	Media	Watch: Prepare for Licensure	Preparing for licensure and passing your exam is your first step to employment success.	540-543	n/a
	Assessment	Do: Are you Prepared for Licensure? Quiz	There are strategies for test preparation and study habits that you can master while in school so that you are prepared to pass your licensing exam. Answer the questions in this quiz to determine your readiness.	n/a	n/a
	Media	Watch: Licensing Exam Prep	Watch the video on tips and suggestions for better preparing for test day.	540-543	n/a
Preparing for Employment and Your Resume	Read	Preparing for Employment	Read about preparing for employment.	543-545	19-20
	Media	Watch: Preparing for Employment	All of your hard work pays off once you get that first job in esthetics! Show prospective employers your strongest personal qualities and practical skills.	543-545	n/a
	Read	Preparing Your Resume	Read about preparing your resume.	543-545; 565-567	21-30
	Read	Inventory of Personal Characteristics	Identify your best qualities to be able to "toot your own horn" to future employers. Complete this exercise to identify areas that need further attention to customize the remainder of your training.	543	19
	Media	Watch: Resume Writing	A resume must grab the attention of a potential employer within the first 15 seconds. Is your resume ready?	545	n/a
	Read	Put Your Resume into Action	Read how to put your resume into action.	n/a	n/a
	Assessment	Do: Multiple-Choice Quiz	Prepare your resume! Give it your best by coming prepared to interviews to create a positive reaction and experience.	n/a	n/a
	Media	Watch: Portfolio Development	Showcase YOU! In addition to a written resume, use these tips to develop your portfolio to show on job interviews.	545	30

	Assessment	Do: Putting Yourself in the Situation	Arianna passed the esthetics State Board Exam and received her license! She visits the career counseling office at the school for assistance on local employment opportunities. Read the scenario and answer the questions.	n/a	n/a
The Job Search	Read	The Job Search	Read about the job search.	545-549	31-33
	Media	Watch: Salon Tours	Go on salon or spa tours to find a location that is right for you when searching for a good job fit.	545	35
	Assessment	Do: True or False?	Be sure to gather as much information on potential employers before reaching out to them. You have worked hard, so show what you have learned as you prepare for the job search!	n/a	n/a
	Assessment	Do: Putting Yourself in the Situation	Arianna is focused on finding a job. She decides to visit businesses in the hopes of setting up some interviews. Read the scenario and answer the questions.	n/a	n/a
	Read	The Employment Interview	Read about preparing for the interview.	547-549	36-51
	Media	Arranging and Preparing for Job Interviews	A positive attitude, a firm handshake, and a smile go a long way to make you stand out.	547	40-41
	Media	Watch: Powerful Interview Questions	Prepare a list of questions for that will help you stand out in your next interview. An interview is your chance to ask questions too!	547-549	42-44
	Read	Part I: How Does an Employer Decide Which Job Candidate to Hire?	Read about how an employer decided which candidate to hire.	n/a	n/a
	Read	Part II: How Does an Employer Decide Which Job Candidate to Hire?	Read about how an employer decided which candidate to hire.	n/a	n/a
On the Job	Read	On the Job	Read about on the job. Moving from school to work.	550-551	52-65
	Media	Watch: On the Job	You got the job! All of your hard work and studying has paid off. You are not starting your first job as an esthetician. Now is your opportunity to create the habits and behaviors that will serve you throughout your career.	550-551	n/a
	Assessment	Do: Ready, Set, On the Job! Quiz	Quiz yourself on making transition from school to work successfully.	n/a	n/a
	Assessment	Do: Putting Yourself in the Situation	Arianna has secured a job at the Angeli Day Spa! Today is her first day of work. Read the scenario and answer the questions.	n/a	n/a
Job Description & Employee Evaluation	Read	The Job Description	Read about job descriptions.	551-552	61-65
	Media	Watch: The Job Description	A job description is an important tool, a written set of expectations for your position.	551-552	n/a
	Read	Employee Evaluation	Read about employee evaluations.	552	66
	Assessment	Do: Drag and Drop Activity 1	Read the statements provided, and then drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a
	Assessment	Do: Drag and Drop Activity 2	Read the statements provided, and then drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a

Money Matters	Read	Compensation	Read about methods of compensations.	552-553	67-69
	Media	Watch: Compensation Plans	Review the 3 most common methods of compensation, and the pros and cons of each method.	552-553	n/a
	Read	Managing Money	Read about managing your money.	553-554	70
	Assessment	Do It: Keeping a Budget Activity	Complete your personal budget worksheet.	553	71
	Media	Watch: Managing Money	Learning to manage your money is a skill that you should hone throughout your personal and professional lifetime. Starting now is a smart move!	553-554	70-71
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions. Arianna has been working at the Angeli Day Spa for the past year. during that time, she has learned a lot about the business of esthetics.	n/a	n/a
	Assessment	Do It: Money Matters Quiz	You have already spent money in order to make money right? You have invested in school in order to learn your esthetics craft and make a successful career for yourself. Take the multiple-choice quiz to test your financial knowledge.	n/a	n/a
Continue Your Education and Plan Your Success	Read	Finding the Right Role Models	Read about finding the right role model.	554	72
	Read	Continue Your Education and Plan for Success	Read about continuing your education and planning for success.	554	73-75
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions. Arianna, an esthetician, has been working at the Angeli Day Spa for three years. She loves her job, but is looking to expand her skills and knowledge.	n/a	n/a
	Media	Watch: How to Create Your Dream Career	You are capable of greatness. Learn 8 steps to add structure to your dream building process to create a powerful future in the esthetics industry. Watch the following presentation!	554	n/a
	Assessment	Do It: True or False?	Do you ask for advice when needed? Did you find a mentor? Stay committed to plan for success! Take the true or false test to see where you stand.	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter.	555-559	76-81
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 21: Career Planning.	561-564	n/a
	Media	Do It: ConnectYard Activity - #ch21share	Congratulations for completing Chapter 21! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	82

## Chapter 22 - The Skin Care Business

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	571	1-3
	Assessment	Do It: Pre-Assessment Quiz	Assess what you already know about running a salon or spa business by answering the true and false questions.	n/a	n/a
	Read	Why Study The Skin Care Business?	Find out by reading this section, Why Study?	572	3
Going into Business for Yourself	Read	Going into Business for Yourself	Read about going into business for yourself.	573-578	4
	Media	Watch: Types of Ownership	A salon can be owned and operated by an individual, partnership, or a corporation. Find out more about the various options available!	573-578	4-8
	Media	Bringing it Home	Research booth rentals in your area.	574	n/a
	Media	Watch: Rental vs. Commission	Know the business model you wish to pursue before you develop your business plan.	573	n/a
	Read	Develop a Plan of Action & Business Plans	Read about developing a plan of action.	574	9-12
	Media	Watch: Develop a Plan of Action	You have decided to start your own business! Your year one plan will focus on getting the business started by assessing business feasibility, choosing a name, and selecting the right location.	574	n/a
	Read	Do It: Plan a Physical Layout	Create a physical plan for your own salon.	575	13-16
	Assessment	Do it: Starting Your Own Business Quiz	Quiz your knowledge of running your own business and the preparations needed to prepare for this venture.	n/a	n/a
	Read	Protecting Your Business and Business Operations	Read about how to protect your business.	576	17-28
	Media	Watch: Are You Ready to be a Salon or Spa Owner?	Questions to ask yourself when you think you are ready to make the leap from an employee to an owner.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions. Kayla entered the field of skin care with the goal of owning her own salon or spa. Now, as she prepares to go into business for herself, Kayla has some important factors to consider, such as	n/a	n/a
Read	Important Types of Insurance Esthetics	Read this article on general insurance options you should consider for your esthetics business. Keep in mind insurance varies greatly depending on where your business is and what type of services you offer.	576	n/a	



Keeping Good Records	Read	The Importance of Keeping Good Records	Read about the importance of keeping good records.	578-579	29-31
	Media	Watch: The Importance of Keeping Good Records	Keeping daily, weekly, and monthly records is crucial to understanding how well your business is functioning. Watch this presentation to find out more!	578-579	n/a
	Assessment	Do It: True or False?	Running a successful and organized business means keeping on top of reporting and tracking. Test your working knowledge of managing records.	n/a	n/a
Operating a Skin Care Business & Public Relations	Read	Operating a Skin Care Business	Read about operating a successful skin care business.	579-582	32-41
	Media	Watch: Operating a Successful Skin Care Business	What does it take to operate a successful business? A variety of things: quality services and staff, efficient workspace, continuing education, consistent marketing efforts, and hard work!	579-582	n/a
	Assessment	Do It: Multiple Choice Quiz	Quiz yourself and show what you know about operating your own business!	n/a	n/a
	Media	Watch: Scheduling Appointments	Keep clients happy by scheduling appointments efficiently. Watch this clip for a few pointers.	579	n/a
	Assessment	Do It: True or False?	There are a number of elements to consider to operate a successful business. Let's see if you know the key elements by taking the quiz.	n/a	n/a
Personnel & Public Relations	Read	Personnel and Public Relations	Read about managing personnel and public relations.	572	42-46
	Media	Watch: Making the Most Out of Your Interview	The quality of services and staff is a major key in operating a successful business. Take the time to interview candidates and hire the right team.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions. Amelia has purchased a business that is in alignment with her business plan. Currently, she is in the process of staffing, and is quickly learning what it takes to operate a successful skincare	n/a	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information see the Study Notes.	583-575	47-51
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 22: The Skin Care Business.	588-591	n/a
	Media	Do It: ConnectYard Activity - #ch22share	Congratulations for completing Chapter 22! Now that you have completed the chapter it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	52

## Chapter 23 - Selling Products and Services

Learning Path	Activity Type	Activity	Activity Description	Lesson Plan Pages	Instructor Support Slides
	Read	Chapter Learning Objectives	Review the main objectives that you will learn.	595	1-2
	Assessment	Do It: Pre-Assessment Quiz	Are you ready to educate your clients and increase your salary by selling products and services? Take the quiz to figure out how much you already know about selling, marketing, merchandising, and closing a sale.	n/a	n/a
	Read	Why Study Selling Products and Services?	Find out by reading this section, Why Study?	596	2
Selling in the Skin Care Salon	Read	Selling in the Skin Care Salon	Read about selling skin care in the salon.	597-598	3-8
	Media	Watch: Selling in the Skin Care Salon	The products and services you offer your clients during treatments add value to their salon experience. Often clients learn about new skin care products and treatments during the time they spend with an esthetician.	597-598	n/a
	Assessment	Do It: Multiple Choice Quiz	Test your knowledge on the basic principles of selling products and services in the salon.	n/a	n/a
	Media	Watch: Retail Knowledge Increases Retail Sales	Work with your team to understand your product lines. If the spa sells it, the staff must know how it helps the customers through product education. Find out more!	n/a	n/a
Know Your Products and Services	Read	Know Your Products and Services	Read about the importance of knowing your products and services.	598	9-13
	Media	Watch: Recommending Products	Increase income by retailing, recommending or selling products for use at home!	598	n/a
	Assessment	Do It: True or False?	Test your knowledge! Learning about products and services makes it easier to educate clients and increase retail sales.	n/a	n/a
	Media	Watch: Know Your Products and Services	Make it your goal to thoroughly understand all of the products and services offered by your salon. Doing so will make it easier to educate clients and increase retail sales.	598	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions. Rachel has just joined the staff at Lotus Blossom Day Spa and needs to learn how to sell skin care products at the spa.	n/a	n/a
	Read	Merchandising	Read about merchandising.	598-599	14-15
	Media	Watch: Merchandising Presentation	How you display and arrange the retail products in your salon's retail area has a direct impact on whether or not clients will want to try the products.	598-599	n/a

Merchandising & Marketing	Assessment	Do: Drag and Drop Exercise 1	Complete the sentences by finding the right term in the word bank.	n/a	n/a
	Read	Marketing	Read about marketing.	599-600	16-23
	Media	Watch: Client Value Presentation	In order for any marketing or communications campaign to be successful, the client must find value in the offering -- enough value to warrant buying it.	599-600	n/a
	Assessment	Do It: Drag and Drop Exercise 2	Drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions. Rachel is ready to assist the spa owner with building a strong retail program that includes merchandising and marketing.	n/a	n/a
Client Value	Read	Client Value, Building a Clientele, and Retention	Read about client value, building a clientele and client retention.	600-601	24-33
	Media	Watch: Marketing Presentation	The theory of marketing outlines the basic principles of how goods and services are bought, sold, and exchanged.	n/a	n/a
	Assessment	Do It: Quiz	Show what you know about marketing and promotions	n/a	n/a
	Media	Watch: Building a Clientele Presentation	Long-lasting relationships between you and your clients benefit both of you. To build a loyal clientele, make sure every client is happy with their results and has confidence in your professional	601-602	n/a
	Assessment	Do It: Drag and Drop Exercise 3	Drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a
	Media	Watch: Client Retention Strategies Presentation	Client retention requires special attention and strategies. Watch this video for an introduction to some client retention strategies.	601	n/a
	Assessment	Do It: Drag and Drop Exercise 4	Drag the correct term from the word bank to complete the sentence or phrase.	n/a	n/a
Closing the Sale and Tracking Success	Read	Closing the Sale	Read about closing the sale and tracking your success.	602	34-36
	Media	Watch: Closing the Sale Presentation	At the end of each treatment or service, talk with your client about any concerns and discuss appropriate homecare products and regimens.	602	n/a
	Assessment	Do It: Multiple Choice Quiz	Take this quiz to test your knowledge on the importance of closing the sale.	n/a	n/a
	Media	Watch: Getting Retail Results	It does not matter if you are styling hair, performing skin treatments, or giving a massage... getting retail results is a simple finding your client's needs, wants, and desires and recommending products that fulfill their desires. Think about this clip from an esthetician's point of view education a client about the treatment and products used.	n/a	n/a
	Assessment	Do It: Putting Yourself in the Situation	Read the scenario and answer the questions. Rachel wants to make sure that she is providing the best quality services and products to her	n/a	n/a

	Media	Watch: Calculating Your Average Ticket Presentation	Learn how to calculate your average ticket and why this is important to you.	n/a	n/a
	Media	Watch: How to Manage Gift Card Income	Who doesn't like receiving gift cards? Gift cards can be sold year round, but a budget plan must be in place.	602	n/a
Chapter Review	Media	Recap Chapter Highlights	A quick glance at the top takeaways of this chapter. For an in-depth account of the information, see the Study Notes.	603-606	37-41
	Media	Study Notes	Use this outline of all of the content in this chapter to prepare for exams.	n/a	n/a
	Flashcards	Key Terms Review	Study the definitions of key terms to prepare for the final chapter exam.	n/a	n/a
	Assessment	Final Chapter Exam	Prepare for your licensure exam by taking this comprehensive exam for Chapter 23: Selling Products and Services.	607-608	n/a
	Media	Do It: ConnectYard Activity - #ch23share	Congratulations for completing Chapter 23! Now that you have completed the chapter, it's time to share what you have learned with your classmates and instructor. Using the ConnectYard App, complete the following discussion.	n/a	42