# Milady Standard Esthetics Advanced Revision Synopsis

**GLOBAL COMMENTS**

New features added to the 2nd edition that are found throughout the textbook:
1. Each chapter contains a listing stating the most important reasons for studying the applicable subject. These reasons have been included in the Learning Motivation found at the beginning of each Lesson Plan.
2. Practical Skills Competency Evaluation Criteria have been added to the end of each practical lesson plan.
3. The term *sanitation* has been eliminated from the textbook. It has been replaced with *cleaning, decontamination, or disinfection* throughout.

<table>
<thead>
<tr>
<th>MILADY STANDARD ESTHETICS ADVANCED 2ND EDITION – CHAPTER OBJECTIVES</th>
<th>MILADY’S STANDARD ESTHETICS: ADVANCED 1ST EDITION – CHAPTER OBJECTIVES</th>
<th>SYNOPSIS OF SIGNIFICANT CHANGES</th>
</tr>
</thead>
</table>
| Chapter 1: Changes in Esthetics  
- Describe the evolution of the esthetics industry.  
- Discuss the need for advanced education and list a variety of employment opportunities.  
- Identify and discuss the steps of critical thinking and problem solving.  
- Explain soft skills and how to incorporate them into your work.  
- List Health Insurance Portability and Accountability Act (HIPAA) guidelines and your legal obligations to your clients’ privacy.  
- Reference a broad range of resources to assist you in the industry. | Chapter 1: Changes in Esthetics  
- Describe the evolution of the esthetics industry.  
- Discuss the need for advanced education and list a variety of employment opportunities.  
- Identify and discuss the steps of critical thinking and problem solving.  
- Explain soft skills and how to incorporate them into your work.  
- Understand HIPAA and your legal obligations to your clients’ privacy.  
- Reference a broad range of resources to assist you in the industry. | There are no significant changes to the information contained in the 2e. The new chapter does not include the specific steps an individual might take for treating yourself holistically. In addition, there are several new Professional Organizations and Publications listed in the 2e. |
| Chapter 2: Infection Control  
- Explain the purposes and roles of the OSHA and the CDC.  
- Describe the Bloodborne Pathogens Standard.  
- Discuss autoimmune disorders caused by bloodborne pathogens.  
- Outline the principles of infection control.  
- Identify potential hazards an esthetician may encounter.  
- Establish and use safety guidelines for estheticians. | Chapter 2: Infection Control  
- Understand the purposes and roles of the OSHA and the CDC.  
- Know the Bloodborne Pathogens Standard.  
- Discuss autoimmune disorders caused by bloodborne pathogens.  
- Know the principles of infection control.  
- Identify potential hazards an esthetician may encounter.  
- Establish and use safety guidelines for estheticians. | The following topics have been deleted from the 2e:  
- Reference to the IRS Form SS-8 which is used to determine a worker’s status for tax purposes.  
- The causes of Hepatitis  
- Reference is made to Hepatitis E and G.  
- Reference to the *water leak test* for gloves  
- Elements of body hygiene  
The following topics have been added to 2e:  
- Detailed discussion of MRSA |

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Chapter 3: Advanced Histology of the Cell and the Skin

- Recognize cellular components and their functions.
- Discuss the cellular membrane structure.
- Define cellular receptors and their purpose.
- Identify internal cellular structure and function.
- Define cellular differentiation.
- Name the major functions of the skin.
- Recognize key cells of the epidermis of the skin: keratinocytes, melanocytes, and Langerhans cells.
- Name key cells of the dermis of the skin: the fibroblast, the mast cell, and the leukocytes.
- Explain how keratinocytes replace the stratum corneum.
- Name the major proteins of the dermis: the extracellular matrix (ECM).
- Identify cell growth control mechanisms.
- Recognize stem cells: mesoderm, ectoderm, and endoderm.
- Discuss major types of tissues in the body.
- Match immune system cells and reactions.
- Describe the mechanism of exfoliation—the desmosomes.
- Summarize penetration and permeability.
- Discuss sensory nerves and perception in the skin.

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- Explain how keratinocytes replace the stratum corneum.
- Name the major proteins of the dermis, the ECM.
- Understand cell growth control mechanisms.
- Recognize stem cells: mesoderm, ectoderm, and endoderm.
- Discuss major types of tissues in the body.
- Understand immune system cells and reactions.
- Describe the mechanism of exfoliation—the desmosomes.
- Understand penetration and permeability.
- Discuss sensory nerves and perception in the skin.

There are no significant changes from the first edition to the second edition.
Chapter 4: Hormones
- Identify the endocrine glands.
- Discuss hormone production.
- Classify the hormonal phases of life.
- Discuss the phases of pregnancy and its impact on the skin.
- Recognize PMS flare-ups.
- Discuss menopause and its impacts.
- Identify the skin conditions that can accompany menopause.
- Recommend recourse for hirsutism.
- Recognize other hormonal impacts on the skin.

Chapter 4: Hormones
- Identify the endocrine glands.
- Discuss hormone production.
- Classify the hormonal phases of life.
- Demonstrate a knowledge of pregnancy and its impact on the skin.
- Be able to recognize PMS flare-ups.
- Understand the impact of birth control pills.
- Be able to discuss menopause.
- Know the conditions that can accompany menopause.
- Be able to recommend recourse for hirsutism.
- Understand other hormonal impacts on the skin.

Both chapters contain essentially the same information regarding hormones.

Information found in the 1st edition that is no longer contained in the 2nd edition includes:
- The discussion on Skin Care for Young Teenagers
- Guidelines for treating young clients' skin

Information not contained in the 1st edition that is contained in the 2nd edition includes:
- Calcitonin and its purpose
- Cortisol and its purpose
- Significant discussion on diabetes including Type I, Type II, Gestational diabetes, diabetic dermopathy, and acanthosis nigricans
- Polycystic ovarian syndrome

Chapter 5: Anatomy and Physiology: Muscles and Nerves
- Explain voluntary and involuntary movement.
- Recognize the skeletal muscles of the body.
- Describe how muscles receive nerve impulses from the brain.
- Identify and demonstrate the placement of the facial muscles.
- Discuss the function of each facial muscle.
- List the facial nerves and explain their functions.

Chapter 5: Anatomy and Physiology: Muscles and Nerves
- Identify the facial muscles.
- Understand the functions of facial nerves.
- Demonstrate knowledge of the body muscles.
- Identify the different types of muscles.
- Explain the types and functions of the skeletal muscles.
- Explain the various types of muscle movement.
- Identify the purpose of these muscles.
- Identify the facial nerves and their innervations.

Both editions contain essentially the same information regarding the muscles and nerves as they relate to advanced esthetics.

The 2e contains no reference to the following:
- Venules
- Transverse facial arteries
- Musculo cutaneous perforators
- Gluteus brevis

Also, in the 2e, the fibularis is now referred to as peroneal.
Both editions contain essentially the same information regarding the cardiovascular and lymphatic systems with the following exceptions.

The 2e contains no reference to the following:
- Flexor or contractile surfaces.

The 2 e has added the following information:
- Fibrous pericardium
- Serous pericardium
- The blood transport loop and pulmonary circuit
- Functional Properties of Arteries: elasticity and contractability

Both editions contain essentially the same information regarding chemistry and biochemistry with the following exceptions.

The 2e has removed the following:
- Reference to sodium
- Reference to simple and conjugated proteins
- Phosphoroproteins
- Peptide
- Polypeptide

The 2e has added the following information:
- Nitrogen
- Methylene groups
- Hydrophobic
- Carboxyl end
- Scleroprotein
- Globulins: albumin, nucleic acids
- pH, Acids and Bases
### Chapter 8: Laser, Light Energy, and Radiofrequency Therapy

- Describe how laser light is created.
- Name three regulatory agencies that govern laser and light therapy usage.
- Outline the role of the Laser Safety Officer.
- Identify common lasers used in the cosmetic field.
- Discuss common lasers/light therapies for facial rejuvenation.
- List the required safety measures when using a laser system.
- Explain common uses of LEDs.

### Chapter 9: Wellness Management

- Identify the relationship between nutrition and stress.
- Describe how poor nutrition causes aging.
- Explain the effects of stress on the body.
- Discuss nutritional and non-food methods of managing stress.

### Both editions contain essentially the same information regarding lasers and light energy.

The 2e has added the following information:

- Reference to nonablative devices and the different device types.
- Chromophores that are targeted by the laser beam’s thermal energy.

<table>
<thead>
<tr>
<th>Chapter 8: Laser, Light Energy, and Radiofrequency Therapy</th>
<th>Chapter 9: Nutrition and Stress Management</th>
<th>Both editions contain essentially the same information regarding nutrition and stress management.</th>
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<tbody>
<tr>
<td>- Describe how laser light is created.</td>
<td>- Identify the relationship between nutrition and stress.</td>
<td>The 2e has added the following information:</td>
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<tr>
<td>- Name three regulatory agencies that govern laser and light therapy usage.</td>
<td>- Understand how poor nutrition causes aging.</td>
<td>- The measure of a calorie</td>
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<tr>
<td>- Outline the role of the Laser Safety Officer.</td>
<td>- Explain the effects of stress on the body.</td>
<td>The Esthetics Benefits of Vitamins now includes Vitamin K, P, Calcium, Chromium, Folate, Iron, Magnesium, Selenium, Zinc</td>
</tr>
<tr>
<td>- Identify common lasers used in the cosmetic field.</td>
<td>- Discuss nutritional and non-food methods of managing stress.</td>
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</tbody>
</table>
### Chapter 10: Advanced Skin Disorders - Skin in Distress

- Understand the inflammation cascade.
- Understand wound healing.
- Identify injuries from laser and other treatment therapies.
- Recognize short-term sun damage.
- Identify long-term photo damage.
- Describe the factors that influence acne.
- Better understand rosacea.
- Recognize skin disorders that should be referred to a medical professional.

Both editions contain essentially the same information regarding advanced skin disorders and skin in distress.

The following references have been removed from the 2e:
- Simple suture, buried suture, running suture

The 2e has added the following information:
- Significant discussion on burns and the effects of inflammation on the immune system
- Radiation
- The discussion on melanoma has been revised and updated.

### Chapter 11: Skin Typing and Aging Analysis

- Discuss the various ways skin can be evaluated.
- Identify various Fitzpatrick skin types.
- Explain various Glogau classifications.
- Outline various Rubin classifications.
- Describe how estrogen-androgen balances define isotypes.

Both editions contain essentially the same information regarding skin typing and aging analysis.

The following references have been removed from the 2e:
- Kigman Classification
- DermLite

The 2e has added the following information:
- Other skin typing systems including: the Lancer System, the Kawada System, the Goldman World Classifications, The Willis and Earles Scale, the Taylor Hyperpigmentation Scale, the Bauman Skin Type Solution, The Roberts Skin Type Classification System.
- A brief discussion of using the different skin typing systems and aging analysis.
<table>
<thead>
<tr>
<th>Chapter 12: Skin Care Products – Chemistry, Ingredients and Selection</th>
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<tbody>
<tr>
<td>- Explain how and why ingredients may or may not penetrate the skin.</td>
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<tr>
<td>- Describe the different types and categories of cosmetic and skin care ingredients.</td>
</tr>
<tr>
<td>- Define the difference between functional and performance ingredients.</td>
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<tr>
<td>- Discuss how key performance ingredients work on the skin.</td>
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<tr>
<td>- Compare how sunscreens function and the potential regulations regarding UVA protection.</td>
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<tr>
<td>- Describe how moisturizers work on the skin and why moisturization is key to proper skin functioning.</td>
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<tr>
<td>- Explain the difference between natural and organic with respect to botanical ingredients.</td>
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<tr>
<td>- Write about the future impact of nanotechnology in skin care.</td>
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</table>

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<tr>
<th>Chapter 12: Skin Care Products: Ingredients and Chemistry</th>
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<tbody>
<tr>
<td>- Describe the different types and categories of cosmetic and skin care ingredients.</td>
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<tr>
<td>- Define the difference between a drug and a cosmetic.</td>
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<tr>
<td>- Demonstrate how to interpret an ingredient label on a product.</td>
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<tr>
<td>- Discuss the difference between a functional and performance ingredient.</td>
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<tr>
<td>- Identify the functions of many functional and performance ingredients.</td>
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<tr>
<td>- Describe how products are made.</td>
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<tr>
<td>- Read and understand a product's ingredient label.</td>
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</table>

<table>
<thead>
<tr>
<th>There are significant differences between the content contained in Chapter 12 of the 1st and 2nd editions. Both chapters discuss the following:</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Biology, chemistry, medicine, pharmacology, and cosmetology</td>
</tr>
<tr>
<td>- Performance and functional ingredients</td>
</tr>
<tr>
<td>- Vehicles, emulsifiers, AHAs, BHAs, and contraindications</td>
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<tr>
<td>- Antioxidants</td>
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<td>- Plant extracts</td>
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<td>- Anti-aging</td>
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<td>- Sunscreen ingredients</td>
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<tr>
<td>- Free radicals</td>
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<td>- Sunscreens and ingredients</td>
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<tr>
<td>- Polyphenols</td>
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</tbody>
</table>

The 2e contains the following new information:
- Why people use performance skin care cosmetics
- Expanded discussion on nanotechnology
- Free acid, neutralization, and partial neutralization
- Retinoids and retinoid derivatives
- UVA I and UVA II
- The real meaning of SPF
- Pomegranate Extract
- Coffee Cherries
- Understanding organic
- Reference to the ICCR

The 2e does not contain discussions about the following:
- Emollients and comedogenicity
- Fatty acids and esters
- High tech vehicles
- Anionic, cationic, amphoteric, and nonionic surfactants
- Physical emulsions
- Essential oils
Chapter 13: Botanicals and Aromatherapy
- Define herbal ingredients and extracts.
- Discuss benefits and uses of botanicals in skin care.
- Identify plant compounds.
- Discuss the methods of botanical extraction.
- Name 11 botanicals for skin care.
- Discuss aromatherapy and essential oils.
- Explain the sense of smell and olfactory response.
- Discuss essential oils and their chemistry.
- List contraindications to essential oils.
- Name 13 essential oils.
- Discuss how essential oils are blended.
- Prepare recipes for skin and spa.
- Discuss issues surrounding an aromatherapy practice.
- Describe a holistic consultation.
- Discuss legal considerations of using essential oils and botanicals.

Both editions contain essentially the same information regarding botanicals and aromatherapy.

In the 2nd edition, information regarding botanicals for skin care and thirteen essential oils is presented in a new, more easy to follow format.

Information new to the 2e includes:
- Safety and precaution guidelines for the use of essential oils
Examine a product and determine by its ingredients the type of client for whom it is suitable.

Select specialty treatment products for skin issues based on ingredients.

Understand the process of developing a product.

While the chapter objectives for both the 1e and 2e are identical, there are significant changes in both content and format.

The 1e broke out the skin type, product characteristics, and chemical action and design for each product listed, but the 2e provides general product information in a simple narrative format.

The following specific references have been deleted from the 2e:

- Cleansers for the various skin types
- Toners for the various skin types
- Creams for the various skin types
- Specialty creams and treatments
- Additional acne care considerations
- Additional rosacea product selection tips
- Reducing redness
- Lifestyle modifications

Information new to the 2e includes discussions on the following:

- Cleanser removal
- Subclassifications of creams
- Performance Creams: Day and Night
- Traditional Creams: Day and Night
- Lotions
- Moisturizers
- Sunscreens and Sunless Tanners
- Line Selection for Designing a Successful Home Care Regimen
- Correction- and Prevention-Based Home Care Programs
- A Table listing ingredient names and functions
- New step 5, packaging selection, has been added to how to products are developed
Chapter 15: Pharmacology for Estheticians

- Discuss the FDA and drug approval process.
- Identify different conditions and the medications used to treat them.
- Name frequently used medications and describe the effects of these medications on the skin.
- Discuss why estheticians need to be knowledgeable about medications and side effects.
- Define what is and isn’t within the esthetician’s scope of practice, as related to medications and side effects.

Both editions contain essentially the same information regarding pharmacology for estheticians.

The following references have been deleted from the 2e:
- VLDL (very low density lipoprotein
- Patent approvals
- Psychosis treatments including talk therapies and thioxanthenes

New information contained in the 2e includes:
- A detailed discussion on the initial consultation
- An explanation of the Latin derivatives for prescription, superscription, inscription, subscription, and signature
- A discussion of thrombolytics and hypolipidermic agents.
- Medications for Epilepsy and Seizures
- Anti-acne medications are expanded
- A discussion of superficial mycoses, subcutaneous mycoses, and opportunistic mycoses
- A discussion regarding scabies

Chapter 16: Advanced Facial Techniques

- Classify and employ variations in skin treatments to achieve goals.
- Develop and employ protocols for specific skin conditions.
- Identify sensitive skin and its issues.
- Perform manual microdermabrasion.
- Select and employ superficial peels that are appropriate for the client.
- Select and demonstrate different mask technologies.

Both editions contain essentially the same information regarding advanced facial treatments and the same six procedures

New Information found in the 2e includes the following:
- Skin Care for Young Teenagers
- Superficial peeling, medium-level peeling, deep peeling
- Specialty peels
Chapter 17: Advanced Skin Care

- Demonstrate advanced facial massage movements to be incorporated into your current massage.
- Diagram advanced neck and décolletage movements to be included in your current massage.
- Show how to add appropriate massage movements into your back treatments.
- Identify movements that meet specific client needs.
- Perform Shiatsu face massage.
- Provide a reflexology ear massage.
- Incorporate stones into facial massage.
- Perform manual lymph draining of the face.
- Perform machine-aided lymph drainage of the face.

Both editions contain essentially the same information regarding advanced skin care massage.

New information found in the 2e includes the following:
- Expanded discussion of massage contraindications
- Identification of concerns regarding massage that are not actually contraindications
- A brief discussion on postmassage care

Information deleted from the 2nd edition includes:
- The advanced movement called Eye Express
- The advanced movement called Around We Go
- The advanced movement called the Paddle Wheel
- The discussion on pressotherapy

Chapter 18: Advanced Facial Devices

- Name the steps involved in purchasing cosmetic technology.
- Describe the technique for facial rejuvenation using an IPL.
- Understand the benefits of laser hair removal.
- List the advantages of an LED facial treatment.
- Discuss the different types of microdermabrasion devices.
- Discuss the use of ultrasonic devices.
- Discuss microcurrent treatments.
- Describe the steps used with advanced electrodessication devices.
- Describe dermaplaning and its use.
- Understand skin needling.
- Discuss your scope of practice in a medi-spa environment.

Both editions contain essentially the same information contained in the 1st edition, but a great deal of information has been moved from the former chapter 19 and has been placed in chapter 18 as follows:

- Laser Hair Removal
- Monochromatic Light
- IPL
- Safety Issues
- Client Selection
- Effects of Laser on Skin Type
- Patch Test
- Consultation
- Topical Anesthesia
- Laser Treatment Parameters
- Technical issues such as wavelength, energy fluence, pulse duration, spot size, thermal storage coefficient, thermal relaxation time, and post-treatment
- Liability Concerns

Information contained in the Advance 2e contains much of the same information contained in the 1st edition, but a great deal of information has been moved from the former chapter 19 and has been placed in chapter 18 as follows:

- Laser Hair Removal
- Monochromatic Light
- IPL
- Safety Issues
- Client Selection
- Effects of Laser on Skin Type
- Patch Test
- Consultation
- Topical Anesthesia
- Laser Treatment Parameters
- Technical issues such as wavelength, energy fluence, pulse duration, spot size, thermal storage coefficient, thermal relaxation time, and post-treatment
- Liability Concerns

Information totally new to the 2e includes the following:
- Dermaplaning
- Skin Needling
- Procedure for Laser or IPL Hair Removal
Chapter 19: Hair Removal

- Discuss the importance of safety and disinfection procedures.
- Explain the difference between hirsutism and hypertrichosis.
- Describe basic threading techniques and their uses.
- Discuss sugaring as an alternative technique.
- Employ advanced facial waxing techniques.
- Build speed-waxing techniques.
- Perform Brazilian waxing.
- Perform male waxing services.
- Discuss the basics of electrolysis.
- Discuss the uses of hair removal associated with medical intervention.

Information contained in the 2nd edition is much the same as the information contained in the 1st edition except that substantial information from the 1e has been moved to chapter 18 as follows:

- Laser Hair Removal
- Monochromatic Light
- IPL
- Safety Issues
- Client Selection
- Effects of Laser on Skin Type
- Patch Test
- Consultation
- Topical Anesthesia
- Laser Treatment Parameters
- Technical issues such as wavelength, energy fluence, pulse duration, spot size, thermal storage coefficient, thermal relaxation time, and post-treatment
- Liability Concerns
- The procedure for Laser or IPL Hair Removal

Additional new information found in the 2e includes the following:

- A detailed discussion of Electrolysis and its modalities
- A discussion of Hair Removal and Plastic Surgery
- An expanded discussion of Hirsutism and Hypertrichosis
- A third position to facilitate the removal of hair from the buttocks.
- A discussion on Gender Reassignment (Male to Female) and the stages a patient must go through.
<table>
<thead>
<tr>
<th>Chapter 20: Advanced Makeup</th>
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<th>Chapter 21: Spa and Alternative Therapies</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Define and evaluate mineral makeup.</td>
<td>- Apply different forms of lash enhancements.</td>
<td>- Discuss the differences in spa types and services.</td>
</tr>
<tr>
<td>- Demonstrate mineral makeup application techniques.</td>
<td>- Describe techniques for lash perming.</td>
<td>- Select the table that best suits your needs.</td>
</tr>
<tr>
<td>- Employ mineral makeup camouflage techniques to hide a skin discoloration.</td>
<td>- Define and evaluate mineral makeup.</td>
<td>- Handle client preparation, treatment suitability, and confidentiality and privacy issues.</td>
</tr>
<tr>
<td>- Identify products and equipment used for airbrush makeup.</td>
<td>- Use mineral makeup application techniques.</td>
<td>- Discuss types of wraps and mask options.</td>
</tr>
<tr>
<td>- Use the techniques needed to achieve a desired look.</td>
<td>- Use mineral makeup camouflage techniques.</td>
<td>- Discuss the supplies and equipment needed for spa treatments.</td>
</tr>
<tr>
<td>- Apply maximum-coverage makeup to hide a tattoo.</td>
<td>- Identify products and equipment used for airbrush makeup.</td>
<td></td>
</tr>
<tr>
<td>- Design and create a custom stencil for fantasy makeup or body painting.</td>
<td>- Master the techniques needed to achieve a desired look.</td>
<td></td>
</tr>
<tr>
<td>- Discuss the differences between airbrushing makeup and spray tanning.</td>
<td>- Complete a beauty makeup application.</td>
<td></td>
</tr>
<tr>
<td>- Describe techniques for eyelash perming.</td>
<td>- Accomplish maximum coverage makeup.</td>
<td></td>
</tr>
<tr>
<td>- Apply different forms of lash enhancements.</td>
<td>- Design and create custom stencils for fantasy makeup and body makeup.</td>
<td></td>
</tr>
<tr>
<td>- Explain basic permanent cosmetic procedures and training protocols.</td>
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<td></td>
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</tbody>
</table>

Both editions contain essentially the same information regarding advanced makeup procedures. The 2e contains the following new information:
- An extensive discussion on spray tanning procedures

The following information was deleted from the 2e:
- The specific procedure for Applying Mineral Makeup, although extensive discussion about the products and procedures remains.

Both editions contain essentially the same information regarding spa and alternative therapies. The 2e contains the following new information:
- A discussion on OSHA and Client/Practitioner Safety
- Disinfection
- Preparing the Room for a Body Treatment
- Pressotherapy/Lymphatic Drainage and Cellulite Treatments (which was contained in the 1e in chapter 17).

The following information was deleted from the 2e:
- The brief discussion on Raindrop Therapy

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Chapter 22: Complementary Wellness Therapies

- Identify the relationship between energy balance and complementary therapies.
- Demonstrate a mini-wellness treatment.
- Explain the effects of stress on the mental, emotional, and physical bodies.
- Select complementary wellness products for home care to retail.
- Discuss the chakra system and its associated colors, endocrine glands, and organs in the physical body.
- Describe how color relates to selecting your gemstone collection.

Chapter 22: Alternative Therapies

- Understand and perform various healing modalities.
- Explain how alternative therapies benefit daily life.
- Select alternative healing products for home care to sell from your facility.
- Select your healing stone collection.
- Know placement for hands-on treatments and gemstones.

Both editions contain essentially the same information regarding alternative therapies.

The title has been changed from Alternative Therapies to Complementary Wellness Therapies. In addition, the 1e used the term spirit and the 2e generally refers to subtle energy body.

New information contained in the 2e includes:
- Classifications of five domains within Complementary and Alternative Medicine (CAM).

Chapter 23: Ayurveda Theory and Treatments

- Discuss Ayurveda’s history and treatments.
- Identify qualities of Ayurvedic treatments.
- Describe how the five elements form the three doshas.
- Discuss the positive qualities of each of the doshas as they relate to clients.
- Name lifestyle choice and habits that disrupt the doshas and cause problems.
- Describe how customizing treatments can help balance the doshas.
- Discuss the benefits of Ayurvedic treatments.
- Define the types of Ayurvedic services that are offered.

Chapter 23: Ayurveda Theory and Treatments

- Discuss what Ayurveda means, where it comes from, how old it is, and the types of treatments it includes.
- Name the unique qualities of Ayurvedic treatments.
- Describe how the five elements form the three doshas.
- Discuss the positive qualities of each of the doshas as they relate to clients.
- Name lifestyle choices and habits that disrupt the doshas and cause problems.
- Describe how customizing treatments can help balance the doshas.
- Name the benefits of ayurvedic treatments.
- Define the types of ayurvedic services that are offered.

Both editions contain essentially the same information regarding Ayurveda theory and treatments.

Information contained in the 1e that has not been included in the 2e includes:
- The opening sequence massage procedure.

There is no significant new information in this chapter of the 2e.
Chapter 24: Working in a Medical Setting

- Explain how estheticians work with physicians.
- Name the key personnel in a medical aesthetic setting.
- Discuss common misconceptions in the field of medical esthetics.
- Explain what the term scope of practice means for estheticians.
- List the various types of medical aesthetic practices.
- Name the various procedures performed in a medical practice.
- Discuss the difference in training and education for physicians and estheticians.
- Consider best practices for interfacing with medical professionals.
- Discuss the role of HIPAA in the medical aesthetics practice.
- Explain the scientific method.
- Discuss the importance of medical record keeping.
- Explore legalities in the medical aesthetic environment.

Chapter 25: Medical Terminology

- Discuss and define medical terminology.
- Explain the history and origin of medical terminology.
- Outline how to conduct a word analysis.
- Describe the use of plurals.
- Define root words.
- List and describe the use of prefixes.
- Name and discuss suffixes.
- Explain pronunciation.

Both editions contain essentially the same information regarding working in a medical setting.

New information contained in the 2e includes:
- Core values and work approaches that the medical team presents.

Information deleted from the 2e includes the following:
- The Table listing Common Suffixes Used In Medication Terminology

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<table>
<thead>
<tr>
<th>Chapter 26: Medical Intervention</th>
<th>Chapter 26: Medical Intervention</th>
<th>Both editions contain essentially the same information regarding medical intervention.</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Discuss and define medical intervention.</td>
<td>- Introduce and define medical intervention.</td>
<td>Information deleted from the 2e includes the following:</td>
</tr>
<tr>
<td>- Explain what Botox Cosmetic is and how it is used.</td>
<td>- Explain what Botox is and how to use it in an esthetic environment.</td>
<td>- Brief discussion of Bovine Collagen</td>
</tr>
<tr>
<td>- Explain what Dysport is and how it is used.</td>
<td>- Explain what dermal fillers are and how to use them in an esthetic environment.</td>
<td>- Brief discussion of Human Collagen</td>
</tr>
<tr>
<td>- Define what dermal fillers are and how they are used.</td>
<td>- Define the common types of dermal fillers used.</td>
<td>- Designer Peels</td>
</tr>
<tr>
<td>- List the common types of dermal fillers used.</td>
<td>- Explain what sclerotherapy is and how to use it in an esthetic environment.</td>
<td>- Reference to hylans, achal, and hylaform gel</td>
</tr>
<tr>
<td>- Describe what sclerotherapy is and how it is used.</td>
<td>- Discuss medical peels, how they differ from esthetic peels, and how they are used.</td>
<td>Information added to the 2c includes the following:</td>
</tr>
<tr>
<td>- Discuss medical peels, how they differ from esthetic peels, and how they are used.</td>
<td></td>
<td>- Introduction to Dysport</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Complication and Side Effects of Dysport</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Chapter 27: Plastic Surgery Procedures</th>
<th>Chapter 27: Plastic Surgery Procedures</th>
<th>Both editions contain essentially the same information regarding plastic surgery procedures.</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Report on common plastic surgery procedures.</td>
<td>- Demonstrate a basic working knowledge of common plastic surgery procedures.</td>
<td>New information contained in the 2e includes the following:</td>
</tr>
<tr>
<td>- Explain procedures to clients and answer basic questions about those procedures.</td>
<td>- Explain procedures to clients and answer basic questions about those procedures.</td>
<td>- A brief discussion on laser-assisted liposuction</td>
</tr>
<tr>
<td>- Discuss how you can interact with medical professionals.</td>
<td>- Interact with medical professionals and understand client needs about those procedures.</td>
<td>- A brief discussion on mesotherapy</td>
</tr>
<tr>
<td>- Identify potential client needs associated with plastic surgery procedures.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Chapter 28: The Esthetician’s Role in Pre- and Post-Medical Treatments</th>
<th>Chapter 28: The Esthetician’s Role in Pre- and Post-Medical Treatments</th>
<th>Both editions contain essentially the same information regarding the esthetician’s role in pre- and post-medical treatments.</th>
</tr>
</thead>
<tbody>
<tr>
<td>- List pre-procedures estheticians can perform to enhance surgical procedures and ablative laser procedures.</td>
<td>- Name pre-procedures estheticians can perform to enhance surgical procedures and ablative laser procedures.</td>
<td>New information contained in the 2e includes the following:</td>
</tr>
<tr>
<td>- Discuss home care products used before surgery.</td>
<td>- Discuss home care products used before surgery.</td>
<td>- A brief discussion on caring for cancer patients.</td>
</tr>
<tr>
<td>- Describe post-medical procedure esthetic protocols.</td>
<td>- List post-medical procedure esthetic protocols.</td>
<td></td>
</tr>
<tr>
<td>- Outline home care products used after surgery.</td>
<td>- Discuss home care products used post-surgery.</td>
<td></td>
</tr>
<tr>
<td>- Explain when to refer the client back to the physician for care.</td>
<td>- Decide when to refer the client back to the physician for care.</td>
<td></td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>Chapter 29: Business Skills</th>
<th>Chapter 29: Financial Business Skills</th>
<th>Both editions contain essentially the same information regarding business skills in a spa or salon. Information new to the 2e includes the following: Several new “Here’s a Tip” comments regarding business.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discuss the risks involved in business ownership.</td>
<td>Discuss the risks involved in business ownership.</td>
<td></td>
</tr>
<tr>
<td>Explain the importance of drafting a business plan. Describe several methods that can be used to finance a business.</td>
<td>Explain the importance of drafting a business plan. Describe several methods that can be used to finance a business.</td>
<td></td>
</tr>
<tr>
<td>List the main financial tools used to track business.</td>
<td>List the main financial tools used to track business.</td>
<td></td>
</tr>
<tr>
<td>Explain why insurance is important to the small business owner.</td>
<td>Explain why insurance is important to a small business owner.</td>
<td></td>
</tr>
<tr>
<td>List the primary methods of compensation used in the skin-care industry.</td>
<td>List the primary methods of compensation used in the skin care industry.</td>
<td></td>
</tr>
<tr>
<td>Explain the importance of understanding IRS guidelines.</td>
<td>Explain the importance of understanding IRS guidelines.</td>
<td></td>
</tr>
<tr>
<td>Chapter 30: Marketing</td>
<td>Chapter 30: Marketing</td>
<td>Both editions contain essentially the same information regarding marketing the spa or salon. Information new to the 2e includes the following: A brief discussion on rewards program A new activity New FYIs and “Here’s a Tip”</td>
</tr>
<tr>
<td>Explain the basic principles of marketing.</td>
<td>Explain the basic principles of marketing.</td>
<td></td>
</tr>
<tr>
<td>Explain the role of demographics in creating customer value.</td>
<td>Explain the role of demographics in creating customer value.</td>
<td></td>
</tr>
<tr>
<td>Discuss the various methods of marketing communications.</td>
<td>Discuss the various methods of marketing communications.</td>
<td></td>
</tr>
<tr>
<td>List the six main methods of marketing promotion.</td>
<td>List the six main methods of marketing promotion.</td>
<td></td>
</tr>
<tr>
<td>Explain the value of developing a complete marketing plan.</td>
<td>Explain the value of developing a complete marketing plan.</td>
<td></td>
</tr>
<tr>
<td>Discuss several cost-effective ways to market a salon. Discuss the use of technology in the salon.</td>
<td>Discuss several cost-effective ways to market a salon. Discuss the use of technology in the salon.</td>
<td></td>
</tr>
<tr>
<td>List those government agencies responsible for overseeing marketing.</td>
<td>List those government agencies responsible for overseeing marketing.</td>
<td></td>
</tr>
</tbody>
</table>