

LAMELLE TRAINING PROGRAM 2011

LEVEL 1:

Module A:

Histology, Pathophysiology and Advanced Sun/UVR Theory

A brilliantly structured class, that provides a sturdy foundation for all advanced skincare therapists.

Acquire an in depth understanding of how the skin functions and how you can apply the histology of the skin to your client's skin concerns. What are the causes of skin damage? How does Ultra Violet Radiation affect the important components of your skin, and more importantly; what protective mechanisms are already cleverly build into your skin. What are the clinical signs of epidermal and dermal photoageing, and how can you treat these diseases? This class will provide important information pertaining to organic and inorganic sunscreens. What is all the hype about anti oxidants, and what does medical data say?

*This Module is a prerequisite for attending the Lamelle Module B, C and D training.

Module B:

Collagen induction -Dermaroller(tm) and Cosmeceuticals that induce collagen

The one concern that every client has in common is the ageing of their skin and would pay millions to find a solution to the problem. You can be their solution, by attending this knowledge driven class. What is photo ageing and could creating a controlled amount of injury to a specific zone in the skin be healing? What are the indications and contra indications associated with these treatments?

What is the difference between a cosmetic and a cosmeceutical and why would advanced therapists benefit from the using a cosmeceutical?

How is collagen formed and how can key cosmeceutical ingredients increase the collagen production of the skin? What do published studies say about this?

Module C:

Superficial Chemical Peeling

Come and join us for an extremely informative class filled to the brim with easy to apply knowledge.

In this seminar we will take a look at what a chemical peel is and how far back chemical peeling started, and how it has developed with time. How popular is chemical peeling in comparison to other treatments available and what are the demand trends? These are all questions that can help determine which treatment would be best suited for your clients' skin, as well as answer their questions of what they can expect after their treatment and how long it will take for their skin to heal?

Advantages and disadvantages of superficial chemical peels, as well as contra indications will be outlined. It is so important to know how to avoid and/or manage complications as well as which factors affect the skins response to peels.

*This module is a prerequisite for attending the Lamelle module D

Module D:

The Professional Range

Come and join us for an exciting introduction to the entire Lamelle Professional Range including the 8 key professional developments and the benefits of using our range.

Learn how to match skin conditions; skin type and indication to the appropriate products. Learn about all the exfoliation ingredients used in the range and where to position them for best efficacy. We will help you understand the chemistry dynamics of Lamelle specific TCA and AHA which make them so innovative. What are sensory inhibitors all about anyway?

You will leave this seminar with the confidence to perform all of the Lamelle treatments including body, hands and feet. You will be empowered to share all the features and benefits with your clients, but most importantly of all you will feel proud to use lamelle on your clients and they will be thrilled with the results that they obtain.

Module E:

Clarity

Acne is a common skin disease that affects 85% of people between the ages of 12 – 25years. In addition 20% of women are prone to developing mild acne. Gain knowledge on the pathogenic factors of the acne process, classifications of acne types and severities, primary and secondary targets of therapy, the required medical treatment as well as limitations of current medical therapy. Learn how to best use the Clarity range to your patient's advantage. Be the solution to your patient's acne problems through this informative seminar.

Module F:

The Lamelle sales team understands that we sell different levels of products and services, and we regularly talk with customers about their needs that go beyond just product and price.

The Philosophy of selling is not about getting what you want but helping others get what they want – easier said than done. Well with the Lamelle selling skill's module you too can become a confident sales person with a technique that will guide and help you to sell more, sell better and sell confidently, matching your customer's needs and wants.

People buy from people, so empower yourself to be the best sales person you possible can be. Learn how to profile customers, select an objective, create an opening statement that will wow your customers, deliver the benefits of the products, Learn to Listen, handle objections (PRICE) but more important, have confidence to ASK FOR THE BUSINESS.

specialist training

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