

Sanitas Skincare Education Schedule

March 2020 1 of 2

Sanitas Training Institute | Louisville, CO

3/3

CLASS: SANITAS CHEMICAL PEEL TRAINING

TUESDAY, MARCH 3 | 10:00 AM - 3:00 PM
Jackie Wiggins, LE + RDN - Sanitas Educator

Learn about the different types of chemical peels and discover which peels are most effective for each skin type and condition. Understanding Sanitas peel products and protocols will give you the knowledge and confidence to perform safe, therapeutic chemical peels.

Fee: Complimentary for existing Sanitas clients and \$25 for non-Sanitas clients

3/24

CLASS: OPEN STUDENT DAY: MODALITIES FOR ESTHETICIANS

TUESDAY, MARCH 24 | 10:00 AM - 1:00 PM
Jackie Wiggins, LE + RDN - Sanitas Educator

Technology adds a competitive edge to your skincare practice and mastering professional tools such as brushes, sonic devices and light therapies can intensify treatment room results as well as boost your bottom line. Gain knowledge through classroom demonstrations and hands-on practice and leave equipped with real life skills and techniques that can help you grow a strong repeat client base.

Fee: Complimentary

Sanitas Distance Learning

3/2

WEBINAR: SANITAS CHEMICAL PEEL TRAINING

MONDAY, MARCH 2 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

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Fee: Complimentary

3/5

WEBINAR: UNDERSTANDING MICROCURRENT

THURSDAY, MARCH 5 | 10:00 AM - 11:00 AM
Erin Shapiro, LE - Sanitas Educator

Commonly called the non-surgical face-lift, microcurrent is a valuable defense against aging and is steadily gaining demand for its ability to address skin tone and elasticity concerns. In this one hour webinar, learn how microcurrent works, what facial muscles are instantly impacted, and how to incorporate this firming modality into your menu.

Fee: Complimentary

3/10

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS – ACTIVATE

TUESDAY, MARCH 10 | 1:00 PM - 2:00 PM
Jackie Wiggins, LE + RDN - Sanitas Educator

Created to elevate skin rejuvenation levels, the Sanitas Activate collection features products with ascending levels of the industry's highest ingredient concentrations. This webinar will focus on how to integrate these graduated strength game changers into your treatment room to generate instant and visible results. You will also learn how to customize homecare programs that will produce fast acting, enduring results for your guests.

Fee: Complimentary

3/12

WEBINAR: HIGH ALTITUDE SKINCARE: ARID ENVIRONMENT ANTIDOTE

THURSDAY, MARCH 12 | 10:00 AM - 11:00 AM
Erin Shapiro, LE - Sanitas Educator

Combating low moisture levels in the skin and protecting it from damaging UV rays are constant battles for those of us that live at high altitude. When the skin is constantly exposed to arid environmental aggressors, achieving optimal skin health can be a daunting task even for the most seasoned skincare professional. In this hour long webinar, you will gain a better understanding of how crucial proper skincare is to maintaining the integrity and health of the skin. You will leave with the knowledge of how to design skincare and nutritional programs and how to treat dehydrated, wind-ravaged or sun-damaged skin.

Fee: Complimentary

3/16

WEBINAR: TOPICAL SKIN SUPPLEMENTS VITAMIN C + RETINOL – WHY TWO IS BETTER THAN ONE

MONDAY, MARCH 16 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

The wrinkle fighting and complexion perfecting power of vitamin C and retinol are legion and both are absolutely essential for good skin health. These wonderkind ingredients are some of the most studied and utilized for a reason: they work and give real results to your guests in real time. In this webinar you will gain a better understanding of how to use the Sanitas Vitamin C Illuminate and Vitamin A Rejuvenate products to rebuild and activate skin health. Learn how to differentiate between products and devise safe and effective home care programs that will continue to strengthen your guests' skin over time.

Fee: Complimentary

Sanitas Skincare Education Schedule

March 2020 2 of 2

3/19

WEBINAR: HORMONES, MENOPAUSE AND SKIN CARE

THURSDAY, MARCH 19 | 10:00 AM - 11:00 AM
Erin Shapiro, LE - Sanitas Educator

It's a fact of life that as women age, their hormone levels fluctuate and can dramatically impact their bodies and skin. As millions of women approach menopause, it is essential as a skin care professional to understand the effects of hormones on skin. Guide your clients through the many changes their skin may undergo as a result of hormonal imbalance.

Fee: Complimentary

3/23

WEBINAR: HOW TO RETAIN CLIENTELE AND KEEP YOUR BOOKS FILLED

MONDAY, MARCH 23 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

You've done a lot of work to build your clientele; the question is, how can you keep them? A spa's livelihood depends largely on repeat customers and it's critical to understand what you can do to maintain a customer base. In this class, you'll learn techniques for incorporating protocols that leverage in-room upgrades and methods for mapping out a treatment series to help build repeat clientele. The growing importance of social media and the different varieties of outreach marketing will also be discussed.

Fee: Complimentary

3/24

WEBINAR: FOCUS ON FITZPATRICK TYPES 4-6: TREATING MULTICULTURAL SKIN WITH CONFIDENCE

TUESDAY, MARCH 24 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

The ability to provide safe and appropriate multicultural skin care is paramount to a successful esthetics practice. Treating individuals with higher Fitzpatrick skin types requires additional consideration due to a heightened risk of scarring and hyper- or hypopigmentation. In this NEW one-hour webinar we will discuss proper skin analysis and consultation processes for clients with higher Fitzpatrick types, review the correct approach to exfoliation and learn how to create individualized treatments and home care regimens for optimal success.

Fee: Complimentary

3/31

WEBINAR: BECOME A SKINCARE INFLUENCER

TUESDAY, MARCH 31 | 10:00 AM - 11:00 AM
Erin Shapiro, LE - Sanitas Educator

People choose to visit professional therapists for treatments because they seek your expertise in helping them achieve a healthy lifestyle. However in today's ever-increasing online focused retail environment, it has become more difficult for brick and mortar businesses to compete. In this one hour webinar, you will learn how to leverage your website and online presence to maintain and increase service and retail sales. Topics covered will also include proven methods for building a sales oriented team, how to create a powerful social media presence and how to create memberships and loyalty programs to keep you connected to your customers, both in and out of the treatment room.

Fee: Complimentary

Class Registration

Call 303.449.1875 or 888.855.8425 or visit our website at sanitas-skincare.com for more information or to register.

Must register and pay in advance for all classes. Class times and locations are subject to change.

**This class has a limited capacity and is only available to licensed estheticians*

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Sanitas Skincare Education Schedule

April 2020 1 of 2

Sanitas Training Institute | Louisville, CO

4/21

CLASS: SANITAS PRODUCT KNOWLEDGE TRAINING

TUESDAY, APRIL 21 | 10:00 AM - 3:00 PM

Jackie Wiggins, LE + RDN - Sanitas Educator

Learn how to incorporate the Sanitas line into your practice so you can provide the most effective treatments for any skin type or skin challenge. Comprehensive training on the features and benefits of Sanitas products will be covered.

Fee: Complimentary

Sanitas Distance Learning

4/2

WEBINAR: ALL ABOUT MEN

THURSDAY, APRIL 2 | 1:00 PM - 2:00 PM

Erin Shapiro, LE - Sanitas Educator

According to ISPA, in 2005 only 29% of spa-goers were male. Today that figure has catapulted to 49%! With this change in attitude toward male grooming, men are rapidly becoming a substantial target market for spas. As the demand for qualified therapists specializing in male skin grows, so will the income potential. In this male-centric webinar, you will learn how to market to the male sector as well as how to make your spa more appealing to men. We will also cover how male skin differs from female skin, treatment room techniques and considerations. You will feel confident in your ability to work on this niche, yet thriving segment.

Fee: Complimentary

4/6

WEBINAR: NUTRITION AND SKIN HEALTH

MONDAY, APRIL 6 | 1:00 PM - 2:00 PM

Jackie Wiggins, LE + RDN - Sanitas Educator

Skin is one of the first places a nutritional deficiency will manifest. Understand why nutrition is an essential component and how to identify and treat your clients' skin from a nutritional and biochemical understanding of the body. During this one hour webinar, become more familiar with nutritional strategies to incorporate into your practice that will allow you to offer the advanced skin care treatments that result in healthy skin and increased profits.

Fee: Complimentary

4/9

WEBINAR: KNOW THE DIFFERENCE: SENSITIVE VS. SENSITIZED SKIN

THURSDAY, APRIL 9 | 10:00 AM - 11:00 AM

Erin Shapiro, LE - Sanitas Educator

Statistics show close to 50% of people claim to have some kind of skin sensitivity. While performing a skin analysis, sensitized skin can often be mistaken for sensitive skin. Know the difference to ensure proper topical and internal recommendations for your clients. This class will help you understand how to identify the difference between sensitive and sensitized skin. Underlying root causes and treatment strategies will also be discussed.

Fee: Complimentary

4/13

WEBINAR: SANITAS CHEMICAL PEEL TRAINING

MONDAY, APRIL 13 | 1:00 PM - 2:00 PM

Erin Shapiro, LE - Sanitas Educator

Learn about the different types of chemical peels and discover which peels are most effective for each skin type and condition. Understanding Sanitas peel products and protocols will give you the knowledge and confidence to perform safe, therapeutic chemical peels.

Fee: Complimentary

4/14

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS - FORTIFY, BODY, MEN + PROTECT

TUESDAY, APRIL 14 | 10:00 AM - 11:00 AM

Jackie Wiggins, LE + RDN - Sanitas Educator

Join us for an exploration of our Fortify, Body, Men and Protect categories. Many common skin challenges stem from nutritional deficiencies or food allergies. You will learn how to incorporate simple, proven skin health tips along with the Sanitas line of targeted supplements into guest treatment plans. We will review our body product formulations and why they utilize the same bio-intelligent ingredients as our facial care. An in-depth examination of our non-toxic approach to UV protection and the most effective ways to educate your guests on the importance of sun protection will be covered. Finally, you will learn the features and benefits of our three step men's shaving system and how to incorporate it into a customized, daily skincare routine.

Fee: Complimentary

Sanitas Skincare Education Schedule

April 2020 2 of 2

4/20

WEBINAR: EVERYTHING ENZYMES

MONDAY, APRIL 20 | 1:00 PM - 2:00 PM

Erin Shapiro, LE - Sanitas Educator

Cellular buildup is a primary cause of premature aging, dehydrated skin and acne breakouts. This makes skin exfoliation an essential practice for maintaining optimal skin health. But because not all forms of exfoliation are created equal, as a skincare professional it's important to understand the different ingredient choices available to resurface skin. In this class you will learn everything you need to know about enzymes, including the different sources of enzymes found within our collection. You will also leave with a roadmap to the most effective in-room treatment protocols utilizing other active ingredients to amplify results. Finally, you will leave understanding best practices for prescribing a coherent homecare regimen geared for generating maximum results for your guests.

Fee: Complimentary

4/23

WEBINAR: PREGNANCY SAFE SKIN CARE: ADDRESSING PREGNANCY SKIN CONCERNS

THURSDAY, APRIL 23 | 1:00 PM - 2:00 PM

Erin Shapiro, LE - Sanitas Educator

It is a fact that approximately 90% of women experience skin changes during pregnancy. While glowing radiance is one of the most wonderful side effects of pregnancy, the same hormonal changes that gift skin with that beautiful glow can also exacerbate existing skin conditions or cause dehydration, sensitivities, acne and discoloration. Understanding contraindications and how to safely, but effectively, treat the skin of pregnant guests is important for all skin care professionals. In this NEW hour-long webinar, we will discuss careful history taking and examination along with pregnancy-safe treatments and protocols. You will leave with the confidence and knowledge of how to provide the most results oriented, yet pregnancy safe, treatments for your guests.

Fee: Complimentary

4/28

WEBINAR: SOCIAL MEDIA MARKETING: ARE YOU TRENDING?

TUESDAY, APRIL 28 | 10:00 AM - 11:00 AM

Erin Shapiro, LE - Sanitas Educator

Facebook, Twitter, Instagram and other social media outlets have become necessities in building a successful business, but diving into them can be confusing and overwhelming. In this webinar, you will learn to design a results-driven marketing plan by creating an identifiable brand that generates followers and creates an engaged social audience.

Fee: Complimentary

4/30

WEBINAR: WRINKLE REBELLION: SKIN RESTORATION WITH PEPTIDES

THURSDAY, APRIL 30 | 1:00 PM - 2:00 PM

Jackie Wiggins, LE + RDN - Sanitas Educator

In a society that is all too accustomed to the perils of anti-aging efforts (we're living in the Botox and Filler era, after all), peptides have become known as the queens of managing wrinkles without the needle. But because not all peptides are created equal, as a skincare professional it's important to be able to properly identify and match to skin concerns for maximum results. In this hour long intensive, you'll learn about the different types of peptides, how they pair with other active ingredients and how to prescribe the most effective homecare regimens to generate maximum results for your guests – no needles needed.

Fee: Complimentary

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sanitas
PROGRESSIVE SKINHEALTH

Sanitas Skincare Education Schedule

May 2020 1 of 2

Sanitas Training Institute | Louisville, CO

5/5

CLASS: OPEN STUDENT DAY: SUN DAMAGE

TUESDAY, MAY 5 | 10:00 AM - 1:00 PM

Jackie Wiggins, LE + RDN - Sanitas Educator

Exposure to the sun's ultraviolet (UV) rays speeds the skin's aging process and raises the risk of skin cancer. This three hour class will comprehensively cover the causes, symptoms and conditions of overexposure as well as effective strategies for professional treatment and home care. Emphasis on nutritional support as an aid to treating and preventing sun damage is included in this intensive training.

Fee: Complimentary

5/19

CLASS: SANITAS CHEMICAL PEEL TRAINING

TUESDAY, MAY 19 | 10:00 AM - 3:00 PM

Jackie Wiggins, LE + RDN - Sanitas Educator

Learn about the different types of chemical peels and discover which peels are most effective for each skin type and condition. Understanding Sanitas peel products and protocols will give you the knowledge and confidence to perform safe, therapeutic chemical peels.

Fee: Complimentary for existing Sanitas clients and \$25 for non-Sanitas clients

Sanitas Distance Learning

5/4

WEBINAR: TREATING ACNE ACROSS THE AGES

MONDAY, MAY 4 | 1:00 PM - 2:00 PM

Erin Shapiro, LE - Sanitas Educator

According to The American Academy of Dermatology (AAD), between 40-50 million Americans suffer from some form of acne. As skincare professionals, we see these clients every day and know that acne can occur at any time of life and for many reasons. At Sanitas, we believe that when it comes to treating acne, one size does not fit all and as such, have developed the tools to help you make a difference. During this one hour webinar, learn how to combat the different skin challenges you will face in your practice with proven protocols for all ages. You will also gain knowledge on age-appropriate options available to your clients.

Fee: Complimentary

5/7

WEBINAR: SANITAS PRODUCT KNOWLEDGE TRAINING FOCUS - PROGENERATE

THURSDAY, MAY 7 | 10:00 AM - 11:00 AM

Erin Shapiro, LE - Sanitas Educator

The Sanitas Progenerate collection features daily essentials that are specially formulated for sensitive, dry, normal, combination and oily skin types. In this webinar, you will learn how to customize guest product selections to help facilitate healthier skin and prep for the more active products featured in our Activate and Optimize categories. Ingredient technology, treatment room tips and appropriate home care programs will be covered.

Fee: Complimentary

5/12

WEBINAR: DON'T FORGET THE NECK + DEC: INTRODUCING THE NEW PEPTIDERM NECK + CHEST PEEL PADS

TUESDAY, MAY 12 | 10:00 AM - 11:00 AM

Erin Shapiro, LE - Sanitas Educator

The skin below your chin is way more delicate than the skin above it and, like all things fragile, needs a bit of extra TLC. In this one-hour webinar, learn about our new PeptiDerm Neck + Chest Peel Pads and why this multi-corrective treatment will change the way people treat the most exposed, vulnerable areas like the jaw, neck and décolleté. Topics to be discussed will include the eight amazing benefits found in a single application, how this treatment differs from our other treatment products and application techniques to use in combination with an already existing regime for instant results.

Fee: Complimentary

5/14

WEBINAR: SANITAS CHEMICAL PEEL TRAINING

THURSDAY, MAY 14 | 1:00 PM - 2:00 PM

Erin Shapiro, LE - Sanitas Educator

Learn about the different types of chemical peels and discover which peels are most effective for each skin type and condition. Understanding Sanitas peel products and protocols will give you the knowledge and confidence to perform safe, therapeutic chemical peels.

Fee: Complimentary

Sanitas Skincare Education Schedule

May 2020 2 of 2

Sanitas Distance Learning

5/19

WEBINAR: INFLAMMATION AND GLYCATION: THE BODY EFFECT

TUESDAY, MAY 19 | 1:00 PM - 2:00 PM
Toni Martinez, LE - Sanitas Educator

Advanced Glycation End Products (AGEs) are created in the body when excessive amounts of sugar combine with protein molecules to produce products that are foreign to the body and negatively affect the function of cells. This leads to inflammation, connective tissue damage and premature aging. Inflammation is considered by many to be the root cause of aging and enduring inflammation can lead to many skin conditions such as acne, rosacea and dermatitis. This one hour webinar takes a closer look at the science of glycation, how it impacts the skin and how you can educate your clients on the benefits of preventing the development of AGEs. We will also cover the root causes of inflammation and effective ways to treat it.

Fee: Complimentary

5/21

WEBINAR: TREATING AGING SKIN

THURSDAY, MAY 21 | 10:00 AM - 11:00 AM
Erin Shapiro, LE - Sanitas Educator

Statistics show that 60% of spa clientele are baby boomers interested in delaying the signs of aging. Differentiate your business by offering therapeutic and results oriented anti-aging treatments. This class will teach you about the science behind aging skin and which products and protocols are most effective.

Fee: Complimentary

5/26

WEBINAR: THE ART OF SPA RETAILING

TUESDAY, MAY 26 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

Spa retail is a vital business component which can be expertly and easily managed with the right strategy. In this webinar, you will learn to implement an operational culture that leverages service-to-retail sales goals with an inventory that strategically targets the needs of your staff and clientele. Visual merchandising, hosting successful events and seasonal marketing will also be covered.

Fee: Complimentary

5/28

WEBINAR: STRESS AND AGING: HOW STRESS NEGATIVELY IMPACTS THE SKIN

THURSDAY, MAY 28 | 1:00 PM - 2:00 PM
Erin Shapiro, LE - Sanitas Educator

Did you know that according to research, there is an epidemic of stress in this country? And the research is clear - there is a scientific link between stress and aging. Elevated stress can lead to spiked cortisol levels that can wreak havoc on the skin. To create a successful practice, it's important to be able to guide your clients to healthy habits and provide stress fighting skincare treatments. In this NEW hour-long webinar, we will focus on addressing the results too much stress can have on the skin and review which Sanitas products can help combat the adverse effects.

Fee: Complimentary

Sanitas Skincare Education Schedule



SANITAS SKINCARE TRAINING INSTITUTE

The Sanitas Skincare Training Institute teaches that healthy, beautiful skin is the result of the right balance of stimulation and nourishment. Likewise, a successful skin care education is the result of intellectual stimulation and program elements designed to nourish the mind and encourage growth.

Our education program offers:

- Advanced theory and hands-on education
- Cutting-edge topics that include focused trainings on skin care, waxing, makeup, business, sales and marketing
- National seminars
- Targeted treatment protocols for all skin types

CLASS LOCATION

833 W. South Boulder Road
Building A
Louisville, CO 80027

CANCELLATION POLICY

Out of respect for our instructors, the Sanitas Training Institute adheres to a stringent cancellation policy. Students cancelling within 48 hours or failing to show for class will be charged in full.

Please note: All classes are held in
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