



Microneedling

Why this beauty
breakthrough treatment is
here to stay

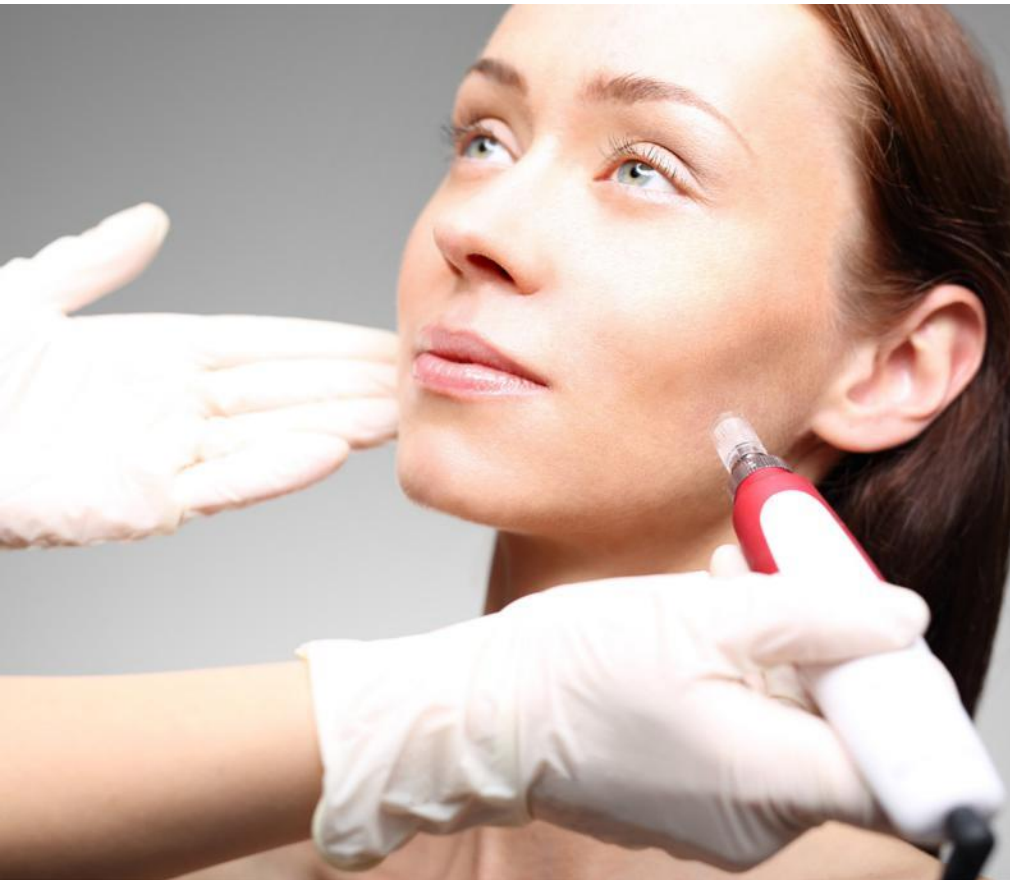
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In the last few decades, there has been an explosion in the skin care industry introducing an array of new equipment, treatments, and products. These “breakthroughs” advertise dramatic and sometimes even life-changing results. Promises such as these sound exciting, but at the same time confusing to clients. How do they choose? Novel terms such as Copper Peptides, Stem Cell Therapy, Nanoparticles, Retinols, Salicylic Acid, Hyaluronic Acid, Radio Frequency, and Fraxel and Thermage are heavily advertised. Add to this, IPL’s (Intense Pulse Lights) which have become

almost as commonplace as a basic facial. Now, your clients ask, “Which treatment is best?” Where will they see the biggest difference in the shortest time?

The latest skin treatment rapidly gaining momentum is Microneedling, also referred to as Collagen Induction Therapy (CIT) and Percutaneous Collagen Induction (PCI). Microneedling is both uncomplicated and affordable. More importantly, microneedling provides the fastest and most significant changes in the skin with little to no recovery time.



● WHAT DOES IT DO?

Microneedling dramatically improves the skin's overall texture, plumps the skin, reduces pore size, minimizes pitted scars, smoothes fine and deep wrinkles, lightens and often eliminates dark spots and improves the accelerating performance of your skin care products. Although multiple sessions are pack-aged by most spas, visible changes and tightening are often noticeable following the very first treatment. Microneedling is perfect for women who want results without interrupting their busy lives.

The magic begins right away, at the base of the epidermis. This slight injury (as it is interpreted by the skin) creates the immediate production of collagen and elastin which begins to plump the skin from beneath. The top layer of the epidermis generally flakes off within a couple of days, exposing a smoother, more plumped texture on the skin's surface. The process is simple and one can expect minimal discomfort both during and post procedure.

● HOW TO PERFORM

First, the skin is cleansed thoroughly, followed by the application of a topical anesthetic. Remove the topical anesthetic, and then apply a hyaluronic acid and a stem cell product. Before beginning, the skin must be stretched tightly in each area you are working to assure an even needle penetration. The tight stretching also makes a significant difference in your client's comfort level. Patting or lightly stamping the reciprocating multi-needle device in the specific pattern recommended by the manufacturer (patted as opposed to dragging) across the face creates micro-channels that allow your preferred products to enter. Combining electronic microneedling and human growth factors from concentrated human stem cells seems to provide favorable results. This stamping motion continues zone by zone. A procedure on just the face alone typically takes less than 30 minutes.

Post-procedure, your client's skin may appear pinkish or red, similar to

a slight sunburn. A hyaluronic mask can be applied for 30 minutes to significantly calm the redness of your client's skin. It only takes a few days for the skin to appear completely normal.

● POST PROCEDURE

A stem-cell serum may be applied along with a hyaluronic acid twice daily or per your product instructions for the first 30 days following the procedure. An SPF 50+ is highly recommended. Written and verbal instructions should be given to all clients post-procedure.

The natural healing process between treatments takes approximately four to five weeks and results will continue to be apparent over this time. It is not recommended to treat sooner, since the skin is not sufficiently healed.

Treatments are often packaged in a series of four to six. After each series, the client's skin must be reevaluated. More sessions may be needed for more severe sun damage or pitted scarring. If the client is happy with the results after the first series, maintenance sessions can be recommended at three or six month intervals.

● MICRO INJURIES

When microneedling was initially introduced, the belief was that micro-channels had to be created at the depth of the epidermal and dermal juncture. This produced a pin-point bleeding that was thought necessary to make this treatment effective. Further studies have proven that this is not the case. The juncture depth is not necessary to see dramatic results. The depth or injury in the base of the epidermis has proven to be just as effective in producing collagen and decreasing irritation and overall down-time.

● MICRONEEDLING DEVICES

Let's start with the quality of the electronic microneedling device. The machine can make an enormous difference in the way the skin is penetrated as well as the number of penetrations it can generate. Needle heads vary from 15 to 20. Various needle lengths are avail-

able from 1.5 mm to 3 mm. Selection will depend on the area of the face or body you are treating and the thinness or thickness of the skin. Thinner skin requires a shorter needle length and thicker skin can withstand a slightly longer needle. The 3 mm is generally used for deeply pitted acne scars.

The needles in a reciprocating device are far less traumatizing to the skin than the microneedling roller. The roller creates larger holes and enters and exits the skin at an angle, causing tearing of the skin and more irritation.

● **WHO IS IT FOR?**

Microneedling can be used on many areas of the body. In addition to the face, you can customize a microneedling procedure to include arms, hands, neck, legs, back, buttocks, stomach, thighs, and the abdomen.

Clients who are looking to improve the overall texture of their skin as well as the fine lines, wrinkles, scars from acne, injury, surgical procedures, stretch marks, or those looking to reverse sun damage and skin discoloration are all great candidates for microneedling.

● **CONTRAINDICATIONS**

Clients that have a history of skin cancer, have been treated with chemotherapy or radiation, are pregnant or nursing, or have any other serious health issues are not good candidates for microneedling. Active acne and herpes simplex are also off-limits, since these can result in spreading and cause further outbreaks. Active rosacea combined with microneedling can create an extensive flare-up. Those who are Fitzpatrick IV, V, and VI are not good candidates due to the risk of hyperpigmentation.

● **CONSULTATION**

The client consultation is an important aspect of the microneedling process. Reviewing your client's medical history and analyzing their skin to avoid any possible contraindications prior to booking an appointment is a must. An anti-viral drug may be necessary to

prophylactically treat someone prone to herpes simplex to prevent a possible outbreak.

● **PRICING**

Depending on the size of the area to be treated, each treatment can range from \$200 to \$700, with buttocks, thighs, and stomach costing the most.

● **AT HOME MICRONEEDLING NO-NO'S**

Selling or encouraging the use of a home microneedling device to your clients creates a high risk of infection and over-scarring. This is a dangerous practice. Allergic reactions can occur without the proper serum, since micro-channels have been created.

● **REGULATIONS**

Since each state varies in regulation of microneedling, estheticians need to contact their state's Board of Health

Department as well as their State Board of Cosmetology and inquire whether they are permitted to perform this service within the state's guidelines or if any additional licensing is required. If working within a medical practice, generally state guidelines do not apply. All responsibility is deferred to the medical practice. ■



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