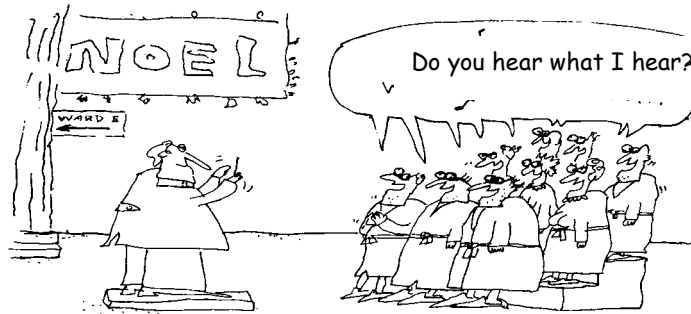


# Happy Holidays!

## from Grace Medical Equipment



The Schizophrenic Christmas Choir

## Malfunction Junction

### What happens when it breaks down?

Why is it that your most profitable piece of skin care equipment tends to break down in the middle of treating your most difficult client? Customer service is a critical issue when purchasing any type of capital equipment (defined as one costing over \$500). DaySpa magazine November 2004 reflects on the dilemma of equipment breakdown and the problems of customer service. If you haven't had trouble reaching technical support during your working hours, count yourself lucky. Most companies only have service available on *their* time schedule, which rarely matches your time zone or your working hours. We just received a promotion from a manufacturer of a microdermabrasion system offering an extended warranty for \$800 a year and telephone technical support for \$140 per year (or \$35 per call)!!! At the very least, charges like these add up to an unexpected nuisance. Do not ignore the issues of warranty and technical service when purchasing a piece of capital equipment.

**Life Time Warranty  
on Light Touch  
Microdermabrasion**

Grace Medical is proud to offer lifetime warranties on all of their Light Touch Microdermabrasion Systems. With sales of over 600 Light Touch machines and a history of phenomenally few mechanical and service problems, Grace Medical offers not only equipment but peace of mind. In addition, our staff provides you with a wealth of information about treatment protocol and the latest in skin care treatments and technologies. Our technical service is available at no charge 24 hours a day, 365 days a year. There are less expensive microdermabrasion systems on the market than the Light Touch, but none offers the superior quality of our product and service. Before you purchase a microdermabrasion system consider the cost of equipment breakdown to your reputation, as well as the cost to your pocketbook. This may be the last microdermabrasion you will ever have to purchase!

### Later in this Issue....

- Look carefully through this issue of Mediskin, especially if you are interested in finding an esthetic position in the Carolina area. There are three unique and exciting positions available for the right person. Call us if you would like more information on them after you read through the descriptions.

### **MEDISKIN WINTER**

Grace Medical Equipment  
210 South Cedar Street  
Summerville, SC 29483

Toll Free

Phone: 1-866-466-0234

Fax: 843-851-1335

Email: [gracemed@bellsouth.net](mailto:gracemed@bellsouth.net)

[WWW.GRACEMEDICALEQUIPMENT.COM](http://WWW.GRACEMEDICALEQUIPMENT.COM)



## New Products from Derma MD

**Lyne-Tox:** Your Botox alternative. For those of us who are opting out of injections and/or surgery, this is our answer. It is a lightweight, serum type product that is quickly absorbed. Used on the forehead, glabella area (between the brows), as well as crow's feet, this product acts quickly to provide smoother skin by allowing those muscles to contract less. It provides plumpness with moisturizing while reducing the appearance of fine lines and wrinkles. Don't leave this one out of your skin care regimen!

**Chemical Gel Peels:** Four new state of the art peels, both gel based. Gel consistency allows for a slower absorption rate, which is more comfortable for the client. Gel peels are very potent but smell milder than most liquid-based peels. A nice addition to your back bar, these four different chemical peel options include a Tri-blend peel, Retinol Peel, and two medical grade peels: Resurfacing Peel (Retinol, Glycolic and Lactic acids) and the MD Plus (Resorcinol, Salicylic and Lactic acids)

**Soy Products:** Sensitivity issues resolved! For many years, clients with sensitive skin were forced to sacrifice moisturizing due to product allergies. NO MORE! Our new soy based moisturizers including our "Soy" Healing Moisturizer and our extra strength Healing Balm RX with Soy. Both of these products help to soothe, heal and moisturize the skin. The Healing Balm RX with soy works wonderfully after peeling procedures. These products also address the needs of our clients who are looking for more aggressive treatments and need our help with follow up, working especially well after Levulan (aminolevulinic acid) treatments.

**Astaxanthin "Concentrate":** Everything you loved about the Astaxanthin "Caviar" ten fold. This is a wonderful product to be used immediately after our exfoliation procedures. The powerful anti-oxidants work to counteract any redness caused by the peeling process. It helps to immediately "soothe" skin traumatized during exfoliation, leaving the skin feeling silky smooth.

**Astaxanthin Micro-Peel:** Introduced over the summer this between-peel facial/body scrub is steadily becoming very popular. This product includes the crystals used during microdermabrasion in an astaxanthin based cleanser to give the skin a "micro-peel." We have found that it is extremely effective when used approximately two days after a chemical peel to help shorten the sloughing process following these procedures. The most unpopular side effect, though completely necessary is the flaky skin that follows a good peel. Astaxanthin Micro-Peel used two to three days post peel has been shown to reduce the skin flaking process in half! Clients can count on this product to get them to an important date on the weekend following their mid-week peel as well as a wonderful maintenance product between peels.



# Great Job Opportunities!

## **Esthetic Positions available**

The following positions are available for licensed skin care professionals. If you are interested in any of these positions, you should fax or mail a resume and cover letter as soon as possible to the contact person.

**Coastal Dermatology**  
**Michele Mittlebronn, MD**  
**999 Lake Hunter Circle, Suite B**  
**Mt. Pleasant SC 29464**  
**843.881.2265**  
**www.coastalderm.net**  
**(843)881-2789 fax**

Coastal Dermatology promotes state of the art cosmetic services, specializing in skin care and rejuvenation. Services offered at this clinic include Microdermabrasion with LED Light Therapy, Chemical Peels, Thermage, Botox, Tissue Fillers, Laser Hair Removal, Sclerotherapy and IPL Treatments. Applicants must be energetic and motivated. Microdermabrasion certification is required. Please fax resume directly to Dr. Mittlebronn at the above listed fax number.

**Steve Willen, D.C.**  
**Willen Chiropractic**  
**3808-H High Point Road**  
**Greensboro NC 27407**  
**336.855.8560**  
**336.855.5938 fax**

Dr. Willen is opening up a skin care clinic in his practice of chiropractic medicine. He has a very active database of clients and markets his practice extensively. He is extremely well-respected in his industry and will offer upscale skin care equipment in his expansion efforts. Applicants must be motivated enough to take charge of this skin care business and confident enough to develop and grow this business. This is a unique opportunity to start and expand a skin care business with the financial backing of a savvy businessman. He will be offering the Light Touch Microdermabrasion system, as well as using Derma MD cosmeceutical and chemical peels. If you are interested in this position, you should fax a resume and a cover letter directly to Dr. Willen. His office is advertising their skin care business as you read this, so don't delay.

**Tim Hamilton**  
**210 South Cedar St**  
**Summerville, SC 29483**  
**1.866.466.0234**  
**1.843.851.1335 fax**

This upscale full service day spa has skin care positions open for individuals interested in performing high end, results oriented skin care. As well as a massage therapist and nail technicians. Services offered include Light Touch Microdermabrasion, Diamond Lift non-surgical face lift, Chemical Peels and more. Multiple skin care treatment rooms are used as there are multiple estheticians on staff. Applicants should fax a resume to Tim Hamilton.