



DMK Skin Consultation Process

1. Have the client to fill in the consultation form.

The first step in a good consultation is to establish the client's main concerns, so even though they have filled in the consultation form you will still need to ask them:

1. *'What is it that you don't like about your skin?'*
2. *'If I could change anything about your skin, what would it be?'*

Remember to make note of this on the consultation form – this is their goal.

After establishing what their main concerns and goals are, you will then need to be able to explain how DMK is different from your normal cosmetic style facial.

DMK Skin Revision Treatments work with the internal functions and structures of the skin. Whereas Cosmetic and relaxation style facials work topically on the surface of the skin – so they can exfoliate a little bit of dead skin cell material, and temporarily hydrate and plump up fine-lines.

The best way to illustrate this, is to ask your client to imagine that they are looking through the top of the skin and think of it like a factory, and the product that it produces is their skin. So if the factory is not functioning optimally, then the factory's product quality will be compromised.

Or in other words, everything that presents itself on the surface of the skin, is a direct replication of what is happening within the skin, and for every skin condition, there is a dysfunction that is causing the skin to appear that way.

Relate some skin dysfunctions that would be contributing to your client's main skin concern.

E.g. Even if it is not acne, pigmentation or aging it can be something as simple as the skin not looking as glowing, bright and bouncy. This would mean there are dysfunctions in the circulatory, lymphatic, oxygenation and free water levels that make the skin appear flatter.

You will need to explain that instead of just thinking about the top of the skin, we need to understand what is happening in the skin to cause the top to look that way. If we treat the reason why it is occurring and not what the surface is showing, then we are always treating at the right level.

Explain to the client the DMK Enzyme Therapy is the signature treatment that works with their factory to increase:

- **Circulation** – brings nutrients and oxygen to their skin cells. It is important that our clients understand that true nourishment to the skin is blood. If blood doesn't flow to the skin it dies. So the importance of increasing our natural way of nourishing our cells is vital in a successful skin revision program.



- Reverse Osmosis – back flushing in and around the cell, and through the capillary loops. This cleanses the environment that the cell lives in and the capillary loops that are the road ways of blood, nutrients and oxygen to the cells.
- Lymphatic Drainage – moving lymph back down into the major ducts of the neck.
- Fibroblast Cell – stimulates to produce collagen, elastin and glycosaminoglycans (GAGS).
- Improves Cellular Communication

DMK Skin Revision Treatments focus on what the client doesn't like on the surface; but gets to the core of the problem, and improves/rebalances the dysfunctions that cause that condition. This is a very basic and simple way to start the program for your client. Just being able to simply yet visually explain to the client how it is different will assist them to appreciate the level that the DMK treatments are working on.

2. Analysing the skin

Analysing the:

TEXTURE + STRUCTURE + EFFECT + COLOUR + FUNCTION + SECRETION + CAUSE

This needs to be related back to the client in terminology that they can understand so be mindful of the language that you choose. When diagnosing it is important to start with a positive (e.g. *your skin is nice and strong*), followed by the functional aspects of their concerns and why the skin is looking that way. Then finish with a positive in what they can expect to see when DMK improves this.

Try and keep your consultations very visual as people remember in pictures.



Danné Montague King – Enzyme Treatment Client Information Form

Congratulations on your choice to have one of our skin treatments. These procedures are results orientated and are designed to change and improve skin conditions. These are not invasive Treatments, more so we are using the body' s chemistry to induce a result. We do not peel skin we use hydrolyzation, which turns dead protein cells, not the living cells into a weak acid to be flushed from the skin. Our enzyme blends contain anti-itch ingredients and inhibitors of allergic reactions, so reactions are very rare.

Things that you may experience:

- Ⓞ Break-outs, we cannot cause any breakouts to occur, however if there is congestion or trapped sebum plugs the treatment may release these from the epidermis and result in a superficial break out.
- Ⓞ Dry, tight patches – this is where dead protein cells are still attached to the epidermis and has not been released.
- Ⓞ If there is underlying pigment due to the aging process, it may cause this to move to the surface. This is due to the hydrolyzation of dead protein cells. Making the area look more visible to the eye.
- Ⓞ Redness, heat and a slightly stinging sensation for the first or second day (more so on the stronger treatments).
- Ⓞ We are activating the skin to function normally so it may feel different (as in different texture) whilst undergoing treatment.

Due to different skin types and conditions what one person may experience, another can be totally different. You may not feel any of the above at any stage – however you may experience one or two or all. The purpose of this sheet is to make sure you are well informed. If you are unsure about anything, please keep in contact with your dermal technician.

I have read and understand what I may experience due to treating my skin and I understand that these treatments do not cause pre-existing or underlying conditions.

When results are required



Client Name (signature)

Date

Therapist Name (signature)

Date

When results are required



Client Consultation

This information is collected for treatment and is kept strictly confidential at all times

First Name _____ Last Name _____

Address _____

Telephone _____ Date _____

Email _____

Occupation _____

Date of Birth _____

Referred by _____

In your own words, what type of skin problems or concerns do you have? _____

Skin

Check the areas you would like to improve

- Color Firmness Décolletage Dryness
- Texture Capillaries Blackheads Pore Size
- Freckles Plumpness Breakouts Congestion
- Wrinkles Smoothness Acne Scarring
- Eye area Neck area

List skin care products currently using _____

What results have they achieved? _____

Do you use an SPF daily? Yes No Level of protection []

Medical History

Do you smoke? Yes No How much a day []

Do you currently have or have you ever had any of the following medical conditions? (Circle)

Epilepsy, Diabetes, Thyroid, Heart Problems, Cancer, Hysterectomy, Hormonal Imbalance, Depression, Other _____

Explain _____

Have you had plastic surgery?

Date _____ Surgeon's Name _____

Description _____

Have you ever had botulinum toxin injections or filler?

When was your last chemical peel? _____

Are you currently using Retin-A, Retinol, AHA or BHA at home? If so:

How Long _____ Strength _____

Results _____

Do you have any known allergies? _____

Medication

Are you currently under a physician's care? []Yes []No Name []

List all medication you are currently taking:

List all vitamins and herbal supplements you are currently taking:

How much water do you drink daily? [] glass

Client Signature _____

Skin Diagnosis

Notes:

Right Side _____

T-Zone _____

Left Side _____

