

WE WANT TO MAKE YOUR TRANSITION TO ESTHETICS: FUNDAMENTALS, 12TH EDITION EASY!

Use this helpful Chapter Mapping Tool and visit milady.com/esthetics for a complete downloadable Transition Guide.

CH.	CHAPTER NAME (11TH ED.)	NEW TEXTBOOK	CH.	CHAPTER NAME
1	History & Career Opportunities	Esthetics Fundamentals	1	Career Opportunities & History of Esthetics
2	Life Skills	Foundations	1	Life Skills
3	Your Professional Image	Foundations	2	Professional Image
4	Communicating for Success	Foundations	3	Communicating for Success
5	Infection Control: Principles & Practices	Foundations	5	Infection Control
6	General Anatomy & Physiology	Esthetics Fundamentals	2	Anatomy & Physiology
7	Basics of Chemistry	Foundations	6	Chemistry & Chemical Safety
8	Basics of Electricity	Foundations	7	Electricity & Electrical Safety
9	Basics of Nutrition	Foundations	4	The Healthy Professional
10	Physiology & Histology of the Skin	Esthetics Fundamentals	3	Physiology & Histology of the Skin
11	Disorders & Diseases of the Skin	Esthetics Fundamentals	4	Disorders & Diseases of the Skin
12	Skin Analysis	Esthetics Fundamentals	5	Skin Analysis
13	Skin Care Products: Chemistry, Ingredients & Selection	Esthetics Fundamentals	6	Skin Care Products: Chemistry, Ingredients & Selection
14	The Treatment Room	Esthetics Fundamentals	7	The Treatment Room
15	Facial Treatments	Esthetics Fundamentals	8	Facial Treatments
16	Facial Massage	Esthetics Fundamentals	9	Facial Massage
17	Facial Machines	Esthetics Fundamentals	10	Facial Devices & Technology
18	Hair Removal	Esthetics Fundamentals	11	Hair Removal
19	Advanced Topics & Treatments	Esthetics Fundamentals	13	Advanced Topics & Treatments
20	The World of Makeup	Esthetics Fundamentals	12	Makeup Essentials
21	Career Planning	Foundations	8	Career Planning
22	The Skin Care Business	Foundations	10	The Beauty Business
23	Selling Products and Services	Foundations	9	On the Job



Esthetics: Fundamentals, 11th Edition



Esthetics: Fundamentals, 12th Edition



Standard Foundations

MILADY STANDARD ESTHETICS: FUNDAMENTALS 11th to 12th EDITION REVISION SYNOPSIS

NOTE TO EDUCATORS

There are many changes in the 12th edition of *Milady Standard Esthetics: Fundamentals*. The requirements for practicing professional estheticians have expanded, as demand in the multibillion-dollar marketplace for personal services and products continues to surge. More estheticians are becoming entrepreneurs, taking on leadership roles for both the corporate and private sectors, and increasingly working alongside physicians. The need for more relevant training in both science and business has never been more important. It is also imperative that we as estheticians maintain strong demarcation lines as providers, ensuring that we do not serve beyond the boundaries of our scope of practice.

This transition guide was developed to share the primary differences between the 11th and 12th editions, and to describe how core chapters such as life skills, infection control, and business skills can now be found in *Milady Standard Foundations*. Educators will learn the extent to which chapter content has changed or remained the same, as well as discover updated ready-to-use forms, such as consent forms. Additionally, there are exciting new activities to be considered throughout each chapter, designed for student and educator engagement and to foster mentorship that will direct students along their way.

GLOBAL CHANGES

New features added to the 12th edition that are found throughout the textbook:

1. Chapter learning objectives are now used as the titles of the major sections themselves. This is done for ease of reference and to reinforce the main competencies that are critical to learn in each chapter to prepare for licensure. In addition, learning objectives have been written to focus on measurable results, making it clear to students what it is they should be able to do after mastering each section.
2. Each chapter's first learning objective addresses the most important reasons for studying that subject.
3. Competency progress boxes have been added to the end of each student lesson. Students should check off objectives that they feel they have mastered and return to those sections in the chapter that need another review.
4. Key terms appear at the end of the chapter as part of the chapter glossary, in a running list with page numbers and definitions. These glossaries are an easy way for student to review vocabulary and create flashcards as needed.
5. The review questions that appeared at the end of each chapter in the last edition are now interspersed throughout the chapter as Check In questions. The intent is for the student to test their understanding of the chapter information in small bites, before moving on with the lesson. As instructors, you may still ask students to write the answers to the check in questions or use as discussion questions in the classroom. The check in questions appear at the end of every major topic and tie back to the learning objectives of the chapter.

CHAPTERS LOCATED IN MILADY STANDARD FOUNDATIONS, 1st EDITION

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Life Skills	<p>Chapter 1—Life Skills</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain life skills. 2. List the principles that contribute to success. 3. Design a mission statement. 4. Set long-term and short-term goals. 5. Demonstrate effective time management. 6. Employ successful learning tools. 7. Define ethics. 8. Develop a positive personality and attitude. 	<p>Chapter 2—Life Skills</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. List the principles that contribute to personal and professional success. 2. Describe good study habits. 3. Create a mission statement. 4. Explain how to set long-term and short-term goals. 5. Discuss the most effective ways to manage time. 6. Define ethics. 7. List the characteristics of a healthy, positive attitude. 	<p>Note for all chapters: Terminology adjusted from <i>esthetician</i> to <i>beauty professional</i> to encompass all beauty and wellness disciplines.</p> <p>Business locations generically refer to all possible locations across the beauty and wellness areas, as “salons, spas, and barbershops”. During class, you can use the language that makes sense for your area of specialization. In this case, you can refer to spas, salons, medical or wellness centers, and more.</p> <ul style="list-style-type: none"> • List of essential life skills is fundamentally the same, but modified and updated from last edition • “Psychology of Success” section appears under “List the Principles That Contribute to Success” • The new section on study skills is referred to as “Employ Successful Learning Tools” and occurs later in the chapter, following time management • Some tips that appeared under “Time Management” now appear in <i>Esthetics: Fundamentals</i> Chapter 7, The Treatment Room, where it is more applicable • Ethics content is split between <i>Standard Foundations</i> Chapter 1 and Chapter 2, Professional Image, and <i>Esthetics: Fundamentals</i> Chapter 8, Facial Treatments • Teamwork discussion is picked up in <i>Standard Foundations</i> Chapter 9, On the Job

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Professional Image	Chapter 2—Professional Image Learning Objectives: 1. Explain professional image. 2. Employ image-building basics. 3. Demonstrate a professional attitude. 4. Create your personal portfolio. 5. Implement social media best practices.	Chapter 3—Your Professional Image Learning Objectives: 1. Explain the characteristics of a professional image. 2. Understand the importance of professional hygiene. 3. Demonstrate proper standing and sitting posture. 4. Understand how your personal conduct affects your professional image.	<ul style="list-style-type: none"> • Discussion on personal hygiene appears under section “Employ Image-Building Basics” • “Professional Conduct” section split between new “Demonstrate a Professional Attitude” discussion here and communication content in <i>Standard Foundations</i> Chapter 3, Communicating for Success • New content on soft skills, customer service, work ethic, time management, and continuing education • New content on personal portfolios and guidelines to adhere to • New content on social media best practices • Ergonomics content now appears in <i>Standard Foundations</i> Chapter 4, The Healthy Professional • New activity “Get Professional” for students to consider qualities that they will bring to work and school • New activity “People Watching” for students to identify nonverbal communication around them

(continues)

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
<p>Communicating for Success</p>	<p>Chapter 3—Communicating for Success</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain communicating for success. 2. Practice communication skills. 3. Conduct the client consultation. 4. Handle communication barriers. 5. Follow guidelines for workplace communication. 	<p>Chapter 4—Communicating for Success</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. List the golden rules of human relations. 2. Explain the definition of effective communication. 3. Conduct a successful client consultation. 4. Handle delicate communications with your clients. 5. Build open lines of communication with co-workers and salon managers. 	<ul style="list-style-type: none"> • “Human Relations” and “Communication Basics” are both covered under “Explain Communicating for Success” • Release forms are covered in place of consent forms; see <i>Esthetics: Fundamentals</i> Chapter 5, Skin Analysis, for updated consent forms • Nonverbal communication is discussed in <i>Standard Foundations</i> Chapter 2, Professional Image • From preparation to conclusion, “The Client Consultation” is very similar, but has also been made generic to address multiple disciplines • Of the ten steps of the consultation, #7 appears as Recommend instead of Suggest, and #8 as Upsell instead of Sun Exposure, which has been wrapped into #5 Lifestyle • “Special Issues in Communication” is now “Handle Communication Barriers” • “In-Salon Communication” is “Follow Guidelines for Workplace Communication”, with “Communicating with Managers” moved to a Focus On box • New activity “Service Experience” for students to evaluate communication during their personal beauty and wellness services • New activity “Unhappy Clients” for students to role-play addressing client concerns and practice self-awareness

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Health/Nutrition	<p>Chapter 4—The Healthy Professional</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain the healthy professional. 2. Discuss nutritional needs in a beauty context. 3. Practice proper hydration. 4. Describe how immunity keeps the body safe. 5. Explain when to take a sick day. 6. Identify common beauty professional health issues. 7. Protect yourself with proper body mechanics. 8. Recognize the challenges posed by pregnancy. 	<p>Chapter 9—Basics of Nutrition</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Describe the dietary guidelines for foods. 2. Identify macro-and micronutrients. 3. Understand vitamins and minerals and their benefits. 4. Explain how nutrition relates to healthy skin. 5. Discuss the benefits of proper nutrition. 6. Explain the importance of water intake. 7. Describe why it is important for the esthetician to have good self-care habits. 	<ul style="list-style-type: none"> • “Nutrition Recommendations,” “Nutrition for the Skin,” “Macronutrients,” “Micronutrients: Vitamins and Minerals,” and “Nutrition and Esthetics” are addressed in much simpler form in “Discuss Nutritional Needs in a Beauty Context,” which focuses on nutrition, essential nutrients, and vitamins primarily in relation to the health of beauty professionals themselves • Discussion of vitamins and skin care products moved to <i>Esthetics: Fundamentals</i> Chapter 6, Skin Care Products • Self-care is addressed further in <i>Standard Foundations</i> Chapter 2, Professional Image • Ergonomics, including new material on proper lifting, appears under “Protect Yourself with Proper Body Mechanics” • New content on immunity and antibiotics • New content on when to take a sick day and preventing infection • New content on common beauty professional health issues: allergies (overexposure); back, hip, and foot pain; dehydration; and hair splinters and cuts • New content on pregnant clients and working while pregnant

(continues)

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Infection Control	<p>Chapter 5—Infection Control</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain infection control. 2. Describe federal and state regulatory agencies. 3. Recognize the principles of infection. 4. Identify different types of pathogens. 5. Employ the principles of prevention. 6. Follow standard precautions to protect yourself and your clients. 7. Demonstrate safe work practices and safety precautions. 	<p>Chapter 5—Infection Control: Principles and Practices</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Understand state laws and rules and the differences between them. 2. List the types and classifications of bacteria. 3. Define hepatitis and Human Immunodeficiency Virus (HIV) and explain how they are transmitted. 4. Explain the differences between cleaning, disinfecting, and sterilizing. 5. List the types of disinfectants and how they are used. 6. Discuss Universal Precautions. 7. List your responsibilities as a salon professional. 8. Describe how to safely clean and disinfect salon and spa tools and implements. 	<ul style="list-style-type: none"> • Material Safety Data Sheet (MSDS) discussion updated to SDS, expanded, and moved to <i>Standard Foundations</i> Chapter 6, Chemistry & Chemical Safety • Use of <i>hospital disinfectants</i> as a term greatly diminished to match changes in official classification • “Principles of Infection” expanded with new content and a focus on modes of transmission and their prevention • Bacterial classifications, movement, growth, and reproduction removed due to being out of the scope and expertise of beauty professionals • New content on MRSA and HSV, with formalized content on mycobacterium and HPV • Coverage of HIV/AIDS destigmatized by combining with hepatitis and the discussion of bloodborne pathogens • New content on biofilms, a fifth potentially harmful organism that beauty professionals should be aware of • Immunity covered in <i>Standard Foundations</i> Chapter 4, The Healthy Professional • Hand washing and waterless hand sanitizers presented earlier in the chapter, alongside cleaning practices and antiseptics • Phenolic disinfectants heavily cautioned against due to numerous downsides and unavailability • Dispensary etiquette removed • Standard Precautions (SP) discussed without Universal Precautions (UP), having replaced them; SP presented in simpler terms without CDC and OSHA language

(continues)

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
			<ul style="list-style-type: none"> • New section on personal protective equipment (PPE), particularly gloves • First aid section removed • “The Professional Salon Image” expanded in “Demonstrate Safe Work Practices and Safety Precautions” section, with new content on many topics, including high-risk clients • Updated procedures for hand washing; cleaning and disinfecting nonporous, reusable items; handling an exposure incident: client injury; and handling an exposure incident: employee injury • Aseptic procedure removed • New activity “Infection Control on the Home Front” for students to consider how often they clean and disinfect at home • New activity “Stopping the Transmission” for students to identify sources of contamination and transmission in the classroom, and how to prevent them • New activity “Attacking the Source” for students to consider where bacteria might grow on the job or in the classroom, and how to prevent it

(continues)

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Chemistry	Chapter 6—Chemistry & Chemical Safety Learning Objectives: 1. Explain chemistry and chemical safety. 2. Identify the basics of chemical structure. 3. Explain the differences between solutions, suspensions, and emulsions. 4. Describe potential hydrogen and how the ph scale works. 5. Summarize neutralization and redox reactions. 6. Practice chemical safety. 7. Interpret safety data sheets.	Chapter 7—Basics of Chemistry Learning Objectives: 1. Define chemistry and its branches: organic and inorganic chemistry. 2. Explain matter and its structure. 3. Discuss the properties of matter and how matter changes. 4. Understand how acid, alkaline and pH affects the skin. 5. Explain pH and the pH scale. 6. Explain the differences among solutions, suspensions, and emulsions.	<ul style="list-style-type: none"> • Reduced coverage of states of matter • Testing products for pH removed • Antioxidants and free radicals removed • “Chemistry as Applied to Cosmetics” appears earlier as “Explain the Differences Between Solutions, Suspensions, and Emulsions” • Updated and expanded content on Safety Data Sheets (SDS), including hazards and vocabulary • New content on chemical safety, including labels, transportation, storage, mixing, and disposal • New activity “Evaporation Experimentation” for students to observe solute left after a solution evaporates • New activity “Warning Labels” for students to gain experience reading product labels and researching active ingredients

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Electricity	<p>Chapter 7—Electricity & Electrical Safety</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain electricity and electrical safety. 2. Outline electrical theory. 3. Practice electrical equipment safety. 4. Identify electrotherapy modalities. 5. Discuss light energy. 	<p>Chapter 8—Basics of Electricity</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Define the nature of electricity and the two types of electric current. 2. Define electrical measurements. 3. Understand the principles of electrical equipment safety. 4. Describe the types of electrotherapy and their uses. 5. Explain electromagnetic radiation and the visible spectrum of light. 6. Describe what the acronym laser stands for. 7. Describe the colors of light in the LED therapy and their benefits for the skin. 	<ul style="list-style-type: none"> • New table to more easily show the difference between direct current and alternating current • Added content on ground fault interrupters • New section on “What To Do in an Electrical Emergency” to bring more job relevancy to the content • Contraindications for electrotherapy services now appear in <i>Esthetics: Fundamentals</i>, Chapter 10 Facial Devices and Technology • New content on catalysts in the section on “Light into Chemical Energy” • Discussion of lasers, LED, and intense pulse light now appears in <i>Esthetics: Fundamentals</i> Chapter 11, Hair Removal and Chapter 13, Advanced Topics and Treatments • New activity “Gadget Inspection” for students to familiarize themselves with UL approval and device labeling • New activity “Hazard Sweep” for students to evaluate the electrical safety of their home or classroom

(continues)

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Career Planning	Chapter 8—Career Planning Learning Objectives: 1. Explain career planning. 2. Review the state licensing examination process. 3. Discover potential employers. 4. Develop an effective resume. 5. Prepare for a job interview in the beauty industry.	Chapter 21—Career Planning Learning Objectives: 1. Explain the steps involved in preparing for and passing the licensing exam. 2. Discuss the essentials of becoming test-wise. 3. Describe those qualities that are needed to be successful in a service profession. 4. List and describe the various types of esthetics practices and determine your employment options. 5. Demonstrate effective techniques for writing a good resume. 6. Discuss methods for exploring the job market and researching potential employers. 7. Be prepared to complete a successful job interview. 8. List the habits of a good team player. 9. Recognize the importance of a job description. 10. Describe the different methods of compensation that are utilized in esthetics. 11. Explain the importance of meeting financial responsibilities and managing money well. 12. List several ways you can benefit from good role models. 13. Understand the importance of continuing your education.	<ul style="list-style-type: none"> • Organization laid out for better flow • New discussion on candidate information bulletins • Easier organization for test day content from the morning of, to things to bring, to tips for during the test • Bullets used for the various test format content for easier readability • Focus on multiple-choice testing to focus in on the typical licensure test format • True or false, matching, and essay questions discussions removed • Additional content on types of esthetics practices appears in <i>Esthetics: Fundamentals</i> Chapter 1, Career Opportunities and History of Esthetics • Added a sample thank you note for a business at which a student did not expect to seek employment • Added discussion on employee contracts as a condition of employment • Chapter content focuses on passing a licensure exam and the employment search; any content related to moving from school to work is now addressed in <i>Standard Foundations</i> Chapter 9, On the Job • New activity “Personal Test Scheduling” for students to schedule the details of their licensing exams • New activity “Soft Skill Check” for students to track their soft skill strengths in preparation for interviewing • New activity “Mock Interviews” for students to practice and evaluate their interview skills with a peer

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Business	Chapter 9—On the Job Learning Objectives: 1. Explain what it’s like on the job. 2. Describe the expectations of moving from school to work. 3. Summarize employment options in the real world. 4. Practice money management. 5. Master selling in the salon, spa, and barbershop. 6. Use marketing to expand your client base.	Chapter 22—The Skin Care Business Learning Objectives: 1. Describe the qualities necessary to be successful in a service profession. 2. Name and describe the types of ownership under which a skin care salon or spa may operate. 3. Evaluate options for going into business for yourself. 4. List the most important factors to consider when opening a salon. 5. Understand the importance of the business plan. 6. Explain why it is necessary to keep accurate business records. 7. Discuss the importance of the front desk and receptionist to a salon’s success. 8. Demonstrate the best practices for telephone use. 9. Describe methods for managing personnel.	<ul style="list-style-type: none"> • New table providing a summary of the differences between working as an employee, independent contractor, or booth renter • Emphasis on repayment of your debts and reporting your income • Improved sample of a personal budget worksheet • Discussion added on “Giving Yourself a Raise” as ways to have more money left over after paying bills • Continuing education is referenced in <i>Standard Foundations</i> Chapter 1, Life Skills and <i>Esthetics: Fundamentals</i> Chapter 8, Facial Treatments • New activity “Discover the Selling You” for students to role-play different sales situations

(continues)

Topic Areas	1st Edition Chapter	11th Edition Chapter	Significant Changes
Selling Products and Services	Chapter 10—The Beauty Business Learning Objectives: 1. Explain the beauty business. 2. Outline the requirements of owning a business. 3. Describe booth rental. 4. Identify the elements of a successful salon, spa, or barbershop. 5. List marketing strategies for building your business.	Chapter 23—Selling Products and Services Learning Objectives: 1. List the basic principles of selling products and services in the salon. 2. Explain the purpose of marketing and promotions. 3. Name several methods of advertising to promote sales in the salon. 4. Explain the importance of understanding client value in selling products and services. 5. List the most effective ways to build a clientele. 6. Discuss the importance of closing the sale.	<ul style="list-style-type: none"> • Principles of selling now appear in <i>Standard Foundations</i> Chapter 9, On the Job • The intricacies of owning a business now appear in this chapter, previously <i>Esthetics: Fundamentals</i> Chapter 22, The Skin Care Business • Content reduced and reorganized to focus on the high-level ins and outs of owning a business—those interested in owning a business should seek out additional resources as this content is only meant to introduce the topic • New table featuring the financial benchmarks for beauty and wellness establishments in the United States • Added content on social media pointers for the business owner • Client retention appears in <i>Standard Foundations</i> Chapter 9, On the Job in the section on “Use Marketing to Expand Your Client Base” • New activity “Practically in Business” for students to plan the practical sides of business ownership • New activity “Legendary Layout” for students to get creative and brainstorm their ideal business’ layout and particulars

CHAPTERS LOCATED IN MILADY STANDARD ESTHETICS: FUNDAMENTALS, 12th EDITION

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Career Opportunities and History	<p>Chapter 1—Career Opportunities and History of Esthetics</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain how the historical evolution of esthetics, continues to increase the opportunities for the professional esthetician. 2. Discuss how the advancement in technology, has increased the scope and direction of esthetics. 3. Describe how estheticians can partner with skin care companies, physicians, schools, manufacturers, chemists, and product developers to help drive new careers for future esthetic practitioners. 	<p>Chapter 1—Career Opportunities and History of Esthetics</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Describe the cosmetics and skin care practices of earlier cultures. 2. Discuss the changes in skin care and grooming in the twentieth and twenty-first centuries. 3. Name and describe the career options available to licensed estheticians. 4. Explain the development of esthetics as a distinct, specialized profession. 	<ul style="list-style-type: none"> • 12th edition includes more detailed career options and growth opportunities, so that the student can plan beyond basic licensure and develop a long-term plan for the second and third tier levels to their career • Four new interviews with long-term industry experts, serving as inspiration to students and educators • Additional discussion of consumer trends in the expansion of esthetic practices into a variety of settings, such as airports, hospitals, cancer support and lifestyle centers, and retirement locations, with the expectation of further increased demand in future

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Anatomy and Physiology	<p>Chapter 2—Anatomy and Physiology</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain how anatomy and physiology are critical to esthetics' success. 2. Describe the basic structure and function of a cell. 3. List and describe the four types of tissue found in the body. 4. Define the functions of major organs and systems of the body that intersect with the integumentary system and esthetics. 5. List the five accessory organs to the skin. 6. Identify five functions of the skeletal system. 7. Recognize the muscles involved in esthetic massage. 8. Describe the three nerve branches of the head, neck, and face that the esthetician will encounter when performing facial treatments. 9. Recognize how the circulatory system influences the health of the skin. 10. Explain the interdependence that the lymphatic, circulatory, and immune systems have with each other. 11. Identify the glands that make up the endocrine system. 12. Paraphrase how hormonal changes in the reproductive system can affect the skin. 13. Describe what occurs during inhalation and exhalation. 14. Explain the five steps in digestion. 15. List the five organs that comprise the excretory system. 	<p>Chapter 6—General Anatomy and Physiology</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Define and explain why the study of anatomy physiology and histology is important to the esthetician 2. Describe cells, their structure and their reproduction. 3. Define tissue and identify the types of tissues found in the body. 4. Name the 9 major body organs and the 11 main body systems and explain their functions. 	<ul style="list-style-type: none"> • Updates to all graphics, images, tables and boxes supporting all types of learners • “How is This Important?” boxes highlight why learning the intricacies of each body system is important to the esthetician as a service provider • Information added on the interdependence of the lymphatic, circulatory, and immune systems • More in-depth information on the endocrine system and how it affects the skin • New information on the respiratory system and how it affects skin health

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Physiology and Histology of the Skin	Chapter 3—Physiology and Histology of the Skin Learning Objectives: 1. Describe why learning the physiology and histology of the skin makes you a better esthetician. 2. Describe the attributes of healthy skin. 3. Distinguish the six primary functions of the skin. 4. Explain the function of each layer of the skin, from the deepest to the surface. 5. Identify a hair follicle as an appendage of the skin. 6. Identify nails as an appendage of the skin. 7. Describe the functions of the two types of nerves. 8. Explain what is produced by the two types of glands of the skin. 9. Distinguish the factors influencing skin health.	Chapter 10—Physiology and Histology of the Skin Learning Objectives: 1. Explain the functions of the skin. 2. Describe the layers of the skin. 3. Describe how skin gets its color. 4. Define collagen and elasticity. 5. Name the glands of the skin. 6. Discuss how sun damage affects the skin. 7. Understand free radical damage. 8. Understand the effects of hormones on the skin 9. Explain how the skin ages.	<ul style="list-style-type: none"> • 12th edition takes a deep dive into how the skin functions beyond naming its parts, by making associations and connections from the deepest layers out to the surface • New graphic with valuable information on melanosome formation, melanin synthesis (including tyrosinase), and melanin transfer • New nail structure graphic describing the identification of nails as appendages of the skin • Explicit graphic on UVA, UVB, & UVC depth penetration into skin levels

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Disorders and Diseases of the Skin	Chapter 4—Disorders and Diseases of the Skin Learning Objectives: 1. Explain why knowledge of diseases and disorders is valuable for an esthetician. 2. Describe how an esthetician and a dermatologist can work collaboratively. 3. Identify the differences between primary, secondary, and tertiary skin lesions. 4. Recognize skin changes that could indicate a type of skin cancer. 5. Describe the types of acne. 6. Describe the symptoms of polycystic ovarian syndrome (PCOS). 7. List common vascular conditions or disorders. 8. Identify pigment disorders. 9. Describe the different types of dermatitis. 10. Identify the types of hypertrophies. 11. Define nine contagious skin and nail diseases. 12. Identify two mental health conditions that may manifest as skin conditions. 13. Recognize common skin conditions related to skin diseases and disorders. 14. Explain five sudoriferous gland disorders.	Chapter 11—Disorders and Diseases of the Skin Learning Objectives: 1. Understand the different types of skin lesions. 2. Understand gland disorders. 3. Understand skin inflammations. 4. Recognize pigmentation disorders. 5. Identify which disorders are contagious. 6. Recognize potential skin cancer growths. 7. Understand acne and the causes of the disorder. 8. Recognize the different grades of acne. 9. Identify common skin conditions and disorders. 10. Know which disorders to refer to a physician.	<ul style="list-style-type: none"> • Significant updates in graphics, photos, and organization • New infographic on primary and secondary lesions along with new descriptions for easy reference • New images of skin cancer lesions and infographic on skin cancer and sun exposure statistics • New activity on ‘measuring your moles’ • New section on acne, expanded to include polycystic ovarian syndrome (PCOS) • Addition of two mental health conditions that may manifest as skin conditions: dermatillomania and body dysmorphic disorder • Excellent new photos of skin conditions, diseases and disorders through entire chapter

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Skin Analysis	Chapter 5—Skin Analysis Learning Objectives: <ol style="list-style-type: none"> 1. Explain the process of skin analysis. 2. Identify the four genetic skin types through visualization, palpation, and consultation. 3. Differentiate the six Fitzpatrick skin types and accurately identify them. 4. Distinguish the characteristics of sensitive skin. 5. Recognize the intricacies involved with treating skin of color. 6. Identify treatment options for the neck and décolleté. 7. Illustrate examples of skin conditions versus skin types. 8. Explain the causes of skin conditions. 9. Describe healthy habits for the skin. 10. Determine treatment contraindications through evaluation, analysis, and consultation. 11. Perform a skin analysis. 	Chapter 12—Skin Analysis Learning Objectives: <ol style="list-style-type: none"> 1. Identify skin types. 2. Identify skin conditions. 3. Explain the causes of skin conditions. 4. Understand how UV radiation affects the skin. 5. Explain healthy habit for the skin. 6. Determine treatment contraindications. 7. Conduct client consultations. 8. Fill out skin analysis charts. 9. Perform a skin analysis. 	<ul style="list-style-type: none"> • New student activity combining use of cell phone and knowledge of Fitzpatrick Skin Types to create a collage showing the various types • Emphasis on the neck, a part of the skin analysis students tend to skip over during analysis and consultation • Special new section on treating sensitive skin and skin of color • Infographic included on intrinsic and extrinsic aging • Updated client intake form, client consent form, and service record card

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Skin Care Products: Chemistry, Ingredients, and Selection	<p>Chapter 6—Skin Care Products: Chemistry, Ingredients, and Selection</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain how skin care products and ingredients are significant to estheticians. 2. Describe cosmetic regulations, laws, and product safety. 3. Distinguish cosmetic ingredient sources and popular terms. 4. Describe the main types of ingredients in cosmetic chemistry. 5. Identify beneficial ingredients for skin types and conditions. 6. Select appropriate products for facial treatments and home care use. 7. Recommend home care products with confidence. 8. Summarize the points to consider when choosing a professional skin care line. 	<p>Chapter 13—Skin Care Products: Chemistry, Ingredients, and Selection</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Understand product components used in formulating products. 2. Understand FDA regulations regarding cosmetic claims and product safety. 3. Recognize the most common cosmetic ingredients and their benefits. 4. List and describe the main categories of professional skin care products. 5. Explain the basic products used in facials. 6. Understand product formulations for different skin types. 7. Explain the benefits of numerous skin care products. 8. Safely use a variety of salon products while providing client services. 9. Recommend home care for different skin types and conditions. 	<ul style="list-style-type: none"> • Moved product safety and knowledge of adverse reactions earlier in the chapter to bring to student’s attention before detailed information on products • New layout of content for easier navigation, such as listing the product, the benefits, and then the different examples of the product • New content on types of sun protection products, such as tinted sunscreens, BB creams, and CC creams • New chart on “Common Performance Ingredients in Skin Care Products” including skin types that can benefit most from the ingredients • New chart comparing comedogenic ratings of common oils • Updated and improved “Chart for Comparing and Rating Product Lines” • Expanded section of popular terms now includes common labeling terms <i>natural/all natural, organic, cruelty-free, vegan, gluten-free, hypoallergenic, noncomedogenic, comedogenic, fragrance-free, and unscented</i> • Added content on cleansing oils under “Types of Cleansers” section • New section dedicated to types of massage products • Section on nanotechnology removed

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
<p>The Treatment Room</p>	<p>Chapter 7—The Treatment Room</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain why treatment room preparation is an integral part of providing treatments. 2. Review the elements of an esthetician’s professional appearance. 3. Outline essential room and station structural features. 4. Describe the ideal ambience, furniture, and equipment for facials. 5. Properly manage treatment room supplies and products. 6. Be able to set up a facial treatment area, such as a facial bar or station. 7. Prepare the treatment room for services. 8. Properly clean and disinfect the treatment room. 9. Perform pre- and post-service procedures to meet safety and health requirements. 	<p>Chapter 14—The Treatment Room</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Understand the components of creating a professional atmosphere. 2. Describe what equipment and supplies are needed for facials. 3. Prepare and set up the treatment room for services. 4. Explain why the room setup should be comfortable for the esthetician. 5. Disinfect and clean the treatment room. 	<ul style="list-style-type: none"> • New note to plan on arriving 30 minutes prior to the start of your shift • Added emphasis on conveying a credible and professional image, such as wearing minimal accessories and having well-kept hair, skin, nails, and makeup • Added emphasis on the importance of maintaining a positive attitude and energy throughout your shift • New sample layout of a well-designed spa or salon • Outlines important structural features to look for in a treatment room, such as room size, ventilation, electrical outlets, access to running water, washable workstation surfaces, and proper lighting • Added discussion of room aesthetics and the importance of a professional, relaxing atmosphere • New image of a well-laid out treatment room with all of the essential equipment • Added <i>trolley</i> as another term for utility cart • Additional information on the actual equipment needed in a treatment room, including a sink, water basin, and Safety Data Sheets • Ergonomics discussion moved immediately after section on equipment in the treatment room • Added a Focus On box highlighting “What are SDSs?” as a refresher from <i>Milady Standard Foundations</i> • New image of a trolley set up with facial treatment supplies

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
			<ul style="list-style-type: none"> • Fan and mask brushes moved under single-use items, as they cannot be disinfected • Tissues have been changed to specifically <i>fragrance-free</i> to avoid allergic reactions • New section added on facial bars or stations that have gained popularity in salons and spa for express facial treatments—instructors should point out to students if they are permitted in your state • Content on “green” practices removed to focus the student’s attention on being job ready—when first starting out the decision for a green facility will depend on the business owner of the location the esthetician is employed at • The procedures in this chapter focus on steps to take to prepare for a service and reset after a client leaves; additional steps, such as consultations, are now addressed in <i>Esthetics: Fundamentals</i> Chapter 8, Facial Treatments • Making cleansing pads and butterfly eye pads removed as most schools, salons, and spas use prepackaged or precut esthetics wipes, cotton rounds, sponges, etc.
Facial Treatments	Chapter 8—Facial Treatments Learning Objectives: <ol style="list-style-type: none"> 1. Explain the importance of facial treatments as the foundation for all skin care services. 2. Describe the benefits of a facial treatment. 3. List the essential skills needed to successfully perform facials. 	Chapter 15—Facial Treatments Learning Objectives: <ol style="list-style-type: none"> 1. Describe the benefits of a facial treatment. 2. Perform the facial set up procedures. 3. Explain the key elements of the basic facial treatment. 	<ul style="list-style-type: none"> • Expanded importance of ongoing education, including a Focus On box highlighting CIDESCO as one option for continuing education • Organized the key elements of client interaction into four main parts: (1) focus on the client, (2) client comfort, (3) inform the client, and (4) be diligent, organized and skillful

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
	<ol style="list-style-type: none"> 4. Perform the facial setup procedures. 5. Explain the key steps of the basic facial treatment. 6. Describe how to consult clients on home care. 7. Discuss variations of the basic facial. 8. Outline the treatment goals for six skin types/conditions (dry, dehydrated, mature, sensitive, hyperpigmentation and oily skin). 9. Describe acne facials. 10. Perform an acne treatment procedure. 11. Discuss men's skin care treatment options. 12. Perform the facial treatment procedures. 	<ol style="list-style-type: none"> 4. Understand the treatment needs for dry, dehydrated, mature, sensitive, and oily skin. 5. Describe acne facials and home care. 6. Discuss men's skin care and treatments. 7. Perform the step-by-step facial treatment. 8. Perform decontamination procedures and provide a safe environment for clients. 9. Understand extraction methods. 	<ul style="list-style-type: none"> • Basic facial procedure featured, along with notes on where facial devices could be introduced • Applying warm towels before removing makeup added as an optional step that instructors should instruct their students on according to their school's preference • Included initial skin analysis and then in-depth skin analysis into the basic facial routine • Slightly updated timing for the facial procedure, with more time for consultation, cleansing, skin analysis, and extractions • Updated intake forms include important details to capture on every client • New sample treatment plan template included to implement for every client • Added content on exfoliation products as a refresher from <i>Esthetics: Fundamentals</i> Chapter 6, Skin Care Products • Added a brief discussion on desincrustation with a galvanic machine as an option for a facial service • Mini-facial replaced with <i>express facial</i> • Treatment goals for the six skin types are called to attention in boxes under the header "Outline the Treatment Goals for Six Skin Types/Conditions" • Additional details on mature or aging skin as an important part of the skin industry, extending <i>Esthetics: Fundamentals</i> Chapter 3, Physiology and Histology of the Skin • New infographic on aging through the decades and what students can expect to see in different age ranges

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
			<ul style="list-style-type: none"> • Added lancets as the fourth method for extractions, if permissible by your state • Revised acne treatment procedure • Updated information on marketing to men • Preservice procedure on preparing the client for treatment moved in to appear with the discussion of performing facial services • Massage moved before steam and extractions in the updated basic facial routine, to avoid stimulation that would cause further inflammation and breakouts if massage was performed after extractions • Applying and removing the cotton compress is joined as one procedure in the new chapter, with updated steps to include pre-made cotton squares and four pieces of wet cotton instead of three pieces • Performing extractions routine includes four options to choose from: (a) manually removing comedones, (b) cotton swab technique, (c) comedone extractors, and (d) extractions with lancets • Applying the paraffin mask replaced with applying a sheet mask, a more common service
Facial Massage	Chapter 9—Facial Massage Learning Objectives: 1. Explain the importance of facial massage as an esthetics service. 2. Describe the benefits of massage. 3. Discuss facial massage contraindications. 4. Describe the five types of massage movements used by estheticians.	Chapter 16—Facial Massage Learning Objectives: 1. Describe the benefits of massage. 2. Understand the contraindications for massage. 3. Explain the different types of massage movements.	<ul style="list-style-type: none"> • New research activity addressing the important historical figures who contributed to massage • Added research statistics behind the benefits of massage, with additional resources available in the Resources section at the end of the text • Moved massage contraindications before incorporating massage into services

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
	<p>5. Explain how to incorporate massage during the facial treatment.</p> <p>6. Perform a basic facial massage.</p>	<p>4. Describe alternative massage techniques.</p> <p>5. Perform a facial massage.</p>	<ul style="list-style-type: none"> • Removed the discussion of the Dr. Jacquet Movement as it less commonly practiced • Incorporated a section on using proper massage products • Added an image featuring massaging from insertion to origin • Optional inclusion of chest, shoulder, and neck manipulations incorporated at the end of the step-by-step facial massage • Added a step to the procedure on facial massage to apply product first evenly to the décolleté, neck, and face • Added a short description of each step at the start of every step to make it easier for the student to learn and navigate through the routine, including the type of massage movement involved • Added illustrations for reference in addition to the photo representation of every massage step • All steps of the massage routine changed to three to six times to be consistent in number of movements and to make it easier for the student to learn • Step 6 in the facial massage routine replaced the middle finger at the outside corner of the eye with the middle and ring fingers at the inside corner of each eye; and cheekbone was replaced with the anatomical term <i>zygomatic bone</i> • Step 10 in the facial massage routine now includes two options for the student to choose: either tapotement or petrissage

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Facial Devices	<p>Chapter 10—Facial Devices and Technology</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain the importance of the use of facial devices and technology. 2. Identify the basic concepts of electrotherapy. 3. Explain the benefits of the hot towel cabinet. 4. Discuss the magnifying lamp and its uses. 5. Discuss the Wood’s lamp and its uses. 6. Demonstrate how to safely and effectively use the rotary brush. 7. Demonstrate how to safely and effectively use the steamer. 8. Demonstrate how to safely and effectively use the vacuum machine. 9. Demonstrate how to safely and effectively use galvanic current. 10. Demonstrate how to safely and effectively use the high-frequency machine. 11. Demonstrate how to safely and effectively use spray machines. 12. State the benefits and use of paraffin wax. 13. State the benefits and use of electric mitts and boots. 14. Identify why you should make informed decisions when purchasing equipment as a licensed esthetician. 	<p>Chapter 17—Facial Machines</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Identify the basic concepts of electrotherapy. 2. Describe the contraindications for machines. 3. Understand how to maintain a hot-towel cabinet. 4. Use and maintain the magnifying lamp. 5. Describe the purpose of the Wood’s Lamp. 6. Be familiar with the brush machine. 7. Safely use and maintain the steamer. 8. Explain how the vacuum machine is used. 9. Understand how galvanic machines are used. 10. Be familiar with the high-frequency machine. 11. Explain how the spray machine is used. 12. Make informed decisions when purchasing equipment. 	<ul style="list-style-type: none"> • Older images updated • Organizational improvements made with a greater focus on safety and answering key questions: <ul style="list-style-type: none"> o What is this device, and what is it used for? o When do we use this device? o What are the best practices for using this device? o What are the contraindications involved? • The resulting chapter on (basic) facial machines is helpful in discussing the safety topics of devices and supports lesson planning • The use and reuse of terminology, protocols, and systems sets the stage for teaching facial services using technology, which speaks to the base of esthetic work

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Hair Removal	Chapter 11 – Hair Removal Learning Objectives: 1. Explain the importance of hair removal. 2. Describe the structure of hair. 3. Explain the hair growth cycle. 4. Identify the causes of excessive hair growth. 5. Compare temporary and permanent hair removal and reduction methods. 6. Explain when to use hard and soft wax methods of hair removal. 7. Provide a thorough client consultation for hair removal services. 8. List items needed in a wax treatment room. 9. Demonstrate waxing head to toe with soft and hard waxes.	Chapter 18 – Hair Removal Learning Objectives: 1. Understand the morphology of hair. 2. Explain the hair growth cycle. 3. Describe the methods of permanent and temporary hair removal. 4. Identify different hair removal equipment, tools, and accessories. 5. Name the contraindications for hair removal. 6. Provide a thorough client consultation before hair removal. 7. Safely perform basic face and body waxing techniques.	<ul style="list-style-type: none"> • Easier to follow outline • Updated focus on safety and client satisfaction • More in-depth information on the science of hair growth cycles • Added pros and cons of each hair removal method • Wax selection now based on best practices for each hair removal area • New and updated assessment, informed consent, and service forms • New information on treating the transgender client • Detailed item list for treatment and room set up for waxing services • More in-depth information on infection control and hygienic practices • Added specific information on waxing specific body parts/areas • Stressed importance of full disclosure and communication on what is desired by the client for areas to be treated (i.e. Bikini versus Brazilian) • Underarm is referred to by the correct anatomical term <i>axilla</i> • Addition of several waxing procedures: <ul style="list-style-type: none"> o Eyebrow Waxing with Hard Wax o Lip Waxing with Soft Wax o Axilla with Soft Wax o Arm and Hand Waxing with Hard and Soft Wax o American Bikini Waxing with Soft Wax o Men’s Chest Waxing with Soft and Hard Wax o Men’s Back Waxing with Hard Wax

(continues)

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
Makeup Essentials	<p>Chapter 12—Makeup Essentials</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain makeup essentials as it relates to an esthetician’s skillset. 2. Describe the principles of cosmetic color theory. 3. Use color theory to choose and coordinate makeup color selection. 4. Identify face shapes and proportions for makeup applications. 5. Describe the different types of cosmetics and their uses. 6. Prepare the makeup station and supplies for clients. 7. Follow infection control requirements for makeup services. 8. Conduct a thorough makeup consultation with a client. 9. Perform makeup application techniques. 10. Use highlighting and contouring techniques for balance and proportion. 11. Create makeup looks for special occasions. 12. Apply makeup for the camera and special events. 13. Recognize the benefits of camouflage makeup. 14. Demonstrate the application of artificial eyelashes. 15. Describe tinting lashes and brows on a makeup client. 16. Explain the benefits of permanent makeup application. 17. Describe the benefits of a career in makeup. 18. Promote retail services as a makeup artist. 	<p>Chapter 20—The World of Makeup</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Demonstrate an understanding of cosmetic color theory. 2. Describe warm and cool colors. 3. Describe the different types of cosmetics and their uses. 4. Prepare the makeup station and supplies for clients. 5. Perform a makeup consultation, determine a client’s needs, and fill out a client chart. 6. Demonstrate how to choose products and colors and then apply them using the appropriate techniques. 7. Identify different facial features. 8. Identify the ideal brow shape measurements. 9. Demonstrate procedures for basic corrective makeup. 10. Perform a basic makeup procedure for any occasion. 11. Perform decontamination and clean up procedures. 12. Demonstrate the application and removal of artificial lashes. 13. Complete a lash and brow tinting procedure. 	<ul style="list-style-type: none"> • Updated photos and graphics throughout chapter • New activities that support learning color theory and color selection • New and updated information of foundation bases and which to use for specific skin types • Extensive information on preparing a makeup station • Updated information on infection control • Updated client forms • More in-depth information on makeup applications, including corrective makeup • Professional and marketing tips for makeup artists

Topic Areas	12th Edition Chapter	11th Edition Chapter	Significant Changes
<p>Advanced Topics and Treatments</p>	<p>Chapter 13—Advanced Topics and Treatments</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Explain advanced skin care topics and treatments for licensed, trained estheticians. 2. Describe chemical exfoliation and peels. 3. Identify how to safely and effectively use chemical exfoliation and peels. 4. Discuss the benefits of microdermabrasion by type of device. 5. Explain the benefits of laser technology. 6. Explain the benefits and types of light therapy. 7. Discuss microcurrent treatments. 8. Discuss ultrasound. 9. Discuss microneedling and nano infusion. 10. Describe spa body treatments. 11. Discuss common treatments used to address cellulite. 12. Explain the benefits of manual lymphatic drainage. 13. Describe the field of medical esthetics. 	<p>Chapter 21—Advanced Topics and Treatments</p> <p>Learning Objectives:</p> <ol style="list-style-type: none"> 1. Recognize the contraindications of chemical exfoliation procedures. 2. Explain chemical peels and other exfoliation techniques 3. Describe the benefits of AHA peels and microdermabrasion. 4. Understand light therapy and lasers. 5. Be familiar with microcurrent and ultrasound technology. 6. Describe spa body treatments and services. 7. Be familiar with medical aesthetics. 8. Be familiar with injectables. 9. Be familiar with various surgical procedures. 	<ul style="list-style-type: none"> • More information on effects of peels, contraindications, and best practices • Added enzyme peels and their uses • Added microdermabrasion choices (including non-crystal diamond tip), safety, and device maintenance • Added microneedling (dermal rolling) and nano infusion • Updated images throughout chapter • Expanded protocols and procedures for spa treatments, such as enzyme masks (facial and back), glycolic peels, and crystal-free microdermabrasion