



**By Rob and
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Glogau Type Treatments

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| <p>Type I: No wrinkles/mild <i>Treatment type: Prevention</i></p> <ol style="list-style-type: none"> 1. This skin is still youthful, but is being blasted with the ravages of the sun. Both home care and office treatment care should focus on slowing and preventing damage. 2. Office treatments may consist of a pre-cleansing, cleansing, mild toner, vitamin A (retinyl palmitate), vitamin C and antioxidants completed with a calming, hydrating mask and sunscreen. This series of steps should be followed for all the classifications, along with additional steps mentioned within each type. 3. Home care should consist of antioxidants, vitamins A and C, and sun protection that includes physical and chemical blockers, plus antioxidants. | <p>Type II: Wrinkles in motion/moderate <i>Treatment type: Prevention and moderate corrective treatment</i></p> <ol style="list-style-type: none"> 1. This skin has some evident damage. Prevention is still a focus, but moderate treatment is important to reduce the classification, or at least to maintain this level of aging. 2. Treatments can include a series of light, superficial peels, depending on season (do not peel in summer), application of antioxidants, and alternating between intensive vitamin A and C treatments enhanced by methods of penetration. Treatment product strengths should be greater than specified in Type I. |
| <p>Type III: Wrinkles at rest/advanced <i>Treatment type: Prevention and advanced treatment</i></p> <ol style="list-style-type: none"> 1. This skin is damaged and needs esthetically aggressive treatment in order to lower the classification, or at least to maintain it. 2. Treatments should be stronger with more intensive products in the treatment room and for at-home use, always increasing in strength. The addition of a series of mid-level peels (lactic or TCA), introduction of the application of growth factors, and another level of strength in the vitamin A and C products with a series of product penetration enhancements is needed. It is also appropriate to consider the addition of IPL, LED, lasers or other modalities in order to further provide sustainable results. These are best done in a series, alternating modalities. | <p>Type IV: All wrinkles/severe <i>Treatment type: Medical and advanced treatment</i></p> <ol style="list-style-type: none"> 1. This client has wrinkles that need to be addressed by medical-level professional care supported by advanced esthetic level home and professional care. 2. Treatments should include a series of mild TCA peels or stronger lactic acid peels, ever increasing strengths of vitamins A and C, a brigade of antioxidants, product penetration, the addition of injectables every three-to-six months, and multiple applications of IPL, LED, lasers or other appropriate noninvasive treatments. Working in close collaboration with a cosmetic surgeon will also provide additional alternative treatments of a more invasive nature. |

Needs-based **Anti-aging** *Treatment Plans*

The majority of photodamage—the primary cause of aging skin—is already present by the time a person reaches 18, due to extrinsic aging caused by environmental factors such as sun exposure; atmospheric pollutants, including nicotine, sulfur and carbon dioxide; and acid rain. Many clients who consult a skin care professional are seeking ways to address their anti-aging concerns.

There is no single perfect treatment, procedure or ingredient that will meet every person's needs, although there are some universal basics to ensure healthy skin. Individuals need an appropriate treatment plan based on their own situation and lifestyle—a needs-based assessment, and resulting protocol, through in-spa and home care. Selecting a plan is no longer as simple as determining if the skin is dry, oily or combination, and if the client experiences fine lines or wrinkles.

Needs evaluation

Human skin is exposed to a variety of potentially damaging factors. It was only recently that people began to understand the harm they caused their own skin. Do you remember the days of sitting with a sun reflector and using baby oil mixed with iodine to obtain that fashionable tan made popular by the media and fashion divas such as Coco Chanel? Even walking to and from homes and offices, in and out of stores and sitting in cars can lead to skin damage. No one is immune.

Skin damage is primarily visible as discoloration, pigmentation, actinic keratosis, fine lines and wrinkles. These symptoms develop at an individually defined age, depending on the client's skin type. Everyone ages in a pattern and at a rate that is distinct. Historically, skin

care professionals have looked to the Fitzpatrick Skin Type Classification system, as well as clients' health, heredity, lifestyle and sun exposure for clues about how to determine treatment regimens.

Due to the expanding knowledge of skin science and newly emerging treatment options, analysis is no longer that simple. Yet it can be one of the most significant elements in establishing an overall plan that can define success or failure.

Begin with an initial analysis of a client's skin based upon close examination, followed by a supportive question-and-answer session that concerns overall health, skin health, allergies, heredity, and former and current skin care habits. These discussions highlight past problems with specific products and treatments, as well as the client's willingness to invest in their own skin health. Remember to inquire about their goals and objectives for improvement. Comment about whether these are realistic and highlight what will be involved in achieving successful outcomes.

The next step is for you to propose a treatment plan. A sound approach must include multiple steps, including professional services, at-home protocols, and a series of procedures that could include peels, facials, IPL, LED, lasers and injectables. Some of these may be done in-spa and others via referral, as appropriate. Many times the best approach is a series that involves multiple modalities.

Your clients' skin did not age overnight and it will not be repaired overnight. Set achievable expectations. Remind them that there is no such thing as hope in a jar or a magical treatment that fixes everything. This is where your recommendations must be thoroughly explained.

It is extremely important to inform them about exactly what they can expect, why you are recommending these protocols, how the services work, along with any potential side effects, downtime and costs.

If clients understand their treatment plan, a trusting relationship will be established with the skin care professional, resulting in a more successful collaboration. Ask them to repeat the highlights of your conversation in order to ensure that everyone is on the same page.

Individuals need an appropriate treatment plan based on their own situations and lifestyles.

The Glogau Scale

One of the most effective systems for choosing services is the Glogau Photodamage Classification Scale, developed by Richard G. Glogau, MD, a clinical professor of dermatology at the University of California, San Francisco, and a leader in the field of cosmetic dermatology and dermatologic research. It was created in order to objectively measure the severity of photoaging—particularly wrinkles. See **Glogau Photodamage Classification Scale**.

The Glogau designation can vary from one part of the face to another. For example, the eye area may be a higher classification than the rest of the face. As helpful as the scale might be in describing aging by categories, the presence of age ranges produces concerns for many skin care providers. You cannot simply focus on the age range of the client and proceed immediately. This is only a guideline. Instead, the treatments should be chosen by the appearance of the skin's surface.

Remove the age ranges from the chart and primarily examine the skin. For instance, a client is 28, has obvious discolorations, some actinic keratosis and established lines around her eyes, even when not smiling, and some around her mouth. Is she a Type I or II, or low III? She may smoke or refuses to use sunscreen. This individual is aged beyond her chronological years and her treatments should be based upon a higher classification.

Conversely, with the plethora of professional treatments, cosmetic procedures, injectables, peels and home care products available today, many people appear more youthful than their actual age. Consider a 48-year-old who has a few fine lines, only around the eyes when smiling, a few tiny discolorations, but no keratosis, and her skin is taut and resilient. Is she a classification II or III, or a high I? The esthetician must ignore her age and examine only the overall appearance of the skin when planning the appropriate services according to her needs.

Glogau Photodamage Classification Scale

| Type I: No wrinkles <i>Mild (20s–30s)</i> | Type II: Wrinkles in motion <i>Moderate (30s–40s+)</i> | Type III: Wrinkles at rest <i>Advanced (50s–60s+)</i> | Type IV: All wrinkles <i>Severe (65–70+)</i> |
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| <ul style="list-style-type: none"> Few, if any, wrinkles Minimal pigment changes No keratosis Requires little or no makeup for coverage | <ul style="list-style-type: none"> Early wrinkling, only in motion, such as smile lines Minor discoloration with early actinic keratosis Requires some makeup | <ul style="list-style-type: none"> Persistent wrinkling, even when not smiling Obvious discoloration of the skin with telangiectasias and actinic keratosis Always wears makeup | <ul style="list-style-type: none"> Severe wrinkling Photoaging Gravitational and dynamic forces affecting skin Actinic keratosis with or without cancer Wears makeup with poor coverage |
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