



# **PROFESSIONAL PRODUCTS AND TREATMENTS**

**(PRESENTATION SPEAKER NOTES)**

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## SLIDE 1

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**TITLE:** iS CLINICAL PROFESSIONAL PRODUCTS AND TREATMENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

This presentation serves as an introduction to iS Clinical professional (backbar) products including benefits, pro tips, and ingredients.

Each iS Clinical professional facial treatment is also discussed including the value of professional facials, the iS Treatment Difference, Triple Cleanse, Massage Silk, Modality Options, and a brief introduction to the Prodigy Peel Systems.

## SLIDE 2

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**TITLE:** THE VALUE OF PROFESSIONAL FACIALS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**The value of professional facials:**

Professional facials provide a long list of benefits that cannot necessarily be attained with home care regimens:

- Skin consultation, analysis, treatment, and homecare recommendations from a licensed professional.
- Exclusive professional strength formulas provide enhanced exfoliation, boost skin health, and accelerate desired results of homecare products.
- Treats the skin while relaxing the body and mind.
- Provide varied options for different skin concerns and tolerance levels.
- Prepares skin for advanced services and procedures.
- Provide treatment options for those contraindicated to advanced services and procedures.
- Builds client relationships
- Strengthens service to retail conversion.
- Creates an opportunity for consumers to learn more about their skin.

**Remember the 80/20 rule:** 80% of client results come from consistent, daily home care while the remaining 20% are from professional treatments every 4-6 weeks that boost the results of excellent home care.

## SLIDE 3

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**TITLE:** THE iS TREATMENT DIFFERENCE

**SUBTITLE:** N/A

**SPEAKER NOTES:**

iS Clinical Facial treatments combine the best of both worlds!

Clients and patients will enjoy a luxurious, relaxing, spa-like experience and the benefit of rapid and long-term results.

Our facials have been customized to fit different time frames, supporting various business models and client preferences.

Superior ingredient quality, opportunities for modality enhancements, and added time for massage and pampering in our 90-minute protocols gives a greater professional edge in the treatment room.

iS Clinical's newly updated facial protocols include 30-, 60-, and 90- minute options allow clients with any budget, skin type and condition to receive results-driven treatments tailored to their specific needs.

*For more information, please reference the Facial Protocol Booklet located in the Marketing Library.*

## SLIDE 4

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**TITLE:** iS CLINICAL PROFESSIONAL PRODUCTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

This segment provides an introduction to iS Clinical professional (backbar) products including their unique benefits and ingredients.

First, let's discuss the products available in professional or backbar sizes.

***Trainer note: When training on iS Clinical's professional products and treatments, it is essential to provide trainees with the Facial Protocol Booklet and/or the Prodigy Peel Training Manual (PDF or hard copy) for a comprehensive understanding of each treatment, its benefits, and indications.***

## SLIDE 5-11

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**TITLE:**

**SUBTITLE:** N/A

**SPEAKER NOTES:**



## SLIDE 12

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**TITLE:** INTENSIVE RESURFACING MASQUE

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Intensive Resurfacing Masque**

Intensive Resurfacing Masque is designed to exfoliate and resurface the skin without the typical side effects or downtime associated with powerfully resurfacing treatments like peeling and flaking. This masque smooths and softens the skin to reduce the appearance of fine lines and wrinkles, uneven tone and texture, blemishes and congested pores. In addition, this masque is an integral component of the Fire & Ice Facial Protocol.

Intensive Resurfacing Masque is the first professional masque in the Fire & Ice Facial. This is the “Fire” portion of the facial that provides a warming sensation, rapid resurfacing and controlled exfoliation that immediately smooths and polishes the skin. It also increases microcirculation and deep cleans pores leaving the skin with a youthful glow.

**BENEFITS:**

- Provides intensive exfoliation with little to no downtime.
- Improves the appearance of blemish prone skin and congested pores.
- Immediately smooths and polishes the skin improving the appearance of fine lines and wrinkles, uneven tone and texture.
- Niacinamide (Vitamin B3) increases microcirculation. (This may result in temporary flushing of the skin indicating the desired increase in microcirculation.)
- Increases cellular metabolism.
- Restores a healthy glow to dull complexions.

**Pro Tips:**

- Apply this masque in a thin layer with a fan brush. It is normal to see the skin through the masque. Adding more product will not improve results, it will only intensify the warming sensation and may become intolerable to the client.
- This masque is not a peel, but it can feel like one! Check-in with the client while Intensive Resurfacing Masque is on to gauge the activity level using a 1-10 scale.
- This masque does not contain any mechanical or physical exfoliants, making it a great option for more inflamed acne that needs resurfacing, but cannot tolerate physical exfoliation.
- Intensive Resurfacing Masque must be removed prior to neutralizing the skin with Cleansing Complex.

- A temporary flushing of the skin may occur due to the increased microcirculation and oxygenation of the skin. This is due to the Niacinamide and will provide the skin with a youthful glow.
- Do not steam with Intensive Resurfacing Masque.
- Remove with cool towels or esthetic wipes.





## SLIDE 13

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**TITLE:** INTENSIVE RESURFACING MASQUE KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Intensive Resurfacing Masque Ingredient Profile**

**RESURFACING AND SMOOTHING:**

- Glycolic Acid: A desquamation and resurfacing agent that encourages the controlled exfoliation of the stratum corneum.

**ANTIOXIDANT / ANTI-INFLAMMATORY / MICROCIRCULATION AND CELL METABOLISM:**

- Green Tea Leaf Extract: Potent antioxidant inhibits DNA damage by counteracting oxidative stress. Possesses anti-inflammatory properties and helps treat immunosuppression.
- Retinol (Vitamin A): Natural Vitamin A functions as a powerful antioxidant with potent free radical scavenging ability. Improves collagen synthesis by favoring biosynthetic activity of fibroblasts and promotes wound healing.
- Niacinamide (Vitamin B3) Promotes microcirculation. Essential for all cells to maintain cellular metabolism (creation of energy necessary for individual cell to perform its function).

## SLIDE 14

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**TITLE:** REJUVENATING MASQUE

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Rejuvenating Masque**

Rejuvenating Masque is designed to provide refreshing, soothing hydration. In addition, this masque is an integral component of the Fire & Ice Facial protocol.

Rejuvenating Masque is the second professional masque in the Fire & Ice Facial. This is the “Ice” portion of the facial. This refreshing, gel-based masque provides a cooling, calming sensation that is always welcomed after the Intensive Resurfacing Masque! Soothing anti-inflammatory botanicals work to cool and calm the skin, while providing intense hydration and antioxidant protection.

**BENEFITS:**

- Provides powerful hydration as it cools and calms the skin.
- Delivers a combination of soothing botanical antioxidants.
- Helps reduce post-extraction and post-procedure erythema (redness and inflammation).
- Revitalizes aging and compromised skin.

**Pro Tips:**

- Apply this masque in a thin layer with a fan brush. It is normal to see the skin through the masque. Adding more product will not improve results, it will only intensify the cooling sensation.
- Any skin type will benefit from this masque.
- Great for soothing any post-extraction or post-treatment redness and inflammation. This masque is an integral component of the Fire & Ice Facial, but can be used as the hydrating masque in any iS Clinical Facial for those who do not prefer the intense cooling sensation provided by Hydra-Intensive Cooling Masque.
- Cool globes or an ice roller can be used to massage with the Rejuvenating Masque to increase the anti-inflammatory, cooling and soothing sensations!

## SLIDE 15

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**TITLE:** REJUVENATING MASQUE KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Rejuvenating Masque Ingredient Profile**

HYDRATING / ANTI-INFLAMMATORY / ANTIOXIDANT

- Sodium Hyaluronate (Hyaluronic Acid): Humectant; demonstrates hydrophilic properties – attracts and binds up to 1800 times its molecular weight in water.
- Aloe Barbadensis Leaf Juice: Hydrator, Anti-inflammatory agent promotes healing, collagen synthesis, and contains antimicrobial properties.
- Camellia Sinensis (Green Tea) Leaf Extract: Potent antioxidant inhibits DNA damage by counteracting oxidative stress. Possesses anti-inflammatory properties and helps treat immunosuppression.
- Glycyrrhiza (Licorice) Root Extract: Antioxidant that possesses anti-inflammatory, anti-irritant, and wound healing properties. Acts as a depigmentation agent.
- Vitis Vinifera (Grape) Seed Extract: Potent antioxidant and counter-irritant that promotes wound healing.
- Rosemary Leaf Extract& glycerin,
- Rosmarinus Officinalis (Rosemary) Leaf Extract: Potent antioxidant that possesses photoprotective, anti-inflammatory, antibacterial, antiviral, and anti-tumor properties."

## SLIDE 16

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**TITLE:** TRI-ACTIVE EXFOLIATING MASQUE

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Tri-Active Exfoliating Masque**

Tri-Active Exfoliating Masque combines powerful botanical enzymes, Salicylic Acid, and eco-friendly cellulose microparticles to provide an ideal combination of physical and biochemical exfoliation, while Brazilian Blood Orange provides added antioxidant protection and a luxurious aroma. This transformative treatment masque product dramatically helps to smooth, brighten and soften your skin.

**BENEFITS:**

- Provides 3 forms of exfoliation: Chemical, physical and enzymatic for powerful yet gentle exfoliation.
- Smooths skin, decongests pores and brightens. Excellent as an acne masque 2-3x per week!
- Tri-Active Exfoliating Masque and Hydra-Intensive Cooling Masque make up the Smooth and Soothe at-home treatment.
- For sensitive, sensitized skin and cystic acne (grades III and IV): Simply apply like a masque for the benefits of chemical and enzymatic exfoliation without inducing inflammation. Do not massage or manipulate.

**PRO TIPS:**

Apply in the shower or with steam to further activate the enzymes.

## SLIDE 17

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**TITLE:** TRI-ACTIVE EXFOLIATING MASQUE KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Ingredient Profile:**

**EXFOLIATING:** Cellulose & Vitamin B Microparticles, Willow Bark Extract (Source of Salicylic Acid), Papain (Papaya) Enzymes, Bromelain (Pineapple) Enzymes

Cellulose & Vitamin B Microparticles: A natural, organic scrub particle that acts as an exfoliating agent with soothing and repairing properties.

Salix Alba (Willow) Bark Extract (Source of Salicylic Acid): Encourages desquamation by “dissolving” intercellular “cement” with no inflammatory effects. Also deep cleans pores and removes debris within hair follicles.

Papain (Papaya) and Bromelain (Pineapple) Enzymes: These enzymes act as an exfoliator by breaking down and digesting dead, keratinized cells (proteins) in the skin.

**ANTIOXIDANT PROTECTION:** Brazilian Blood Orange Extract

Brazilian Blood Orange Extract: Provides antioxidant protection and an enhanced sensorial application experience.

**FIRMING/SEBUM REGULATION:** Copper PCA

Copper PCA: Helps firm skin and regulate sebum production. Helps stimulate collagen synthesis.

## SLIDE 18

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**TITLE:** FOAMING ENZYME MASQUE SYSTEM

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Foaming Enzyme Masque System**

The powerful yet soothing Foaming Enzyme Masque System combines potent papaya (Papain) enzymes with Glycolic Acid and Aloe Leaf Extract to thoroughly exfoliate and deeply cleanse while simultaneously hydrating and nourishing the skin.

This professional treatment produces a luxurious foaming action revealing a polished, healthy, and radiant complexion. In addition, this masque system is an integral component of the Foaming Enzyme Treatment Facial protocol.

The Foaming Enzyme Masque System is a refreshing, aromatic treatment that smooths and polishes the skin while improving the appearance of fine lines, wrinkles, tone, texture, congestion and blemishes for a luminous, hydrated complexion.

The combination of Glycolic Acid, Papaya Enzymes, and Aloe Leaf Extract provides powerful yet gentle exfoliation for all skin types.

**BENEFITS:**

- Provides powerful yet gentle exfoliation for all skin types (With the exception of inflamed or compromised skin).
- Smooths and polishes the skin for a youthful, luminous complexion.
- Improves the appearance of blemish-prone skin and congested pores.
- Improves the appearance of dry, dehydrated skin, fine lines, wrinkles, uneven tone and texture.

**Pro Tips:**

- Mix the Powder Packette and Activator Packette together in a bowl until foaming action begins and apply with a fan brush.
- Depending on the client's tolerability, you may steam throughout the entire double or triple cleanse as well as the Foaming Enzyme Masque treatment for an enhanced sensorial experience and enzymatic action.
- The Foaming Enzyme Masque may also be gently massaged into the skin.
- Our 90-minute Foaming Enzyme Facial protocol offers the best of both worlds: A luxurious, indulgent spa-like experience combined with clinical results provided by 2 of iS Clinical's professional formulas including the Foaming Enzyme Masque System and

Hydra-Intensive Cooling Masque along with extended massage of the face, neck, decollete, hands and arms, and optional extractions.



## SLIDE 19

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**TITLE:** FOAMING ENZYME MASQUE SYSTEM KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Foaming Enzyme Masque System Ingredient Profile**

**EXFOLIATING**

- Glycolic Acid: Desquamation agent that encourages the exfoliation of the stratum corneum.
- Papain (Papaya Enzymes): Exfoliating agents that digests the skin's dead proteins, exfoliates, and helps rebuild collagen.

*\*Enzymes are neutral on the pH scale, so they do not alter the pH of the skin while they process like AHAs and BHAs. This is why they're so gentle and effective for those with sensitive skin!*

**SOOTHING AND HYDRATING**

- Aloe Barbadensis Leaf Juice: Anti-inflammatory agent promotes wound healing, collagen synthesis, and contains antimicrobial properties.

*\*Combining Aloe with the Glycolic Acid in this formula creates balance to minimize the sensations typically experienced with application of Glycolic Acid.*



## SLIDE 20

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**TITLE:** CLARIFYING MUD MASQUE

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Clarifying Mud Masque**

Clarifying Mud Masque is a rich, non-drying clay masque that helps to draw out toxins and impurities while nourishing congested and blemish prone skin. This kaolin clay-based masque incorporates powerful antioxidants and algae extracts to moisturize the skin and support a healthy barrier while brightening and evening the complexion.

Most clay-based masks dry and harden on the skin. Clarifying Mud Masque remains a game changer in the treatment room! This masque maintains its soft consistency for easy removal and will not over-dry or strip the skin of its essential lipids. Kaolin clay is also a humectant, drawing and binding hydration to the skin.

**BENEFITS:**

- Detoxifies and helps pull impurities from within the skin.
- Retains its soft consistency for ease of removal and will not over dry or strip the skin of its essential lipids.
- Provides mild exfoliation.
- Moisturizes and brightens complexion.
- Provides antioxidant benefits.
- Prepares skin for extractions.
- A Niacinamide (Vitamin B3) derivative increases microcirculation. (This may result in temporary flushing of the skin indicating the desired increase in microcirculation.)

**PRO TIPS:**

- Clarifying Mud Masque should only remain on the skin for 3-5 minutes. After 3-5 minutes, a warming sensation and flushing may occur. This is normal and is a result of increased microcirculation in the skin provided by a Vitamin B3 derivative.
- Remove with cool towels or esthetic wipes to soothe the skin.
- The combination of detoxifying, exfoliating and warming sensation makes this a great prep for extractions.
- Hydra-Intensive Cooling Masque will calm and soothe temporary flushing from the Clarifying Mud Masque. If the skin becomes sensitized, Rejuvenating Masque may be used in place of Hydra-Intensive Cooling Masque.

## SLIDE 21

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**TITLE:** CLARIFYING MUD MASQUE KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Clarifying Mud Masque Ingredient Profile**

**DETOXIFYING / BRIGHTENING**

- Kaolin Clay: Deep cleans, detoxifies, and tones. The granules also offer mild physical exfoliation when massaged into the skin.
- Citrus Medica Limonum (Lemon) Peel Oil: Detoxifies, brightens, and provides mild chemical exfoliation as an AHA.

**ANTIOXIDANT / MOISTURIZING / COLLAGEN SYNTHESIS**

- Proprietary Algae Blend: Helps heal, soothe, and increase collagen synthesis.
- Olive Oil: Provides potent, natural antibiotic, anti-acneic, anti-inflammatory, antioxidant and moisturizing properties. Protects against skin damage from intrinsic aging, solar radiation, and injury by any mechanism. Great for acneic skin to support the barrier with healthy lipids.
- Rosmarinus Officinalis (Rosemary) Leaf Oil: Potent antioxidant with anti-inflammatory and antibacterial properties.
- Rosmarinus Officinalis (Rosemary) Leaf Oil: Potent antioxidant that possesses photoprotective, anti-inflammatory, antibacterial and anti-viral properties that soothe and protect the skin.

## SLIDE 22

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**TITLE:** HYDRA-INTENSIVE COOLING MASQUE

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Hydra-Intensive Cooling Masque**

Hydra-Intensive Cooling Masque is a rich, luxurious cooling treatment designed to reinvigorate, refresh, and provide soothing hydration. This professional strength formula features botanical antioxidants Centella Asiatica, Resveratrol, Green Tea, Aloe Vera, and Rosemary Extracts, which are perfectly balanced with botanically sourced Hyaluronic Acid – and nature's most powerful hydrator. Skin will appear luminous, fresh, and hydrated. For skin that is irritated and sensitive (even after sunburn), this lightweight gel masque helps nurture and quench dry skin with a cool burst of refreshment.

**BENEFITS:**

- Provides intense hydration and soothes inflammation associated with dry, dehydrated, and acneic skin.
- Contains Resveratrol, a powerful anti-aging botanical.

**PRO TIPS:**

- May be used as a 5-10 minute treatment or left on overnight for intensive hydration.
- Tri-Active Exfoliating Masque and Hydra-Intensive Cooling Masque make up the Smooth and Soothe at-home treatment.
- Warming Honey Cleanser and Hydra-Intensive Cooling Masque make up the Warm Up, Cool Down at-home treatment.



## SLIDE 23

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**TITLE:** HYDRA-INTENSIVE COOLING MASQUE KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Ingredient Profile:**

**HYDRATING:** Sodium Hyaluronate (Hyaluronic Acid – Botanically Derived), Aloe Leaf Juice, Resveratrol

Sodium Hyaluronate (Hyaluronic Acid – Botanically Derived): Humectant; demonstrates hydrophilic properties – attracts and binds many times its molecular weight in water.

Aloe Barbadensis Leaf Juice: Anti-inflammatory agent that promotes wound healing, collagen synthesis, and contains antimicrobial properties.

Resveratrol (Pichia/Resveratrol Ferment Extract): antioxidant, anti-inflammatory, protection against environmental stress including UV photo-exposure, fortification and maintenance of the DEJ, lightening, wrinkle reduction and hydration.

**ANTIOXIDANT PROTECTION/ANTI-INFLAMMATORY:** Centella Asiatica, Aloe Leaf Juice, Rosemary Leaf Oil, Grape Seed Extract, Green Tea Leaf Extract, Licorice Root Extract, Resveratrol

Asiaticoside, Asiatic Acid, and Madecassic Acid (Centella Asiatica): Efficacious antioxidant stimulates collagen synthesis and improves microcirculation, capillary flow, and vascular tone. Promotes woundhealing and reduction of scar tissue.

Aloe Barbadensis Leaf Juice: Anti-inflammatory agent that promotes wound healing, collagen synthesis, and contains antimicrobial properties.

Rosmarinus Officinalis (Rosemary) Leaf Oil: Potent antioxidant that possesses photoprotective, anti-inflammatory, antibacterial, antiviral, and antitumorigenic properties.

Vitis Vinifera (Grape) Seed Extract: Potent antioxidant and counter-irritant that promotes cutaneous wound healing.

Camellia Sinensis (Green Tea) Leaf Extract: Potent antioxidant inhibits DNA damage by counteracting oxidative stress. Possesses anti-inflammatory properties and helps treat immunosuppression.

Glycyrrhiza Glabra (Licorice) Root Extract: Antioxidant that possesses anti-inflammatory, anti-irritant, and wound healing properties. Acts as a depigmentation agent.

Resveratrol (Pichia/Resveratrol Ferment Extract): A highly bioavailable form of Resveratrol, obtained via symbiosis with yeast and plant sources. Has multiple skin benefits including antioxidant, anti-inflammatory, protection against environmental stress including UV photo-exposure, fortification and maintenance of the DEJ, lightening, wrinkle reduction and hydration.

**COLLAGEN SYNTHESIS/WOUND HEALING/FIRMING:** Resveratrol, Aloe Leaf Juice, Centella Asiatica, Grape Seed Extract

Resveratrol (Pichia/Resveratrol Ferment Extract): A highly bioavailable form of Resveratrol, obtained via symbiosis with yeast and plant sources. Has multiple skin benefits including antioxidant, anti-inflammatory, protection against environmental stress including UV photo-exposure, fortification and maintenance of the DEJ, lightening, wrinkle reduction and hydration.

Aloe Barbadensis Leaf Juice: Anti-inflammatory agent that promotes wound healing, collagen synthesis, and contains antimicrobial properties.

Asiaticoside, Asiatic Acid, and Madecassic Acid (Centella Asiatica): Efficacious antioxidant stimulates collagen synthesis and improves microcirculation, capillary flow, and vascular tone. Promotes woundhealing and reduction of scar tissue.

Vitis Vinifera (Grape) Seed Extract: Potent antioxidant and counter-irritant that promotes cutaneous wound healing.

**ANTIBACTERIAL/ANTIVIRAL:** Rosemary Leaf Oil

Rosmarinus Officinalis (Rosemary) Leaf Oil: Potent antioxidant that possesses photoprotective, anti-inflammatory, antibacterial, antiviral, and antitumorigenic properties.

## SLIDE 24

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**TITLE:** MASSAGE SILK

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Massage Silk**

Massage Silk is a unique and luxurious massage gel that melts to the perfect consistency as it warms in the hands to provide the ultimate massage medium.

Massage Silk rinses off completely with just water, leaving the skin soft, smooth and hydrated with no residue. For severely dry, dehydrated, or compromised skin, Massage Silk may be left on the skin for all its nourishing benefits!

Massage Silk is designed to provide the perfect massage medium while improving the overall health of the skin. It contains Glycerin, Vitamin E and Sunflower Seed Oil to hydrate, soften, and nourish the barrier. Due to its long list of benefits, it is excellent for facial and body massage!

**BENEFITS:**

- Provides the ultimate massage medium for face and body.
- Water-soluble formula allows for complete removal with a warm, dampened towel leaving no residue behind.
- Glycerin, Vitamin E and Sunflower Seed Oil hydrate, soften, and provide the barrier with necessary lipids and nutrients.
- Helps to calm flushing and erythema.
- Massage Silk can be left on the skin for all its skin nourishing benefits.
- Those with compromised or inflamed skin will benefit from Massage Silk's hydrating, moisturizing, skin conditioning ingredients.

**PRO TIPS:**

- Prepare Massage Silk prior to application by massaging rigorously between the hands to warm the product and maximize glide.

## SLIDE 25

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**TITLE:** MESSAGE SILK KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Massage Silk Ingredient Profile**

HYDRATING / ANTI-INFLAMMATORY / ANTIOXIDANT / BARRIER REPAIR

- Glycerin and Sunflower Seed Oil: Necessary for proper barrier function as well as the healing and development of normal skin cells. Acts as a signaling agent for thenormal maturation of skin cells as they progress through the four layers of the epidermis. Sunflower Seed Oil contains high amounts of linoleic acid, an essential component of a healthy, resilient barrier.
- Sucrose Stearate and Sucrose Laurate: Sugar esters - Helping to soften and condition skin, this emollient is great for dry skin due to hygroscopic properties that aid with attracting and retaining moisture.
- Tocopherol Acetate (Vitamin E): A moisturizer and potent lipophilic antioxidant that inhibits DNA damage, thymine dimer formation, inflammation, and oxidative damage.

Protects against UV-induced photodamage, and improves the skin's wound healing abilities.

- Capryli/Capric Triglyceride: Derived from coconut extracts, contains healing, humectant, and emollient properties.



## SLIDE 26

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**TITLE:** iS CLINICAL PROFESSIONAL TREATMENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

During this, segment we will review each of iS Clinical's professional facial treatments.

They are listed in order from the most gentle facial designed for sensitive, dry, irritated, skin, to the most powerful treatments that provide advanced resurfacing and results for individuals with healthy barrier function and pre-conditioned skin.

## SLIDE 27

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**TITLE:** HARMONY FACIAL INDICATIONS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Harmony Facial**

The Harmony Facial is a soothing, calming, restorative facial for excessively dry, sensitive, sensitized skin and compromised barrier function. It is part of our iS Cancer Care Program to assist individuals experiencing the side effects of cancer therapies but is also a great option for anyone with contraindications to other treatments, and clients with sunburned, windburned, chapped, damaged skin. This treatment is designed to restore and repair the skin barrier, calm and soothe inflammation, leaving the skin hydrated, healthy and luminous.

This non-exfoliating treatment is part of the iS Cancer Care program and is designed to improve barrier health and strength, calm and restore the skin. This is a great option for those with active, inflamed acne, sunburn or windburn, or any type of damaged, compromised skin.

The Harmony Facial is the only treatment that does not include a 90-minute option, since compromised skin requires a less is more approach: **Less time, less heat (no steam), less manipulation, and less product application.**

For those experiencing inflamed acne or with a compromised barrier, this is an excellent treatment to begin restoring barrier strength and resilience before graduating to the Foaming Enzyme Facial or Exfoliating Clear Skin Facial.

**INDICATIONS AND BENEFITS:**

All skin types

Inflamed or compromised skin and impaired barrier function

Inflamed acne (all grades)

Sunburned or windburned skin

Sensitive or sensitized skin

Side effects of cancer therapies (iS Cancer Care Facial)

## SLIDE 28

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**TITLE:** HARMONY FACIAL PROTOCOL

**SUBTITLE:** N/A

**SPEAKER NOTES:**



## SLIDE 29

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**TITLE:** HONEY ENZYME FACIAL INDICATIONS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Honey Enzyme Facial**

This luxurious facial enhances the skin's radiance for a noticeable glow. Pure Honey combined with Papaya Enzymes simultaneously exfoliate and nourish the skin while soothing botanicals provide intense hydration and moisture. Skin is left smooth, refined and rejuvenated with a luminous complexion.

The Honey Enzyme Facial is excellent for those seeking a restorative, sensorial experience. iS Clinical's bespoke triple cleanse concludes with Warming Honey Cleanser, followed by Tri-Active Exfoliating Masque, Hydra-Intensive Cooling Masque, and a relaxing massage. This multi-tasking, nourishing treatment is excellent for those with sensitive, dull, dry, dehydrated skin, and also helps improve the appearance of fine lines, wrinkles, uneven tone, texture, and blemishes.

For those experiencing inflamed acne with a compromised barrier, this is an excellent treatment to begin restoring barrier strength and resilience before graduating to the Foaming Enzyme Facial, Exfoliating Clear Skin Facial or the Fire & Ice Facial.

**INDICATIONS AND BENEFITS:**

All skin types (with the exception of inflamed or compromised skin)

Dullness

Dryness and dehydration

Fine lines and wrinkles

Blemish prone skin and congested pores

## SLIDE 30

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**TITLE:** HONEY ENZYME FACIAL PROTOCOL

**SUBTITLE:** N/A

**SPEAKER NOTES:**



## SLIDE 31

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**TITLE:** FOAMING ENZYME FACIAL INDICATIONS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Foaming Enzyme Facial**

The Foaming Enzyme Facial is a powerful yet soothing treatment that features active foaming agents, Papaya Enzymes, and botanically derived Glycolic Acid, providing gentle yet effective exfoliation for all skin types. Soothing, antioxidant-rich botanicals restore vital hydration leaving the skin clear, polished, and radiant.

This versatile, results-driven treatment provides a luxurious, sensorial experience all year round! The refreshing aroma and invigorating foaming action of the Foaming Enzyme Masque combined with the cooling sensations of Rejuvenating Masque create an excellent summertime treatment. The “bubbly” sensation from the Foaming Enzyme Masque is a lovely complement to a holiday menu, or as a “Champagne” facial to celebrate any special occasion!

This is an excellent introductory treatment to iS Clinical professional facials to prepare the skin to receive more advanced treatments like the Fire & Ice Facial. (great summertime facial)

**INDICATIONS AND BENEFITS:**

All skin types (with the exception of inflamed or compromised skin)

Dry or dehydrated skin

Blemish prone skin and congested pores

Dullness

Fine lines and wrinkles

Uneven tone and texture

## SLIDE 32

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**TITLE:** FOAMING ENZYME FACIAL PROTOCOL

**SUBTITLE:** N/A

**SPEAKER NOTES:**



## SLIDE 33

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**TITLE:** EXFOLIATING CLEAR SKIN FACIAL INDICATIONS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Exfoliating Clear Skin Facial**

A deeply cleansing treatment that provides a clear, smooth, polished complexion. Gentle exfoliation and soothing hydration combined with a non-drying, nourishing clay masque removes impurities to improve oily, congested, and blemish-prone skin while improving barrier health and integrity.

The Exfoliating Clear Skin Facial is excellent for those with oily, congested, or blemish prone skin. This facial can also serve as a treatment for those struggling with breakouts on other areas of the body like the back and chest. Additionally, anyone seeking a deep pore cleanse, exfoliation and rejuvenation will love this treatment! Due to Clarifying Mud Masque's non-drying consistency, it will not over-dry or strip the barrier, making this excellent for adults with acne, and even those with dry or dehydrated skin.

**INDICATIONS AND BENEFITS:**

Oily, combination, and normal skin types  
Blemish prone skin and congested pores  
Uneven tone and texture  
Fine lines and wrinkles  
Dullness



## SLIDE 34

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**TITLE:** EXFOLIATING CLEAR SKIN FACIAL PROTOCOL

**SUBTITLE:** N/A

**SPEAKER NOTES:**



## SLIDE 35

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**TITLE:** FLASH BRIGHTENING PEEL INDICATIONS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Flash Brightening Peel**

The Flash Brightening Peel is an advanced facial designed to rapidly improve radiance and luminosity, deeply cleanse, exfoliate, detoxify and hydrate the skin.

**INDICATIONS AND BENEFITS:**

Pre-conditioned oily, combination, and normal skin types

Blemish prone skin and congested pores

Uneven tone and texture

Fine lines and wrinkles

Dullness

## SLIDE 36

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**TITLE:** FLASH BRIGHTENING PEEL PROTOCOL

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Flash Brightening Peel**

This advanced treatment can be customized based on skin tolerance by incorporating Tri-Active Exfoliating Masque followed by Clarifying Mud Masque, or simply choosing one masque based on the client's skin type, condition, and goals.

We recommend starting with Tri-Active Exfoliating Masque or Clarifying Mud Masque, followed by Hydra-Intensive Cooling Masque and the Extra Strength Active Peel Brightening System as an exfoliating, hydrating, brightening booster at the end of the treatment.

Once the client's skin has acclimated to each of these masques alone, you may incorporate them both for enhanced results.

Active Peel System may also be substituted in place of Extra Strength Active Peel Brightening System based on the skincare professional's assessment

## SLIDE 37

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**TITLE:** FIRE & ICE FACIAL INDICATIONS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Fire & Ice Facial**

Experience the resurfacing and rejuvenating benefits of the legendary Fire & Ice Facial. Often referred to as the “Red Carpet Facial,” it has been a go-to treatment of celebrities and non-celebrities alike. Designed to rapidly and safely resurface the skin, this professional treatment involves the combination of warming and cooling sensations that will leave skin feeling renewed and invigorated with a radiant, youthful complexion.

Intensive Resurfacing Masque and Rejuvenating Masque are designed to be used together in the Fire & Ice Facial treatment. These professional strength masques provide powerful exfoliation and intense hydration with little to no downtime. The Fire & Ice Facial restores youthful radiance to the skin, addresses congestion and blemishes while smoothing and refining skin tone and texture.

**INDICATIONS AND BENEFITS:**

Preconditioned normal, dry, oily, and combination skin types

Fine lines and wrinkles

Blemish-prone skin and congested pores

Dullness

Uneven tone and texture

## SLIDE 38

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**TITLE:** FIRE & ICE FACIAL PROTOCOL

**SUBTITLE:** N/A

**SPEAKER NOTES:**

- The Fire & Ice Facial is not suitable for extremely dry, dehydrated, sensitive or compromised skin, or for those who have never received an iS Clinical Professional Facial.
- A thorough skin consultation and analysis must be performed prior to performing a Fire & Ice Facial to ensure the skin is in the proper condition to receive this treatment.
- Skin should be pre-conditioned with a 4-Step iS Clinical regimen with a focus on barrier health for at least 4 weeks prior to receiving a Fire & Ice Facial to ensure optimal outcomes.
- If the skin is contraindicated in any way, it is recommended to perform an iS Clinical Professional Facial designed to improve hydration, moisture, and barrier health such as the Foaming Enzyme Facial, Honey Enzyme Facial, or Harmony Facial.

**PRO TIPS:**

- Apply Intensive Resurfacing Masque in a very thin layer. About 1 teaspoon should cover the entire face. You should be able to see the skin through the masque. Adding more product will not enhance results, it will only intensify the tingling and warming sensations and may become uncomfortable or intolerable.
- Do not use steam with Intensive Resurfacing Masque and be sure that any water or towels used in this treatment are cool to warm, not hot.
- Remove Intensive Resurfacing Masque after 3-5 minutes with cool aesthetic wipes, sponges, or a cool towel. (This masque has a pH of 2.3 and contains 18% Sugarcane Extract, a botanical source of Glycolic Acid. Treat this masque like a no-peel or no-downtime peel.)
- After removing Intensive Resurfacing Masque, neutralize the skin by cleansing with Cleansing Complex and cool water until all sensation subsides.

*Intensive Resurfacing Masque should only be applied as part of the Fire & Ice Facial protocol, and should not be combined with any other treatments, services, or facials.*

*However, Rejuvenating Masque can be used in other circumstances including:*

*In place of Hydra-Intensive Cooling Masque for those with a compromised barrier, sensitive or sensitized skin, or for those who prefer less sensation.*

*To cool and soothe the skin after extractions or if any flushing or redness occurs during a treatment.*



## SLIDE 39

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**TITLE:** EYE BRIGHT TREATMENT INDICATIONS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**Eye Bright Treatment**

A nourishing eye treatment that improves the appearance of fine lines, wrinkles, puffiness, and dark circles around the delicate eye area. By restoring vital hydration and nutrients, skin is left instantly refreshed and rejuvenated. The Eye Bright Treatment can be performed as a stand-alone targeted eye treatment, or incorporated into any iS Clinical Professional Facial for additional age-defying benefits.

Anyone concerned with fine lines, wrinkles, dark circles, or puffiness that receives the Eye Bright Treatment should be using C Eye Serum Advance+, Youth Eye Complex, and/or Eye Complex at home to enhance and prolong the results of in-office treatments.

**INDICATIONS AND BENEFITS:**

All skin types

Periorbital fine lines and wrinkles

Periorbital dryness and dehydration

Dark circles and puffiness

## SLIDE 40

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**TITLE:** EYE BRIGHT TREATMENT PROTOCOL

**SUBTITLE:** N/A

**SPEAKER NOTES:**





## SLIDE 41

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**TITLE:** INTRODUCTION TO PRODIGY PEEL SYSTEMS

**SUBTITLE:** N/A

**SPEAKER NOTES:**



## SLIDE 42

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**TITLE:** PRODIGY PEEL SYSTEM

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**The Prodigy Peel Systems** are “designer” chemical peels that utilize the latest formulation science and technology to target and remove dead and devitalized skin cells while preserving and repairing the remaining skin. This allows for enhanced results and minimizes downtime typically experienced with chemical peels.

They are **self-neutralizing**, and customizable based on the patient’s skin health and condition, concerns, tolerance, and goals.

1, 2, or 3 passes of the peel solution may be applied depending on patient tolerance.

If all 3 passes of the peel solution are tolerated well, 1 pass of Prodigy Boost may be applied to enhance the effects initiated by the peel solution.

**Note: Prodigy Boost is an optional step.**

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**The Prodigy Peel System** is a **superficial** peel system designed to target mild acne and visible signs of aging, brighten pigment irregularities, improve uneven tone and texture to reveal a revitalized complexion. It includes an 8% combination of AHA’s and BHA’s to powerfully enhance the skin’s natural exfoliation processes leaving the skin renewed, youthful, and luminous.

**When administering a Prodigy Peel or Prodigy Peel Pro treatment, it is imperative to follow the protocols provided in the Prodigy Peel Training Manual.**

**What to expect:**

Moderate flaking to mild peeling for 3-5 days.

Mild inflammation and/or sensitization for up to 1 week.

**INDICATIONS AND BENEFITS:**

All skin types (with the exception of inflamed or compromised skin)

All Fitzpatrick types

Fine lines and wrinkles

Blemish prone skin and congested pores

Hyperpigmentation

Rough texture

Dullness

## SLIDE 43

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**TITLE:** PRODIGY PEEL SYSTEM

**SUBTITLE:** INDICATIONS

**SPEAKER NOTES:**

*A Prodigy Peel System should only be applied to patients that easily tolerate the Fire & Ice Facial and have been following a comprehensive 4-step iS Clinical regimen for a minimum of 4 weeks. This allows the provider to more accurately anticipate the skin's response during and after the treatment.*

**INDICATIONS AND BENEFITS:**

Preconditioned normal, oily and combination skin types

All Fitzpatrick types

Fine lines and wrinkles

Blemish prone skin and congested pores

Hyperpigmentation

Rough texture

Dullness

## SLIDE 44

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**TITLE:** PRODIGY PEEL SYSTEM

**SUBTITLE:** BEFORE & AFTER

**SPEAKER NOTES:**

TREATMENT: PRODIGY PEEL SYSTEM

PATIENT CONCERNS: Uneven texture, hyperpigmentation, stratum corneum thickening

IMPROVEMENTS NOTED:

Peeling of devitalized stratum corneum followed by revitalization of the complexion, improved radiance, smoothing of texture, and a youthful glow.

In an independent clinical study, 100% of subjects experienced an improvement in texture and overall appearance after 3 Prodigy Peel System treatments.

## SLIDE 45

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**TITLE:** PRODIGY PEEL PRO SYSTEM

**SUBTITLE:** N/A

**SPEAKER NOTES:**

The Prodigy Peel Pro System is a **superficial to medium-depth** peel system designed to target advanced signs of aging including lines, wrinkles, and skin laxity, hyperpigmentation, photodamage, rough texture, and mild to moderate acne resulting in a renewed, youthful complexion.

It includes a 14% combination of Resorcinol, Lactic, and Salicylic Acids to powerfully resurface the skin for a renewed, youthful complexion.

**What to expect:**

Moderate flaking and peeling for 4-10 days.

Mild inflammation and/or sensitization for 1-2 weeks.

**INDICATIONS AND BENEFITS:**

Normal, combination, and oily skin types

**Fitzpatrick Types I, II and III ONLY**

Advanced signs of aging including fine lines, deep wrinkles and skin laxity

Blemish prone skin and congested pores

Hyperpigmentation

Rough texture

Dullness

*The Prodigy Peel Pro System should only be applied to patients that have received at least 1 Prodigy Peel System treatment to gauge skin tolerance and are following a comprehensive 4-step iS Clinical regimen for a minimum of 4 weeks. This allows the provider to more accurately anticipate the skin's response during and after the treatment.*

## SLIDE 46

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**TITLE:** PRODIGY PEEL PRO SYSTEM

**SUBTITLE:** INDICATIONS

**SPEAKER NOTES:**

*The Prodigy Peel Pro System should only be applied to patients that have received at least 1 Prodigy Peel System treatment to gauge skin tolerance and are following a comprehensive 4-step iS Clinical regimen for a minimum of 4 weeks. This allows the provider to more accurately anticipate the skin's response during and after the treatment.*

**INDICATIONS AND BENEFITS:**

Preconditioned normal, combination, and oily skin types

**Fitzpatrick Types I, II and III**

Advanced signs of aging including fine lines, deep wrinkles, and skin laxity

Blemish prone skin and congested pores

Hyperpigmentation

Rough texture

Dullness



## SLIDE 47

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**TITLE:** PRODIGY PEEL PRO SYSTEM

**SUBTITLE:** BEFORE, DURING, AND AFTER

**SPEAKER NOTES:**

TREATMENT: PRODIGY PEEL PRO SYSTEM

PATIENT CONCERNS: Aging, hyperpigmentation

IMPROVEMENTS NOTED:

Erythema following peel on day 0

Pigment lifting and beginning of exfoliation.

Marked improvement of photoaging, pigmentation, texture, and tone.

With an independent clinical studies with both the Prodigy Peel System and the Prodigy Peel Pro System, 100% of subjects experienced improved radiance and tactile elasticity after 3 Prodigy Peel Pro System treatments. Including, hyperpigmentation/clarity, texture, firmness, and overall improvement of the skin's appearance.



## SLIDE 48

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**TITLE:** PRODIGY PEEL PRO SYSTEM

**SUBTITLE:** BEFORE, DURING, AND AFTER

**SPEAKER NOTES:**

TREATMENT: PRODIGY PEEL PRO SYSTEM

PATIENT CONCERNS: Aging, photodamage

IMPROVEMENTS NOTED:

Pigment lifting and beginning of exfoliation.

Marked improvement of photoaging, pigmentation, texture, and tone.

## SLIDE 49

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**TITLE:** PRODIGY PEEL PRO SYSTEM

**SUBTITLE:** BEFORE AND AFTER

**SPEAKER NOTES:**

TREATMENT: PRODIGY PEEL PRO SYSTEM

PATIENT CONCERNS: Aging, hyperpigmentation

IMPROVEMENTS NOTED:

Erythema following peel on day 0

Pigment lifting and beginning of exfoliation.

Marked improvement of photoaging, pigmentation, texture, and tone.

**With an independent clinical studies with both the Prodigy Peel System and the Prodigy Peel Pro System, 100% of subjects experienced improved radiance and tactile elasticity after 3 Prodigy Peel Pro System treatments. Including, hyperpigmentation/clarity, texture, firmness, and overall improvement of the skin's appearance.**

*(Topic of pigment post procedure came up)*

## SLIDE 50

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**TITLE:** PRODIGY PREP

**SUBTITLE:** N/A

**SPEAKER NOTES:**

The Prodigy Prep combines botanical, pharmaceutical-grade ingredients to ensure optimal skin preparation. iS Clinical does not utilize common skin aggressors to degrease the skin like isopropyl alcohol or acetone.

Prodigy Prep is safe and non-irritating, featuring Witch Hazel in an alcohol base. This gentle and highly effective solution removes excess barrier lipids, optimizing the activity and results of Prodigy Peel System and Prodigy Peel Pro System.

**BENEFITS:**

A healthy skin preparation solution prior to chemical peel application.

Safely removes excess barrier lipids for enhanced peel penetration.

Gentle and calming on the skin. Does not induce inflammation prior to application of the peel solution.

## SLIDE 51

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**TITLE:** PRODIGY PREP KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

KEY INGREDIENTS

Hamamelis Virginiana (Witch Hazel) Water 86%: Natural astringent with antioxidant properties. Gentle and non-drying to the skin.

Ethyl Alcohol 14%: Removes excess skin barrier lipids for optimum chemical peel results by degreasing the surface of the skin.

## SLIDE 52

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**TITLE:** PRODIGY PEEL SOLUTION

**SUBTITLE:** N/A

**SPEAKER NOTES:**

PRODIGY PEEL SOLUTION

**BENEFITS**

Rejuvenates the skin

Increases and balances cell renewal and cell turnover

Improves the effects of photodamage

Improves texture

Stimulates collagen synthesis

Brightens and balances skin tone

The Prodigy Peel solution is formulated with four (4) potent acids that work synergistically to effectively target skin concerns with less down time. It can be used on all skin and Fitzpatrick types.

## SLIDE 53

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**TITLE:** PRODIGY PEEL KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**KEY INGREDIENTS**

Resorcinol 8%: Disrupts keratin hydrogen bonds, preparing the skin barrier for peeling. Removes excess pigmentation.

Lactic Acid 8%: An AHA with hydrating effects that dissolves corneocyte bonding and contributes to efficient desquamation.

Salicylic Acid 8%: Unique lipid-soluble formula that removes debris from the pores and provides enhanced smoothness through corneodesmosome effects. Encourages the mimicking of normal skin turnover. Antioxidant and anti-inflammatory properties.

Citric Acid 8%: An AHA that potentiates activity of the other chemical peel solution ingredients while remaining within safety profiles for all Fitzpatrick types and all skin types.

## SLIDE 54

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**TITLE:** PRODIGY PEEL PRO SOLUTION

**SUBTITLE:** N/A

**SPEAKER NOTES:**

PRODIGY PEEL PRO SOLUTION

**BENEFITS**

Rejuvenates the skin

Increases and balances cell renewal and cell turnover

Improves the effects of photodamage

Improves texture

Stimulates collagen synthesis

Brightens and balances skin tone

The more powerful Prodigy Peel Pro solution features high percentages of three (3) powerful acids and is designed to maximize results by creating increased desquamation at a deeper level.

## SLIDE 55

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**TITLE:** PRODIGY PEEL PRO KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**KEY INGREDIENTS**

The Prodigy Peel Pro System is considered a Jessner Peel.

Resorcinol 14%: Disrupts keratin hydrogen bonds, preparing the skin barrier for peeling. Removes excess pigmentation.

Lactic Acid 14%: An AHA with hydrating effects that dissolves corneocyte bonding and contributes to efficient desquamation.

Salicylic Acid 14%: Unique lipid-soluble formula that removes debris from the pores and provides enhanced smoothness through corneodesmosome effects. Encourages the mimicking of normal skin turnover. Antioxidant and anti-inflammatory properties.



## SLIDE 56

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**TITLE:** PRODIGY BOOST

**SUBTITLE:** N/A

**SPEAKER NOTES:**

PRODIGY BOOST

**BENEFITS**

Potentiates effects of Prodigy Peel System and Prodigy Peel Pro System

Increases the processes of cell renewal and cell turnover initiated by peel solution

Encourages normal epithelial tissue development and healing

Increased antioxidant and anti-inflammatory properties

Prodigy Boost is included as an optional step 3 in the Prodigy Peel System and Prodigy Peel Pro System. This scientifically advanced booster combines a complex blend of active ingredients working to significantly enhance the activity and results of each peel system. Prodigy Boost is safe for all Fitzpatrick types. It is ideal for tolerant skin and especially complimentary to skin that is often resistant to treatment.

## SLIDE 57

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**TITLE:** PRODIGY BOOST KEY INGREDIENTS

**SUBTITLE:** N/A

**SPEAKER NOTES:**

**KEY INGREDIENTS**

Retinol 0.3%: Antioxidant activity. Encourages youthful, healthy collagen synthesis. Facilitates early healing processes and encourages normal epithelial cell turnover.

Capryloyl Salicylic Acid 5%: An advanced form of Salicylic Acid. Unique lipid-soluble formula that removes debris from the pores and provides enhanced smoothness through corneodesmosome effects. Encourages the mimicking of normal skin turnover. Antioxidant and anti-inflammatory properties.

Hexylresorcinol 1%: An advanced form of Resorcinol with diverse benefits including powerful lightening properties with an ability to lift uneven pigment. Exhibits antiseptic and anesthetic properties, wrinkle reduction, potentiation of UVB and UVA protection, and skin barrier improvements against pollution and sun exposure.

## SLIDE 58

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**TITLE:** THANK YOU

**SUBTITLE:** N/A

**SPEAKER NOTES:**

