

overnight repair serum



Supercharged treatment that syncs to your nighttime recovery process.

AGE smart[®]

The intelligent investment in your future skin.

dermalogica[®]

a skin care system researched and developed by The International Dermal Institute

dermalogica.com

overnight repair serum

training manual

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introduction

introduction

Our skin is a dynamic organ that changes not only with the seasons and environment, but also exhibits fluctuations in physiology from day to night. We call these distinct shifts in biological activity circadian (24-hour) rhythms. While some rhythms are very distinct, others are less understood. Two of the most noted circadian rhythms are:

1. sebum excretion
2. Trans-Epidermal Water Loss (TEWL).

Our skin excretes the most sebum at midday, which coincides with the least amount of TEWL. This is to be expected as TEWL is an indicator of skin barrier function; the less TEWL, the more effective the barrier of the epidermis is (due to the excess sebum). Skin temperature and pH also fluctuate from day to night; our skin's temperature peaks in the evening when its pH is the lowest. Overall, these studies indicate that skin excretes less sebum, loses more water, is hotter and more acidic during the nighttime than during the day.

The combination of these factors indicates that skin is likely to be drier and perhaps more vulnerable to irritation at night. This may explain why some individuals complain of “nighttime itch” or “flare-ups” of inflammatory skin conditions at night.¹

At The International Dermal Institute, we have been researching how we can capitalize on these circadian rhythms, and how we can use the increase in skin temperature and diminished barrier properties observed at night to our advantage when nourishing and conditioning skin at the same time.

1. Reference: Skin & Aging.com; Night Skin by Amy Derick MD, May 01, 2009, Vol 17:5

Many scientists believe that skin repairs itself more at night and that cell renewal,² a critical aspect of the skin repair process, is enhanced in the evening. When considering this theory, there are three different considerations that one must take into account: physiological, environmental and behavioral factors.

We have already addressed basic physiological process (i.e., pH, TEWL, sebum excretion, temperature) on page 2. From the environmental and behavioral perspective we need to consider the mere absence of UV light, as well as reduced exposure to environmental pollutants and extreme temperatures at night compared to daytime.

Moreover, clients may wear make-up, smoke tobacco, drink alcohol or engage in other behavioral activities that stress the skin more when they are awake. At night when clients are sleeping, skin gets a reprieve from the trauma of the day, and the body's continuous repair processes get a chance to catch-up with the damage caused throughout their waking hours.

We must also consider the ingredients in the products used at night; ideally we want to maximize their impact on the skin, which could vary with day or nighttime application. Different ingredients have been studied and optimal application time has been determined. We have heard repeatedly about the preference for applying Retinol at night. This is to ensure the Retinol molecule is not degraded by UV light.

Antioxidants are another group of ingredients that we should consider here. While morning application of antioxidants is excellent for thwarting free radical exposure due to daylight exposure, the antioxidants may be quickly depleted. When applied at night, a reservoir phenomenon occurs, allowing the skin to store the antioxidants for use later on. Nighttime application of antioxidants helps replace antioxidants depleted during the day and refills the reservoir for the following day. Nighttime also affords us a longer opportunity to hydrate skin and reinforce the protective barrier layer. Often the most effective formula for this would not wear well (due to added sheen) under make-up or sunscreen that is typically used in the daytime.

2. Prevention July 2006; Beauty Sleep by Janet Kinosian

We know that wrinkles/fine lines and dehydration are the biggest concerns for most people. Years of UV exposure contributes to photoaging which is combined with natural physiological (intrinsic) aging of skin. Beginning in our third decade, Matrix MetalloProteinase enzymes (MMPs) begin degrading our structural collagen and elastin; this is associated with a decline in new collagen synthesis, resulting in wrinkles and sagging skin. This is also accompanied with a decline in the glycosaminoglycan (GAG) Hyaluronic Acid that is found in the cellular matrix of the dermis. Hyaluronic Acid can hold a thousand times its weight in water, which helps keep skin tissues well hydrated. The water content of the dermis is directly correlated to the amount of Hyaluronic Acid in the tissue: The water-logged GAGs surround the dermal proteins (elastin and collagen fibers), helping to maintain their pliability and elasticity.

As we age, the amount of Hyaluronic Acid in our dermis declines. The most significant decline occurs around our fifth decade, which also coincides with a deterioration of the mechanical properties (such as elasticity) of skin. If we want to increase the moisture content of skin, then we must increase the concentration of Hyaluronic Acid as well as the length of time that it is present. This means that we must slow the activity of the MMP hyaluronidase, an enzyme responsible for degradation of Hyaluronic Acid and use active agents that can stimulate production of new Hyaluronic Acid.

In addition to the GAG content that helps maintain water content in our skin, we must also consider lipid barrier layer in the stratum corneum. This lipid layer helps reduce Trans Epidermal Water Loss (TEWL) from skin and helps keep environmental chemicals from penetrating. Exposure to external agents that compromise this barrier layer allow chemicals from the environment to penetrate, and ultimately irritate, our skin. It is a generally accepted fact that a sensitized skin condition may indeed result from a compromised barrier layer. When the barrier layer is compromised or removed from our skin, we lose moisture from the deeper layers leading to a dehydrated skin condition. This is why we usually see sensitized skin accompanied by dehydration. As we age, our skin's ability to replenish these barrier lipids declines. Other factors also influence these lipids such as stress, the environment, disease, diet, hormones, etc.

Ideally, in order to restore the integrity and health of skin, especially in photoaged skin, it is important to address all of the issues noted above. We need to use water attracting humectants, skin softening emollients, lipid barrier reinforcements and collagen-stimulating peptides. And, in order to optimize treatment of the skin, we need to capitalize on the skin's natural circadian rhythms and infuse the skin with a super-concentrated dose of nourishing and conditioning agents.

introducing overnight repair serum

New Overnight Repair Serum, researched and developed by The International Dermal Institute for the skin health experts at Dermalogica, is a technologically advanced treatment serum that deeply nourishes skin overnight and gives lackluster skin a fresh, dewy appearance. This nourishing treatment serum works as you sleep, helping to repair skin tissue and provide cell nourishment and protection while scavenging free radicals (ROS) that assault the skin and lead to premature aging. It helps reinforce protective barrier lipids while controlling MMPs and fortifying much needed collagen in the deeper layers of the skin.

The essential oil-based peptide enriched serum stimulates collagen to help firm skin and fight signs of aging while stimulating production of the skin's most powerful moisture magnet, Hyaluronic Acid. Antioxidant-rich Argan Oil and Brown Seaweed help fight free radicals (ROS) and control enzymes (MMPs) that degrade skin as a result of UV exposure, while restoring the protective barrier lipid layer. Vitamin C-enriched Rosehip Seed Oil contributes to this protective barrier while a natural Rose retinoid helps reduce the appearance of aging skin.

how overnight repair serum works

skin issue	cause	overnight repair serum
Sagging skin, fine lines and wrinkles	Photoaging (skin damage from UV light) breaks down collagen and elastin, weakening skin and causing cross-linking of collagen fibers.	Palmitoyl Tripeptide-38, Alaria Extract (Brown Seaweed), and Rose Hip Seed Oil stimulate collagen and Hyaluronic Acid biosynthesis, increasing dermal strength and hydrating skin, increasing firmness.
Dry, dehydrated skin	A compromised or damaged lipid barrier layer allows critical moisture to escape.	Argan Oil, rich in antioxidant vitamins A, C and E and essential fatty acids help restore skin's barrier layer, trapping in moisture.
Dull, lackluster skin and hyperpigmentation	Slowed cell renewal and turnover due to the natural aging process and environmental assaults (UV) that stimulate pigment formation.	Rose Hip Seed Oil, rich in retinoic acid and Vitamin C, stimulates cell renewal and turnover, helps minimize hyperpigmentation and increases skin luminosity.

educating your clients about overnight repair serum

Over the years, much emphasis has been placed on the removal of oils from skin care products, as some oils are known to be comedogenic (will clog pores), or to contribute to the clogging of pores. This has unfortunately led to a misunderstanding that all oils are bad for skin, and has led clients to believe they should request oil-free skin care products for their skin care routine. As such, clients may be reticent to incorporating Overnight Repair Serum into their skin care routine. It is for this reason that you must help educate your clients on the difference between comedogenic oils and non-comedogenic oils.

Oil is a general term used to describe a lipid or fatty substance that is a liquid at room temperature (this includes everything from Mineral Oil to Seed and Essential Oils) and is not soluble (cannot be dissolved) in water. Think back to the principle of like attracting like. To remove oil from the skin, an oil-based product must be applied to the skin to encapsulate and lift the oil from the skin. This is the concept of PreCleanse, the oil-based cleanser that is the first step of the Dermalogica Double Cleanse.

Mineral Oil is a common, inexpensive ingredient found in skin care products and cosmetics. However, it is a known comedogenic and many skin care professionals advise against the use of any product containing Mineral Oil, especially if a client is breakout-prone. Because it is a known comedogenic, Dermalogica has never used Mineral Oil in any of its formulas.

educating your clients about overnight repair serum, cont'd

Keep in mind, however, that not all oils are bad for skin! The natural oils found in skin provide barrier protection, helping to maintain hydration levels in the deeper layers of the skin, while helping to keep environmental pollutants from penetrating skin. Numerous factors (i.e. age, products used on skin, etc.) contribute to the depletion of the natural oils from our skin, making it important to replenish them. Overnight Repair Serum contains non-clogging oils (Sunflower Seed Oil, Carrot Seed Oil) that can help replace critical skin lipids that decline as we age. Without these critical oils, skin can appear dull, lackluster and can experience extreme dryness that can trigger sensitivity and premature aging.

Essential oils are also derived from plants, however, they are lightweight and readily vaporize. They do not leave an oily residue on the skin. The essential oils used in Overnight Repair Serum are extremely lightweight and will readily absorb into skin without leaving behind a greasy, slick residue. Encourage clients to experience lightweight, nourishing and fast-absorbing Overnight Repair Serum at Skin Bar®.

how to use overnight repair serum

Overnight Repair Serum should be applied at night after cleansing. Press 4 to 6 drops directly into skin, or mix with your prescribed Dermalogica Moisturizer then press into skin.

Follow this AGE Smart® step-by-step when outlining a regimen for your clients:

Lather **Skin Resurfacing Cleanser** in wet hands and apply to dampened face and throat, avoiding the eye area. Rinse thoroughly with warm water. Spritz **Antioxidant HydraMist** over face and neck with eyes closed. Dispense a small amount of **MAP-15 Regenerator®** onto fingertip and blend into skin on areas where signs of aging are prominent, such as the eye and mouth areas, until product melts into the skin. Smooth and pat **Age Reversal Eye Complex** around the eye area. Follow with an application of 4-6 drops of **Overnight Repair Serum**, either applied directly to skin or mixed with the prescribed Dermalogica Moisturizer.

When using with **Power Rich™**:

At night, apply after cleansing and let absorb for one minute. Follow with your application of **Power Rich™**.

Boost the revitalizing power of **Overnight Repair Serum** when you teach your clients acupoint movements! Refer to page 15 and 16 for a step-by-step.

benefits/top retailing points

- Synchronizes with nighttime circadian rhythms to enhance skin nourishment, recovery, cell renewal and hydration levels.
- Serum function delivers a quicker, more effective penetration of actives to address skin care issues.
- Increases dermal strength.
- Boosts skin luminosity while you sleep.



product details



skin condition

Mature or prematurely-aging skin.



description

Maximize nighttime skin repair to help minimize fine lines and increase luminosity. Press directly into skin or blend into your moisturizer for dramatic age-fighting benefits: our supercharged peptide serum helps stimulate collagen production to help firm and renew resilience while Argan and Rose oils revitalize lackluster skin and smooth away fine lines.



key products to prescribe

Skin Resurfacing Cleanser
MultiVitamin Power Recovery® Masque
Power Rich™



application

After cleansing, smooth 4 to 6 drops into skin or blend with your nighttime treatment cream for dramatic age-fighting benefits and a refreshed appearance.



key ingredients

Argan Oil

Derived from the Argania Spinosa fruit, Argan Oil rapidly penetrates skin without leaving a greasy feel. It is an excellent source of antioxidants and flavonoids that inhibit MMP enzymes from degrading collagen and elastin. Provides an enriched source of fatty acids, plant sterols, Vitamin E and Ferulic Acid to protect skin while reinforcing barrier lipid layer.

Rosa Moschata Seed Oil (Rosehip Seed Oil) and Rose Oil
Antioxidant rich oils from the Rose Hip and flower provide an excellent source of Vitamin C and essential fatty acids to reinforce the barrier lipid layer, while protecting skin and enhancing luminosity. Contains Retinoic Acid, the active form of Vitamin A, that improves appearance of aging skin.



key ingredients

product details, cont'd

Alaria Esculenta

A brown edible seaweed harvested in the British Isles that is a rich source of essential fatty acids and plant sterols to help reinforce the skin's barrier lipid layer. Contains powerful antioxidants and vitamins A, B, C and E to nourish skin tissues while stimulating collagen and Hyaluronic Acid formation.

Palmitoyl tripeptide-38

A designer peptide, comprised of the amino acids Lysine and Methionine, that stimulates collagen and Hyaluronic Acid synthesis to strengthen the dermis and reduce the signs of skin aging. Stimulates both collagen I and collagen IV, two critical types of collagen for improving strength and reinforcing the critical dermal-epidermal-junction (DEJ) proteins.

Helianthus Annuus (Sunflower Seed) Oil

An excellent source of ceramides, a critical component of the barrier lipid layer.

Carrot Seed Oil

A nourishing, antioxidant-rich oil that helps firm and rejuvenate skin while improving elasticity. Excellent for dry skin, eczema and dermatitis.

Jasmine Oil

A highly fragrant essential oil with skin softening properties that helps condition dry, atrophic skin. A rich source of fragrant Jasmine esters provide a calming effect to the psyche while soothing distressed skin.

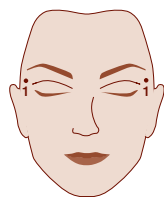
Rosmarinus (Rosemary) Leaf Extract, Murraya (Curry) Leaf Oil, Cinnamomum Leaf Oil and Sesamum (Sesame) oils

Provides antimicrobial (preservative) properties to the serum.

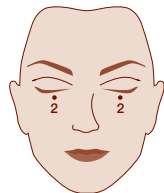
acupoints to teach your clients

Teach your clients these simple acupressure points (acupoints) to perform on their own skin at home, before bedtime, with Overnight Repair Serum. Acupressure has a multitude of skin and health benefits from improving balance, increasing circulation and stimulating the skin's immune system. You may also incorporate these acupoint steps into your Dermalogica professional AGE Smart® treatments to help introduce clients to Overnight Repair Serum, and to teach them about the importance of a nighttime skin care regimen.

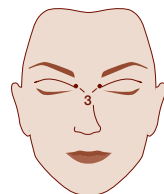
Start by pressing 4-6 drops of Overnight Repair Serum onto the skin and smooth outward with light finger strokes.



acupoint 1: Press on the temples (the depression between the hairline and eyebrow) with the middle fingers. This helps with headaches and relaxation.

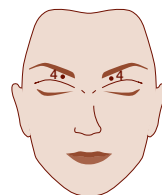


acupoint 2: Press underneath the eye on top of the cheek bone (approximately one inch under the eyes). This helps improve eye clarity.

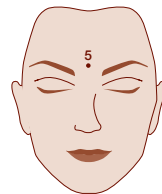


acupoint 3: Press on the inner eye sockets (the corner of the eyes). This helps relieve sinus pressure, headaches, pain and swelling around the eye area.

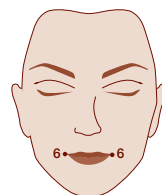
acupoints to teach your clients, cont'd



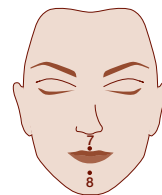
acupoint 4: Press inside the eye socket bone under the brow (find the small indentation in the upper orbit). Helps relieve headaches and sinus pressure.



acupoint 5: Press on the middle of the forehead between the eyebrows (third eye). This helps calm the mind.



acupoint 6: Press on the corners of the mouth. This helps rejuvenate the face and tone facial muscles.



acupoint 7: Press on the center of the crease between the end of the nose and the top of the lip. This helps calm the spirit.



acupoint 8: Press on the center of the crease between the lower lip and the chin. This helps with hormonal balance.

Q. Why does skin need a serum?

A. Serums are super-concentrated, potent yet lightweight fusions with either water or oil bases. They are often referred to as concentrates and contain a higher dosage of biologically active substances than their moisturizer (cream) counterparts. This means quicker, more effective penetration of actives to address skin care issues.

Q. Why is Overnight Repair Serum prescribed for nighttime use?

A. Overnight Repair Serum syncs with your body's nighttime recovery process, working to increase firmness, elasticity and luminosity by morning.

Q. How should I prescribe Overnight Repair Serum in relation to my client's current AGE Smart® regimen?

A. View our guide to the right for complete details. As always, perform a Face Mapping® skin analysis to reveal your client's skin condition.

MAP-15 Regenerator®

Prescribe in conjunction with Overnight Repair Serum to clients looking to minimize hyperpigmentation (age spots) and maximize skin firmness and clarity.

When to use: Blend MAP-15 Regenerator® into skin on areas where signs of aging are prominent, such as the eye and mouth areas, until the product melts into skin. Follow with 4-6 drops of Overnight Repair Serum, either applied directly to skin or mixed with your prescribed Dermalogica Moisturizer.

MultiVitamin Power Concentrate

Prescribe in conjunction with Overnight Repair Serum to clients who want an intense vitamin therapy to help reverse skin aging and shield against the biochemical triggers that lead to skin aging.

When to use: Squeeze MultiVitamin Power Concentrate onto fingertips, gently massaging over cleansed face and throat. Follow with 4-6 drops of Overnight Repair Serum, either applied directly to skin or mixed with your prescribed Dermalogica Moisturizer.

Power Rich™

Prescribe in conjunction with Overnight Repair Serum to clients who want a maximum intensity skin treatment that helps increase skin resilience while smoothing with non-irritating exfoliation agents.

When to use: Apply Overnight Repair Serum to skin and allow to absorb. Follow by applying Power Rich™ to face and neck.

Age Reversal Eye Complex

Prescribe in conjunction with Overnight Repair Serum to clients who want to address wrinkles plus puffiness, dark circles due to hyperpigmentation and skin sensitivity due to dehydration.

When to use: Smooth and pat Age Reversal Eye Complex around the eye area after cleansing. Follow with 4-6 drops of Overnight Repair Serum, either applied directly to skin or mixed with your prescribed Dermalogica Moisturizer.