

# KIMBERLY

at  
MY SALON

## GO BRAZILIAN!

Curious? Many women have discovered the joy and comfort of Brazilian Waxing. This along with eyebrow waxing is my most requested waxing.

Because of this, I have perfected this highly specialized service.

Asking for this service in many other salons and spas can be very uncomfortable. I've heard many embarrassing stories. Your personal comfort is my #1 priority! I will supply you with a comfortable and very private environment. It's important that this service provides empathy to your discomfort in the waxing process. Do what you can to prepare for this service by exfoliating before, taking an anti-inflammatory 1/2 hour before and mentally prepare yourself for the initial discomfort of the hair removal. I say initial discomfort because when getting your first wax, there is much more hair to remove than the ensuing services.

4 weeks later your waxing is much more comfortable. Consistent services and the application of Kalo Hair Inhibitor are the keys to slowing and preventing new hair growth... yes; hair can

actually be prevented from growing. Many of my clients have noticed MUCH LESS hair growth when using Kalo, even after their very first waxing.

I can insure all the hair around the vagina and pubic area is removed. Some leave a little strip just above the pubic bone, but most women prefer to have it all removed... Just a personal preference. It is also possible to wax "up the back" and buttocks as an extension of this service. This is not as uncomfortable compared to the very top of the pubic bone.

For your first Brazilian Wax, make sure the hair growth is at least 1/4" long and 1/2" if your hair is very coarse.

The benefits of a Brazilian wax are many:

More comfort under clothing, scent is reduced, cleanliness during periods, you are freer to wear many different swimwear lines... lastly, and most importantly, a Brazilian Wax can increase intimacy with your partner!

I'd be happy to schedule an appointment for you. ■

## PACKAGES AVAILABLE NOW!

But why buy packages versus individual treatments?

Many times I have had clients ask me... **"Why should I purchase a package instead of just buying individual treatments?"**

Why? **Because your skin has memory!** Yes it does. You can train your skin by repeating certain treatments once a week for a period of 6 to 8 weeks. In doing so, your skin will remember to protect itself from the sun... increase cell turnover... and to bring antibodies to sites of bacteria... fibroblast cells will be more willing to release collagen and elastin into the skin at a much higher rate... and last but not least... by spreading esthetic treatments out over a period of 6 to 8 weeks will allow you to perform your everyday tasks

"in public" without anyone really knowing what procedures you are having done to get your new look!

Remember, treatments that an esthetician can give you are not permanent. Monthly or bi-weekly visits, and using the proper home-care products are important in order to maintain the vast benefits you'll receive after a series. Also, treatment packages (or series) should be repeated every 6-8 months.

Lastly, **you save money by purchasing them as a package** and pre-paying! You can get almost a full free treatment by purchasing them this way.

Packages are great in many respects. I would be happy to set up a program for you. ■

### PACKAGES

#### Microdermabrasion Select Series Discount...

Buy a package of 6 and get \$150 off!

#### Microdermabrasion and Facial Series Discount...

Buy a package of 6 and get \$100 off!

#### Maximal C Facial Series Discount...

Buy a package of 6 and get \$50 off!

#### Acne Shield Treatment Discount...

Buy a package of 6 and get \$50 off!

#### Paraffin Facial Discount...

Buy a package of 6 and get \$50 off!

[www.krskin.com](http://www.krskin.com)

**Get a first-time Brazilian Wax  
and get a complimentary  
Eyebrow Wax with it!**

## LETTER FROM Kimberly



When the deepest part of you becomes engaged in what you are doing, when your activities and actions become gratifying and purposeful, when what you do serves both yourself AND others, when you do not tire within but seek the sweet satisfaction of your life and your work... you are doing what you were meant to be doing.

I want to thank you, my clients, for being a part of what I was meant to do! I will always reach out for the best education possible, to help me bring you the treatments and knowledge you all deserve from me.

Hoping your Holiday Season brings you all the joy and happiness you deserve.

God Bless you, your family and friends,  
Kimberly

## Monthly Product Specials

We are offering special discounts on featured products each month. To ensure that you are made aware of them when they do become available, **make sure you are on our e-mail list.**

**Send us your e-mail address through "Ask Kimberly" on our website and get a \$10 Gift Certificate to be used on any Product or Service!**

The Web address is: [www.krskin.com](http://www.krskin.com)

# Acne.... Ugh!!

Acne is genetic. Thus when both parents suffer from acne, three out of four of their children are likely to share the same problem... Because acne is a dominant gene. Virtually 100% of boys and 90% of girls suffer from acne, at least occasionally. But men and women of all ages can be affected so that, even if you were among the lucky few who missed the curse of acne as teenagers, you may still run into trouble later on. More than 50% of people over 25 experience acne break-outs well into their 40's and beyond.

There are several different types of acne. 95% of all acne is called Acne Vulgaris. This occurs when a channel from which a hair follicle has emerged, or is about to emerge, becomes blocked. The sebaceous gland attached to the lower part of that follicle continues to produce its oily sebum. But since the clog stops the sebum from emerging, it stays inside the channel and expands into a balloon full of the stuff! Before long, the sebum (warm, oily and nutritious) attracts bacteria and starts to putrefy. The result is a nasty pimple!!!

Eventually, the pressure builds up so much that the pimple will burst and the mess erupts onto the skin... Or worse, the clog may stay in place and the "balloon" may rupture inward!!!

This is usually what happens when you try to "pop a pimple". By doing so, you are actually spreading the bacteria (Propionibacterium Acnes) to other areas of the skin that are already clogged, full of sebum and just waiting for some bacteria to infiltrate it.

So instead of popping that pimple, get some professional help.

***In order to clear acne you must...***

1. Avoid the clogging
2. Remove both the clogs AND the excess collected sebum from already clogged pores
3. Kill the bacteria inside and outside those pores
4. Stop the inflammation so as to avoid spreading the condition

I can do all of this with Deep Pore Facials, along with a series of mild Salicylic and Glycolic acid Peels that are included in my Acne Shield Series of Treatments.

Additionally, here are some medicated products available from me that you can use on acne at home...

- Agera Salicylic Acid Wash
- Visual Changes 12% Glycolic acid
- Visual Changes Acne Clearing Gel
- Agera Acne Shield Treatment

## FREE!!!

### Agera Microderma System Samples

Through the end of December – C'mon in and get yours today!  
***Great New Price of \$87.50 for Full-Size Product!!!***

# Defining Anti-Aging

What does anti-aging mean anyway? Can you really turn back the hands of time through esthetic or even medical intervention? The answer is “yes” or “no”, depending on whom you ask. Due to crushing consumer demand that has fueled extraordinary technological growth, many spas and medical facilities are now touting “anti-aging” benefits. But are they really reversing the aging process, or simply mitigating damage that has accumulated over a lifetime? Whatever the answer, people are looking much younger these days, thanks in part to a specialized group of medical and spa professionals who are willing to wage a good fight.

According to anti-aging pros, there’s no known way to truly make the body grow younger, making the term, “anti-aging” somewhat of a misnomer. That feat, they say, is only possible through genetic intervention. And no, there’s no known way to do this at the present time. No matter how hard we fight aging, it’s an inevitable part of life.

Even so, there’s a tremendous amount of evidence that the maximum life span for a human being is 150 years. This means that the skincare industry is still in its infancy when it comes to caring for aging skin.

In truth, anti-aging is meant to treat the consequences of aging. Whether you are being treated at an esthetic or medical level, the goal should always be to help you lead the healthiest life possible. This includes addressing the health of your skin to make it

behave in a better way and helping them live a more vigorous life well into advance age.

Be realistic about your anti-aging goals. Because despite all the advances in treating signs of aging (and there have been of hundreds of breakthroughs over the last decade), you can’t actually turn back the hands of time... and in believing that you can, you are setting yourself up for severe disappointment.

I believe that people should be taking a more realistic approach to aging by always trying to look the best they can for the age that they are. Within this context, it’s much better to look timeless than it is to appear ‘processed’. This is key, since most so-called “signs of aging” are really “signs of damage” that can be slowed, or even improved, by protecting the skin against photo aging with sunscreens and stimulating collagen production through the use of things like alpha hydroxy acids. We should also be focused on protecting the skin by leveraging the benefits of antioxidants to prevent free-radical damage, and substances like lipids to reinforce barrier function and help hydrate the skin.

Besides being a natural part of the body’s metabolic processes, free radicals are produced by things like tobacco smoke, environmental pollutants and ultraviolet radiation. Free radicals interact readily with the body’s molecules and are known to cause cellular damage, including genetic mutations resulting in DNA damage.

In terms of free-radical damage, the harmful effects of UV radiation are well documented. But stress, tobacco smoke and environmental pollutants like smog have a greater effect on aging than we once thought. To help mitigate the role that free radicals play in the aging process, we’re now identifying direct and indirect antioxidants in product formulations. This is a new approach to skin protection, and one that’s changing the way we use antioxidants. A direct antioxidant, for instance, directly neutralizes the free radical; an indirect antioxidant supports production of the body’s own natural antioxidant molecules. Vitamin C is effective partially because it’s both a direct antioxidant and an indirect antioxidant.

## *How else can we “fight the fight”?*

First and foremost, if you don’t care for your skin on a daily basis, paying for a spa or skincare treatment is almost a waste of money. It’s like going to a personal trainer and then not exercising or watching your diet for the rest of the week. You had a good workout, you you’ll never be in great shape!

Microdermabrasion in combination with a stimulating, yet mild, chemical peel... followed by a penetrating collagen serum is the best treatment provided without medical intervention (and the resultant cost). Over the years, I’ve been able to research and fine-tune this wonderful process. Through this treatment, I’ve been able to achieve some remarkable results.

## *What is Microdermabrasion?*

Microdermabrasion involves the use of aluminum oxide crystals that are blown onto the skin at a very high speed. They are vacuumed up along with the dead skin cells that are loosened through this mildly abrasive procedure. It’s like a “light sanding”. Then, I follow that up with an enzyme cleanser to help digest and release any additional dead skin cells simply “hanging on”. A designer peeling agent is then applied, stimulating cell turnover. Cell turnover involves the speeding up of cell reproduction, forcing the more nourished hydrated cells up to the surface of the skin.

A Collagen serum is then added to the surface and penetrated through the use of galvanic current. Galvanic current provides a mild electrical stimulus to the skin that opens up the pores and softens the skin to allow deep penetration of the protective collagen serum. The Collagen serum surrounds your cells and fills in the spaces within the layers of skin to help support and protect the integrity of the skin. This will also help your skin to maintain its hydration.

It is recommended that this treatment be done as a series of 6 (1 time pre week for 6 weeks). This can be followed up by treatments every 2 to 4 weeks depending on the conditions that are within the skin. The 6-week series can be done in another 6 months.

Yes, there are things that can be done to help with “anti-aging”. But being realistic and making it affordable should be your goals in the long run. ■

## WINTERIZE YOUR SKIN!

Oh yes, the weather is changing! Just as the leaves on the trees are changing... so is your skin. The summer life-style gives way to a dull, dry, hyper-pigmented, tan-faded skin. Depending on your skin's condition, different treatments will be needed to protect against that.

*Here's how to winterize...*

More focus should be placed upon peeling agents during the fall and winter months. I have a wide range of peel services... for skin-types that are extremely sensitive... to skin-types that are thick, tough and scarred. And peels at this time of year are safer to do because there is less chance of sun over-exposure afterwards.

Next, take a look at your nutrition. Increasing your anti-oxidants not only will help your skin look good, but it will also increase your natural antibodies to fight colds and flu! Hydrate... hydrate... hydrate!!! Which means drink lots of water.

Then, work on keeping the hydration by applying a moisturizer from head to toe. Your skin is connected from one body part to the next. You can't expect your skin to hold its hydration on the face if the rest of your body skin is abused and ignored. The moisturizer you used in the summer may need to be changed to a more protective formula, or you can add a drop of Vitamin E oil to your current moisturizer.

Sunscreen is a must with the sun being closer to the earth during the winter months. The rays are more intense... which means the rays have the ability to penetrate deeper into the skin. A FULL SPECTRUM sunscreen is recommended.

Do you have a ski trip planned... or maybe some snow-mobiling... or you might just want to go sledding or build a snowman? An extra barrier of Visual Changes Post Laser Gel will act as that wind-break your skin will need. Wear a hat! This can reduce moisture loss through the top of your head. Gloves and mittens are another aid to preventing sunspots and moisture loss too. If you are caught outside without proper protection and your skin gets irritated, using a topical Vitamin E oil will help

the skin recover. A hint when purchasing Vitamin E oils... the higher the I.U.s, the less pore clogging the oil.

Lastly, make sure you get regular monthly facials. This will insure and enhance the health of your skin by providing your skin with pore cleaning, lymphatic drainage to detoxify, and by adding a healthy dose of vitamins that are actually penetrated into the skin to help your cells avoid pre-mature aging.

Many of you who know me, hear me say often... "Prevention versus correction!" Making a conscious effort to take care of your skin is the best defense against very painful cosmetic surgery down the line! And winter can be an especially brutal time. ■



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## REFER A FRIEND!

*Refer a friend and **YOU BOTH WIN!***

**THEY** get **30% off** the treatment of their choice... and **YOU** get **30% off** your next treatment too!

### WHAT YOU WILL FIND AT

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Get answers to "Frequently Asked Questions"

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Complete Listing of the the many products available from Agera, Visual Changes, Mark Lee's, Bio-Elements, Kalo and many more...

Ask Kimberly questions through the "Ask Kimberly" Tab.

**Each week a question will be picked to answer. The person whose question is picked will get 20% off their next service!**