Intro to DMK
The DMK Fundamentals

www.dannemking.com
Creating Confidence from the Outside - In®

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DMK Fundamentals Program

Fundamental Training is your first step in the DMK education program. As you embark on this training, you will see a new view of the body and skin. With DMK you will have all of the tools you need to understand the dictates of the body’s own chemistry along with knowing how to match that chemistry as closely as possible to rediscover your client’s true skin.

Danné Montague-King originated the term Paramedical Skin Revision. It was coined, along with his adjunctive approach to creating healthy skin, while working alongside surgeons and physicians early in his career. DMK has evolved in many ways, but has never strayed from its roots in biology, chemistry and by following the true science and natural pathways to beautiful skin. At DMK, research, development and education are at the core of our business. We don’t believe in telling people what to do, we believe in teaching them to understand so they can think for themselves. DMK training modules will open your mind, challenge your thought processes and present you with some of the most exciting options that you have ever had in your career.

Welcome to the first step in your journey to becoming a certified DMK Paramedical Skin Therapist.

The Danné Montague-King Story

DMK is building a World of Confidence® through its unique skin revision concept, advanced formulas and signature treatments. Created by the scientific visionary Danné Montague-King, DMK offers skin revision programs for all ages, skin conditions and ethnicities in more than 35 countries, utilizing natural botanicals and harnessing the innate healing mechanisms of the body to change the health of skin. DMK’s educational program for estheticians and medical professionals is key to the exceptional results that help DMK therapists in the quest of Rebuilding Skin, Rebuilding Lives®.

As a young man, Danné Montague-King sought a solution for his severe acne. He had no idea that it would turn into his life’s work and result in a global network of DMK trained therapists and clinics, as well as countless customer testimonials.

Skin health is a phenomenon that has baffled scientists, cosmetologists and estheticians for an eternity. Spurred on by his dissatisfaction with conventional skin care approaches, Danné began to research how the body works and what it responds to. His desire to improve the appearance of his skin grew into a 50-year quest to understand the phenomenon of acne, pigmentation and aging.

With extensive research, Danné became one of the first biochemists to recognize the power of enzymes to hydrate and tighten the skin. His research with vitamin C therapy, both as a free radical scavenger and collagen enhancer, spans half a century.

His quest culminated in the creation of the DMK Skin Revision concept that moved far beyond just skin care into providing the skin cells with targeted treatments and sophisticated formulas that the skin could recognize and respond to in a healthy and positive manner.

The revolutionary DMK concept of REMOVE. REBUILD. PROTECT. MAINTAIN.® aims to match an individual’s biochemistry with the appropriate skin therapy. Botanically-based paramedical products instigate long-term changes in our skin at a cellular level while professional treatments deliver superior esthetic results.

This concept quickly gained critical acclaim. Journalists and scientists were interested in his innovative approach to skin revision, while clinicians and surgeons were enthusiastic about products and tools that could deliver real results. Like Danné, they knew that by rebuilding skin from the inside out, they could rebuild lives.
In 2009, the company was rebranded from DANNÉ to DMK Danné Montague-King®. The brand remains committed to continued research, cutting edge formulations and adhering to the principles and dictates of the body in the pursuit and challenge of resolving difficult skin conditions.

DMK continues to expand its business throughout the world as the number of clinics interested in the Paramedical approach to Skin Revision expands, as well as customers’ insistence on natural ingredients and non-invasive treatments to address their skin concerns. With greater awareness, understanding and availability, skin rejuvenation is now seen as an integral part of our overall health and well-being.

What You Can Expect

This professional manual is a composite of successful aesthetic techniques based on an approach that harnesses chemistry that the body recognises to prompt natural healing.

This is the first step towards your future as a DMK Paramedical Skin Therapist. This introduction gives you the experience and knowledge to see if the DMK approach resonates with you and your clients, and to determine if DMK will be a good fit and business partner for you and your practice.

Useful terms can be found in the glossary for further clarity. This manual is also an invaluable guide to products, techniques and terminology.

Danné Montague King, DMK Founder & Innovator
1960’s
Danné created the first real “moisturizer” by imitating fluids naturally secreted as a barrier to protect the surface. These two formulas mimicked the oil and water from sebaceous and sudoriferous glands that when combined, comprise a large portion of the acid mantle, proving that creams are delivery systems not moisturizers (a term invented in the 1960’s to sell beauty creams.)

Danné refined “vanishing” and old fashioned beauty creams by creating a transepidermal delivery system of vital nutrients into the skin. Transepidermal delivery utilizes time-released water-into-oil formulas directly to the cells and layers of the skin where they are needed most.

1970’s
Research on black and Indian skins in his Chicago clinic and later in South Africa. Danné received a commendation from Zulu King Buthelezi for his contributions to understanding and treating African and darker skins, while also educating skin specialists throughout the country. Long before the apartheid was over, Danné was working in townships in and around Johannesburg helping hundreds with hyperpigmentation and other anomalies specific to heavier pigmented skin types.

1980’s
Danné researched the effects of thermogenic (heat) and cryogenic (cold) applications to cellulite and aging skin on the body, and developed Body Sculpting and enzymatic body treatments to target these tissues. He was featured on The Phil Donahue Show and later on the BBC to stunned television audiences. Soon after, a plethora of “body wraps” hit the market, but none as effective as DMK, even to this day.

1990’s
Danné researched Asian skin and toured Thailand, Taiwan, Singapore, Indonesia, Korea, China and later The Kingdom of Brunei and Tibet, establishing the first Paramedical Education Clinics in Asia setting a standard that is revered to this day.

Following Asia, Danné trained and traveled extensively through the Middle East.

Danné created the best-selling topical pain analgesic BIOFREEZE™

2000’s
Danné created his own 501c3 charity foundation Emerald Kingdom that focuses on gifted youth globally who have dreams of a career in the sciences, performing arts and literature but have little hope due to financial or social circumstances.

2010´s to present
Danné & DMK become a major donor to the Harvey Milk Foundation and subsequently Danné is named as the first Global Ambassador by Stuart Milk, Harvey’s nephew, at Danné’s 70th birthday. With Stuart’s global efforts and DMK’s support, real life changes are happening for millions as the message of equality and inclusion continues to spread and take hold worldwide.

DMK is one of the first to research and develop products that specifically address the skin’s microbiome. Enbioment formulations are launched to recondition severely compromised and inflamed skins that suffer from microbial imbalances and dysbiosis.

Ongoing scientific study and development of treatments and professional protocols that harness and activate natural stem cell populations for their regenerative benefits in ageing and pigmented skins.
The DMK approach to Education and Certification

What is DMK Fundamentals?
The DMK Fundamentals training encompasses both theory and practical application. It is the prerequisite for progressing to DMK Program One and becoming an official DMK Clinic in the UK. DMK Fundamental Skin Therapists learn the DMK Concept, as well as the scientific reasoning and course of action to resolve their clients’ skin conditions.

This basic learning includes lessons in cosmetic chemistry, anatomy and physiology, skin conditions, skin diagnosis, functional anatomy, client interaction and conducting a consultation. Once you complete this level of training you will be certified to perform three basic treatments geared for acne, pigmentation, and age management clients.

What is DMK Program One?
This is an intensive training programme that goes much more in-depth into the skin and cellular functions, the DMK concept, formulations, resurfacing tools, professional treatment protocols, diagnosis and consultation and how and what to prescribe as DMK Home Prescriptives to clients.

What is Paramedical?
The term paramedical is derived from the Greek word *para*, meaning complementary or auxiliary, and medical, a Latin word meaning to remedy. It is a system that is adjunctive to the practice of medicine in the maintenance and restoration of normal cell function.

When you embark on the Paramedical education track, you will take your skills to the next level, providing clients with lasting solutions to their skin and body concerns. DMK Paramedical Skin Therapists are certified to provide advanced paramedical services including scar revision, and tools to address more challenging acne, aging and pigmentation issues.

In the last decade, the medical and aesthetics worlds have drawn closer together in their quest to solve skin dysfunction. The emergence of DMK and our Paramedical Skin Revision formulations and treatments have been instrumental in bridging this gap.

More and more skin therapists and cosmetic surgeons are using DMK as the foundation to prep, reduce healing time and discomfort and to optimize outcomes in pre and post-operative care. Our customized paramedical skin revision system dramatically enhances results and achieves greater client satisfaction.
DMK’s Fundamental skin treatments improve the appearance, performance and function of skin.

What you can expect

• Tighten the skin with visible results after the first treatment.

• Tone and strengthen facial structures and muscles.

• Revise the signs of ageing and environmental damage through the restoration of optimal skin function.

• Revise hyperpigmentation.

• Assist in the reduction of acne.

• Hydrolyse and remove fine lines and wrinkles- to refine and restore natural tone and color.

DMK ingredients

DMK believes that the origin of all skin conditions is a result of disharmony in skin function. Using principles of biochemistry, DMK has formulated a range of treatments and products that reeducate skin. With ingredients that complement and work synergistically with the body’s natural chemistry, the skin is induced to respond in a positive manner.

DMK imitates nature to achieve results using the most effective formulations made from a highly refined combination of botanical and pharmaceutical grade ingredients.

Botanical

Formulas utilize potent plant extracts. DMK invests significant resources in extraction methods that yield the highest possible grade and concentrated extracts available. Plants are sourced from their native habitats around the world.

Pharmaceutical

DMK formulations are pharmaceutical grade, meaning they have a high concentration of active ingredients. They are, therefore, able to instigate real and lasting changes within the skin.
Reverse osmosis from DMK Enzyme Therapy results in the Plasmatic Effect® a dilation of the capillary network in the skin that saturates the cells with fresh oxygen-rich blood and nutrients and clears out the fluid in and around the cells for a clean, fresh matrix. It energizes the mitochondria and provides all the building blocks to strengthen the dermal structures and optimize cell function for healthy, vibrant skin. The use of key DMK formulas in treatment as well as part of a client’s Home Prescriptives regimen encourages continuous cell renewal, and are also essential to the Rebuild phase of the DMK Concept.

Protect:

Clients are responsible for both the Protect and Maintain aspects of DMK’s Concept. The appropriate Home Prescriptives nourish and protect the skin from free radical damage, environmental stressors, UV exposure and normalize cell signaling and cell functioning continuously for ongoing support. Home prescriptives reinforce cell membranes and provide healthy receptors for the uptake of nutrients, help strengthen the barrier function, maintain free water levels, provide the proper nutritional elements and boost the skin’s immune function to create an environment that prevents and reduces cumulative damage from the environment and slows the effects of intrinsic aging.

Maintain:

After revising a client’s skin, regular “check-ups” that include assessment, professional treatment with Enzyme Therapy and adjustments to Home Prescriptives ensure the skin is continuously supplied with all that it needs to stay in balance for long-term and lasting results.


Remove:

The DMK methods of removal are strategic and initiate cellular responses. They are used to eliminate redundant cuticles and corneocytes adhered at the surface. These open the door for other aspects of treatments and help gain access to the deeper layers and structures in the epidermis.

— We have been using sophisticated enzymatic preparations for 50 years- to not only break down dead and dying cells away from the surface- but also to activate and energise cellular processes within the skin. — Danné Montague-King

Rebuild:

DMK Enzyme Therapy treatments also assist in the removal process, but their primary role is activating transfer messenger enzymes to boost cellular activity.
Anatomy of Normal Skin

The skin is one of the largest organs of the human body.

There are three layers to the integumentary system: the epidermis, dermis and deeper subcutaneous layer. As skin therapists, we work on the epidermis with the goal of influencing dermal structures and matrix components in the dermis.

The epidermis covering the face consists of 4 sub-layers; the Stratum corneum, Stratum granulosum, Stratum spinosum and Stratum basale, or germinativum layer at the dermoepidermal junction, or DEJ. The outer surface is comprised of flattened corneocytes with fuller, rounder cells living just beneath. They push upwards, flattening as they are emptied of their natural fluid through pressure and dehydration. The palms of the hands and soles of the feet also contain a thickened layer of clear cells known as the Stratum lucidum.

The dermis is made up of many different structures and cell types, including blood vessels, nerves, sebaceous glands, sudoriferous glands and hair follicles. Under a microscope, the skin looks like a series of hills and valleys of interconnected dead and living cells.

The epidermis contains keratinocytes, melanocytes and Langerhans cells. The dermis contains nerves, blood vessels, sebaceous glands and sweat glands and is primarily comprised of collagen and elastin fibers.

The skin and its sections provide a physical barrier from the environment. It is responsible for protection, thermoregulation, immune defense, energy storage, waste elimination, vitamin D synthesis and for the sensations of touch, temperature, pressure and pain.

Figure 2: The skin

DMK simulates the body’s own chemistry— skin cells accept and react to the chemistry that they recognise.

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— Danné M. King
Transepidermal Water Loss

Desquamation

The process of renewal and shedding takes about 30 days, the amount of time it takes for a cell to be born and reach the surface of the skin.

Acid Mantle

The acid mantle is a slightly acidic protective film on the skin comprised of sebum secretions blended with perspiration. When this is in balance, the skin is less vulnerable to damaging attacks by environmental factors (i.e. sun, wind, bacteria), making it less prone to dehydration.

Typically, the skin’s pH (or normal acid mantle) is within the range of 4.2 to 5.6. This will vary from one part of the body to another. The pH of a man’s skin is generally lower, meaning more acidic than that of a woman.

Figure 4: pH scale

- Battery acid
- Lemon juice
- Wine
- Normal skin
- Distilled water
- Baking soda
- Soap
- Ammonia
- Lye

Transepidermal Water Loss (TEWL)

The cells in the outer layer of the skin comprise a series of layers that overlap each other, ensuring that fluids can only escape the body through the follicles (or pores). This limits the rate of transepidermal water loss (TEWL), the process in which moisture moves upward from the dermis through the outer layer of the epidermis. In one square inch of skin, there are 2,800 openings for sweat and oil glands. Over three million sweat glands cover the body, contributing to the skin’s nickname ‘the third kidney.’ The volume of TEWL varies as fluid loss from sweat ranges from 100 to 8,000 milliliters per day. As people age, the sweat glands produce less perspiration.

Excessive TEWL will result in reduced epidermal water levels that impact the skin’s barriers and bi-layers, which reduces epidermal enzymatic activity. Inflammation, lack of firmness and a thickened red appearance are all indicators of TEWL. Restoring free water levels and strengthening the extracellular matrix (ECM) of the skin is an integral part of revising the skin back to a healthy functional state.

EXCESSIVE TEWL CAUSES:

- Reduced cellular lipids and damaged cell membranes.
- Impaired acid mantle, microbiome and immune responses.
- Abnormal rhythm of cell proliferation and maturation, reduced enzymatic activity, cell communication and desquamation.

SKIN FACTS

The skin acts as a heat regulator in conjunction with the blood stream and sweat glands. When the body is exposed to excessive heat, there is a rush of blood to the surface of the skin triggering sweat glands to secrete their liquid, permitting it to cool.
The Cell

DMK simulates the body’s own chemistry—skin cells accept and react to the chemistry that they recognise.

The skin functions through the activation of many different types of cells. These cells have the same fundamental chemical composition but they vary in size, shape and purpose. A cell is the smallest unit of living matter. To achieve great skin, the cell’s internal biochemical reactions must function optimally.

Structures and Organelles of the Cell:

Nucleus - the control center of a cell that contains chromosomes and the cell’s DNA.

Mitochondria - organelle within the cell that generates energy or adenosine triphosphate (ATP); they are the power plants or battery packs of the cell.

Golgi Apparatus - modifies and packages proteins and lipids. Facilitates protein and lipid transport. This is the sorting and packaging center of the factory.

Endoplasmic Reticulum - smooth or rough. Synthesizes lipids and proteins within the cell.

Cytoplasm - semifluid substance within the membrane and around the nucleus of a cell. Contains cellular organelles. This is the cell’s “factory floor”.

Centriole - an organelle that assists in cell division (mitosis).

Lysosome - recycling plant of cells. Breaks down used material and worn out cell parts.

Fibroblast Cells: Building the Matrix

Fibroblast cells are responsible for creating the collagens that make up the extracellular matrix. The DMK approach stimulates fibroblast cells to produce more collagen where needed, improving skin structure.

The amino acids proline, lysine and glycine rely on vitamin C (L-ascorbic acid) to produce collagen. Together they prompt fibroblast cells to increase collagen synthesis and glycosaminoglycans or GAGs - the gel-like fluid that modulate several biochemical processes.

Note: DMK treatments actually prompt an increase in fibroblast cells.

Langerhans Cells: The Skin’s Immune System

The skin has its own built-in immune system that stimulates Langerhans cells when it senses foreign matter. These cells engulf the material to prevent potential damage to DNA, disposing of it through lymph. DMK triggers the process of the Langerhans cells to ensure our formulations penetrate, allowing them to be accepted by the skin and improve skin function.

Aside from the stratum corneum, the outer most sheath of the epidermis, the skin is biodynamic and alive. Approximately 50% of the body’s primary cells of immunity are housed in the skin. These cells mature after puberty.
DMK Enzyme Therapy
Enzymes are nature’s biological catalysts.

DMK Enzyme Therapy:
A unique skin treatment

How do enzymes work?
Enzymes are catalytic proteins, meaning they initiate or increase the performance of specific chemical reactions in the body.

Enzymes temporarily bind with a molecule, breaking them down or building them up based on their unique purpose. DMK Enzyme Therapy Masques are formulated with enzymes that assist proteins in penetrating the skin to tighten and contract the fragile muscles lying directly under the fascia.

Danné discovered that albumen makes an ideal storage place for live enzymes close to 50 years ago. They remain active for 45 to 60 minutes once exposed to aqueous fluids. Fragile underlying facial muscles can be strengthened through the voluntary contraction stimulated by DMK Enzyme Treatments. As the mask sets, the skin is strengthened, the matrix is cleaned with increased circulation and lymphatic drainage, and fluids rebalanced to increase hydration.

DMK Enzyme Masque #1 contains the active ingredients Lipase, a fat-dissolving enzyme, and the collagen-building amino acids Proline, Lysine, and Glycine.

The DMK Plasmatic Effect®
All DMK Enzyme Therapy Masques have the ability to promote a Plasmatic Effect® in the skin prompting true oxygen therapy from within the bloodstream. Unlike treatments that simply administer oxygen to the skin’s surface, DMK Enzyme Therapy masques stimulate skin function rather than merely acting on the surface.

Enzyme Masque #1 is available at the DMK Fundamentals level of certification. You will be introduced to Enzyme Masques #2 and #3 as your business expands to include more advanced DMK Treatments.

Lymph drainage
Cells exist in a sea of lymph fluid. Lymph vessels run parallel to the blood vessels in the body. Lymph fluids feed the cells of the body by transporting various nutrients, salts and proteins to every cell. Lymph carries cell waste and debris accumulated from cells to the blood. The lymph system can be thought of as a cellular toxin disposal system. When the lymphatic system becomes blocked, an oxygen-starved toxic environment is created. DMK Enzyme Therapy improves lymphatic drainage into the major lymph ducts at the base of the neck.
Skin Conditions
There are only skin conditions, not skin types.

This segment is an overview of various skin conditions. DMK offers advanced courses on skin conditions as part of DMK Program One and DMK MD Advanced certification programs.

Condition: Ageing
Ageing can be either intrinsic or extrinsic. Intrinsic aging is determined by an individual's genetic makeup, while extrinsic aging is determined by environmental damage, free radicals, diet and lifestyle.

Ageing is marked by several factors. The effects of gravity, flattening of the rete pegs at the dermoepidermal junction and an overproliferation of matrix metalloproteinases (MMPs). MMPs (collagenase and elastase) are enzymes produced by the fibroblast cell. They play a crucial role in degrading and rebuilding collagen and elastin. Partially degraded fibers inhibit the fibroblast cell’s ability to create new collagen.

Around 80%–90% of aging is related to environmental factors.

Condition: Pigmentation
Passive - occurs as a result of an internal activation. Hormones, pregnancy and medications can all stimulate melanin production.

Postinflammatory - this type of pigmentation happens from trauma or external force. This is more superficial as the cause can be isolated making it much easier to permanently treat.

Fragile Capillaries, Telangiectasia and Diffused Redness
There are several contributing factors to the condition of fragile and weakened capillaries. Excess dead cell material can exert pressure on the underlying vessels, causing the capillaries to become stretched and weak.

Alternatively, the skin may not be performing well due to poor oxygenation. This may be due to age, medications, blood pressure, illness and health problems, UV damage, prolonged damage from incorrect product use or exposure to other external factors. In this situation, angiogenesis occurs; a condition where the body grows more blood vessels in order to get more oxygen to the area. This is the cause of telangiectasia, diffused redness seen as inflammation and welts is the effect of an imbalance in internal processes. The most common cause is TEWL.

Rosacea
The cause of rosacea is still not completely known. The overproliferation of Demodex mites has been implicated as one of the underlying issues that lead to a lack of structural integrity, transepidermal water loss and an impaired immune response. If left untreated, rosacea can be stubborn to revise and disfiguring.

Early stages of rosacea exhibit swelling, sensitivity, redness and inflammation, usually triggered by sunlight, heat, spicy foods, alcohol, stress and cosmetics.

The progression of rosacea leads to acne-like pustules and watery lesions. More advanced and severe cases can appear with textural changes and skin thickening, rhinophyma and migration to the eyes.

Dermatitis, Eczema and Psoriasis
Dermatitis is not a condition but an umbrella term used to describe an inflamed skin condition. Based on location, or once the cause of the inflammation is established, the dermatitis is given a specific name.

Eczema and psoriasis have genetic components that lead to abnormal cell proliferation, inflammation, and TEWL.
Acne, congestion and comedones

Acne is indicated by increases in cellular proliferation and sebum production initiated by hormonal flux. Acneic skin conditions are either categorized as inflamed or non-inflamed.

Non-inflamed acne

There is no redness or swelling of the lesion. It is characterized by ductal plugging, blackheads, congestion and microcomedones.

Inflamed acne

Inflammation occurs as a result of bacteria and debris in the follicles that set off an immune response. It shows redness, swelling, pain, cysts, whiteheads, blackheads, and congestion. The healing mechanisms will not start until the inflammation has been reduced.

There have been multiple systems devised to measure and categorize acne. The general guide included the total number and count, location, size and type of lesion or congestion to rank acne severity.

Grade I
Comedones with a few occasional papules.

Grade II
Comedones with occasional papules and a few pustules.

Grade III
Increased numbers and concentrations of comedones, small and large papules and pustules, with redness and inflammation. (Kligman defined grade III within the parameters of the face. Others included areas of the neck and trunk in their classification.)

Grade IV
Severe with cysts, nodules, comedones, papules, pustules, inflammation and scarring. Can be located on face only, but usually extends into the neck, chest and upper back/shoulders.
Other examples of Acne

Milia

Milia are tiny white bumps where sebum crystallizes and form a hard ball under the surface. Milia are often related to poor digestive and barrier function.

Folliculitis

Folliculitis is the inflammation of hair follicles. Ingrown hairs, bacteria and fungal overgrowth can trigger folliculitis. Take into account the hair shaft when diagnosing acne.

— DMK Skin Therapists refer to skin as reactive rather than sensitive. Sensitive is a sensation, whereas reactivity is a measurable response to a stimulus.—

Allergic reactions

DMK Skin Therapists must develop a firm understanding of allergic reactions in order to work with the active formulations and ingredients that instigate changes in the skin. They must be able to clearly distinguish between an allergic reaction and the activation of skin function. The key is to understand how ingredients function within the skin.

Redness and heat alone are not an allergic reaction. A true allergic reaction must have:

- Heat
- Redness
- Swelling
- Itching
- Raised bumps

If a client experiences these symptoms, they should discontinue the product or treatment immediately. In the process of skin revision, change is necessary. The goal is to challenge the skin incrementally to kick-start these shifts. A controlled reaction may be necessary and warranted, but understanding the differences and being able to explain them to your client is essential.
The DMK Diagnostic Protocol

Before using DMK professional formulations, DMK Skin Therapists are trained to diagnose the skin from a paramedical perspective, which differs from the conventional style of skin analysis.

When assessing a client for the first time, the DMK Skin Therapist looks at the skin under the arm or top of the breast, as these areas are more likely to have been protected from the external environment and have not undergone the same changes as the exposed areas we are trying to correct. This assessment gives us a baseline, comparison and vision into that client’s “best genetic potential”. The exposed areas, and skin of the face and décolletage in particular, reflect the cumulative impact of damage from environmental factors. The more thoroughly skin is diagnosed from a paramedical perspective, the more effective the treatment and the more accurate the home care prescription.

DMK Skin Therapists are also taught to examine the skin’s texture, color and secretions to determine skin health. As mentioned, “skin type” classifications address superficial concerns and symptoms, but don’t clearly identify the root of the problem for proper correction or resolution. Honing the skills of skin analysis and diagnosis of skin conditions requires knowledge of anatomy, physiology, cellular function, formulation and treatment options. DMK employs a systematic approach so that the therapist can create and customize a treatment plan best suited to the individual.

Texture

Work your way down the face observing and recording the location, severity and suspected cause of every anomaly seen on the skin. Is the texture rough, flaky or tacky? Is the skin paper thin or thickened? Are pores visible and stretched or tight and compact? Does the client have a tendency to keloid? Is the skin puffy? Is there glycation, deep wrinkles and expression lines? Is tissue sagging or slack? By thoroughly observing different skin textures, you can draw conclusions as to why they have developed over time.

Colour

DMK Skin Therapists utilize color to discern, not only ethnicity but cellular, lymphatic and vascular imbalances as well. The most obvious variation in color is determined by melanin concentrations determined by ethnicity. We need to take both into consideration while doing our color assessment.

Skin’s overall color provides a good indication of cell health and skin functionality. Skin color related to health of the tissue is measuring immune function, lymphatics, blood flow and nutritional elements. The gray pallor or diffuse redness, yellowing, dark under eye circles and pigmentation give us clues into dysfunction of vital fluid, nutrient and oxygen exchange systems within the skin.

Pigmentation anomalies lead to discussion about hormones, medications, excoriation and skin picking, sun exposure habits, lifestyle, skin trauma and the health of the body’s defense mechanisms. Determining whether pigmentation is passive or postinflammatory will also give you information to create a treatment plan.

While the Fitzpatrick Scale remains an industry standard used to phototype skin based on the response to UV exposure, as migration and travel have expanded, and as our ethnicities have grown to include multiple heritages, this classification is much less effective. We have created a scale using common ethnic groups found across the globe. The DMK Skin Reactivity Measure offers an easy reference to include in your assessment and help you devise your clients’ treatment plans. (See Table: DMK Skin Reactivity Measure.)

We request that you get into the habit of assessing the color based on tone and then by determining ethnic background.

### DMK Skin Reactivity Measure

<table>
<thead>
<tr>
<th>Classification</th>
<th>Archetype</th>
<th>Common Reaction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Type: 1 Nordic</td>
<td>Extremely fair skin, blonde/red hair. Blue/green eyes.</td>
<td>Redness, erythema. Always burns, never tans.</td>
</tr>
<tr>
<td>Type: 2 Irish, Southeast Asian</td>
<td>Fair to brown skin, brown hair. Blue or brown eyes.</td>
<td>Permanent hyperpigmentation &amp; hypopigmentation. Usually burns, occasionally tans.</td>
</tr>
<tr>
<td>Type: 3 Central European</td>
<td>Fair skin, sandy to brown hair. Blue/green/brown eyes.</td>
<td>Temporary erythema, hyperpigmentation. Never tans, usually burns.</td>
</tr>
<tr>
<td>Type: 4 Mediterranean, Northern Asian</td>
<td>Olive brown skin, dark hair. Green or brown eyes.</td>
<td>Redness, hyperpigmentation. Oftentimes, sometimes burns.</td>
</tr>
<tr>
<td>Type: 5 Central Asian, Pacific Islander, South American</td>
<td>Olive brown skin, brown hair, brown eyes.</td>
<td>Erythema, hyperpigmentation. Tans easily, rarely burns.</td>
</tr>
<tr>
<td>Type: 7 Central &amp; South African</td>
<td>Dark brown to blue-black skin. Black hair, black eyes.</td>
<td>Temporary hyperpigmentation, permanent hypopigmentation. Never burns, tans very easily.</td>
</tr>
</tbody>
</table>
Secretions

Cosmetic companies often refer to ‘combination skin’, implying that the face has oily and dry skin patches. The DMK perspective is that there is an issue with the internal functions preventing sebaceous fluids from being distributed evenly over the skin’s surface.

Sebaceous fluids should flow freely and combine with sudoriferous secretions to create a healthy acid mantle. If this process does not occur, we can expect to see and feel where the skin has become dry. This is not dry skin. Truly dry skin has no sebaceous excretions and is called ‘lipid-dry,’ meaning that there is little to no sebum being produced.

Skin is often misdiagnosed as being dry when there is simply an accumulation of dead cell material creating a dry tight feeling and appearance. However, there may be blackheads and congestion just beneath the surface. This would indicate that there is still sebaceous flow. Improving the sebum quality by decreasing its viscosity, increasing hydration levels and promoting fibroblast activity to thicken the extracellular matrix will resolve this condition.

Conversely, skin is often thought of as being oily when there is an excessive flow of sebum. Skin may appear thickened with a waxy coating. Oil production increases if the skin is stripped by harsh detergents, so over-cleansing creates a feedback loop to produce more oil as a response to protect and reinforce the acid mantle. If free water levels in the skin are an issue, normal desquamation is also impaired, blocking sebum from reaching the surface and creating congestion. Once water levels are in balance, oil production is normalized and proper products are introduced, homeostasis is obtained and enzyme activity is resumed to help shed corneocytes from the horny layer of the epidermis.

Assessing secretions will evaluate the following:

- Barrier function
- Sebaceous quality and flow
- Thickness, turgidity, bounce, firmness and quality of extracellular matrix

By combining these findings with the initial consultation and the client’s medical history, The DMK Skin Therapist is able to prescribe the right treatment and home care. The right treatment options and correct home care. This is the fundamental difference between diagnosing the skin from a functional perspective rather than by classifying by a certain type or ethnicity-based system. Texture, color and secretions reveal what structures below the surface are impacted. Each structure has a set of responsibilities, or functions in maintaining the cells or skin. When the structures aren’t working properly, it leads to a cause and effect, or set of symptoms we see on the surface, via the textural issues, discoloration and fluid imbalances.

DMK Skin Diagnostic checklist

1. Consultation form
   Ensure the client completes the DMK consultation as well as the informed consent forms. This will enable you to gather the necessary information to make your diagnosis.

2. Conduct a thorough DMK Diagnostic
   Completing an initial skin consultation is the first step in managing the client’s journey towards skin revision.
   - Analyze the skin by observing secretions, color, and texture.
   - Remember to ask your client questions about your observations.
   - Establish the cause of the skin condition and relate this to the effect that it has on the structure and function of the skin.

3. Concerns and expectations
   After you’ve assessed the skin and gone through the consultation, establish the client’s main concerns and discuss expectations - both the results of treatment and what they want from the treatment experience itself. Would they prefer a treatment that offers results or relaxation? While DMK is more clinical in its approach, there are ways to incorporate relaxation techniques into the treatment.

4. Educate the client
   - Advise your client on what their skin condition is and how it occurs.
   - Discuss the primary aspect of your client’s concerns that you have chosen to treat first.

5. Explain the proposed course of treatment
   - Establish a treatment series that includes regular use of Home Prescriptives.
   - Explain the concept of paramedical treatment.
   - Explain the DMK Treatment Program that you recommend for their skin and why.

6. Record existing condition
   Record the physical findings from the consultation, including any relevant conditions that the client may not have mentioned. For example, often clients enter with congestion, unaware that they have red vascular acne scars. Informing clients that these conditions are present at the start of the treatment diminishes the possibility of client dissatisfaction later.

7. Record the skin revision journey
   List all the changes you observe and inform the client. They should understand how the treatment series is progressing. Be sure to record each treatment implemented so you have a complete record of your client’s DMK skin revision journey.

8. Photography
   Take photos before and after each treatment. This is especially important their first visit. They are confirmation of the client’s original skin condition. Skin changes are often incremental and take time. Clients are used to seeing their face everyday, so these subtle shifts over time may go unnoticed, even though the results are dramatic. Having photo evidence that the skin is in fact changing and remodeling will reassure your client the treatments are working. Be sure to have the client sign a photo release form if you plan on using the images for promotion and advertising.

9. Get them excited about their next appointment!
DMK Diagnostic case studies

Diagnostic Case Study 1: Presenting skin condition

**Texture:** Thickened with wrinkles and glycation. Enlarged visible pores.

**Color:** Flat, dull and uneven. Redness from capillaries.

**Secretions:** Lipid dry with blackheads from old sebum plugs. Lost turgidity and little bounce.

**Effect (What we see on the surface. The symptoms?):** Thickened skin, deep wrinkles and a loss of structural integrity. Visible capillaries and increased vascularity in cheeks.

**Cause (What is causing these symptoms?):** Excessive accumulation of redundant cuticle or dead cell material indicating a thinning matrix and very low free water levels. Damage and lack of oxygen causing angiogenesis.

**Structure (What structures or systems are responsible?):** The buildup of material exerts pressure and the weight negatively impacts underlying structures of the skin causing a collapsing effect. Collagen and elastin, as well as matrix components are compromised (Fibroblasts.) Flat, dull and uneven tone indicates lymphatic system isn’t clearing out and fluids. Sebaceous secretions are not able to reach the surface. Capillaries are visible and weakened.

**Function (What do these structures do?):** Poor free water levels and inhibited desquamation prevent the cells from detaching and exfoliating properly. Dead protein cells can build up and block sebaceous and sudoriferous glands, causing disturbances in the skin’s pH levels, normal rhythm and proliferation. Pressure on underlying structures and lack of water is causing new blood pathways to be formed and stagnation of lymphatic fluids.

Which **Fundamentals Treatments** would you prescribe and why?
Diagnostic Case Study 2: Presenting skin condition

**Texture:** Uneven and rough. Fine lines. Redundant cuticle.

**Color:** Exhibits pigmentation, sun damage or lifelessness.

**Secretions:** Lipid dry with blackheads from old sebum plugs. Lack of water- crepiness around eyes, nose and chin.

**Effect:** Dull flat and lifeless complexion with irregular pigmentation. Fine lines and crepiness.

**Cause:** Poor oxygenation is causing the skin to be dull. The pigmentation results from environmental or sun damage. Redundant cuticle and lack of water exacerbate pigmentation and fine lines.

**Structure:** Melanocytes, Langerhans cells compromised, extracellular matrix is lacking hydration and sebaceous glands.

**Function:** Poor circulation, poor oxygenation and poor lymphatic drainage. Melanin production increased, limited sebaceous secretions, extracellular matrix components plump, hydrate and reinforce turgidity and bounce to skin. Langerhans cells strengthen skin immunity and response to environmental stress.

Which Fundamentals Treatments would you prescribe and why?
Diagnostic Case Study 3: Presenting skin condition

**Texture:** Waxy, pore heavy, thickened with fine textural irregularities around mouth.

**Color:** Red and orange- mottled, uneven color.

**Secretions:** Oily with open and closed comedones. Loss of water (TEWL) with redness.

**Effect:** Congested, oily complexion. Patches of redness and inflammation. Barrier function, the acid mantle and pH are altered and impaired.

**Cause:** Insufficient free water levels, transepidermal water loss (TEWL) and poor skin function.

**Structure:** Where cells become compacted or built up, the normal exfoliation process is inhibited. Increasing free water levels within the skin will assist desquamation and the exfoliation processes and clear out follicles. Langerhans cells and immune function impaired.

**Function:** Normal rhythm of cell sloughing impairment impacts secretions and spreading on the skin. Inflammation affects skin immunity, the skin’s pH and acid mantle.

Which **Fundamentals Treatments** would you prescribe and why?
DMK Fundamentals Kits


www.dannemking.com
DMK Fundamentals kits

DMK Skincare® Finishing Products and Home Prescriptives

Each kit contains one professional treatment and 30 days of home care.

Acu System is ideal for grades III and IV acne.

Pigment Balancing is for younger, oily, darker skins or those with the occasional breakout.

Age Management is geared for mature skin, lipid-dry, fragile skin and capillary concerns. This kit is also good for youthful clients wanting to maintaining healthy skin.

Professional Treatment Steps

1. Cleanse (Cleanser is used in treatment and for mask removal, and then is sent home with client for home care.)
2. Exfoliation
3. Pre-Treatment
4. Enzyme Masque Therapy
5. Application of Finishing Products and Home Prescriptives
What is exfoliation?

Exfoliation is the removal of old, redundant, dead skin cells from the surface of the epidermis. This is an important step in preparing the skin to receive transepidermal nutrition.

Quick Peel

Quick Peel works to rapidly reduce inflammation, kill infection and improve the functionality of skin with poor healing capacity. It improves oxygenation of the tissue and strengthens capillaries.

Diagnostic

Quick Peel is a very diverse formulation, suitable for many different skin conditions. Quick Peel is designed for red, reactive, and sluggish skin or skin exhibiting the early stages of rosacea. It can be used to strengthen fragile or weakened capillaries and is recommended for congested, reactive skin that is prone to postinflammatory hyperpigmentation. Quick Peel is slightly acidic, therefore it hardens the top of dead cell material, freeing them from the underlying tissue prompting mild exfoliation. The addition of cinnamon increases the peripheral circulation, improving oxygenation and nutrient supply to the tissue. Flushes, strengthens and promotes improved function through the vessels.

Professional directions

NOTE: Inform the client that quick peel has a hot stinging sensation. Be sure to apply a patch test to clients experiencing Quick Peel for the first time.

1. Apply Quick Peel Peel evenly to face neck and décolletage with fingertips, a DMK plastic spatula, or a silicone or synthetic brush.

2. Let sit 3-5 minutes. The skin may flush. Fan client as needed until heat subsides.

3. Remove with your fingertips, using light friction movements, then remove residue with a damp, lukewarm towel. For clients with acne- skip the friction (to limit spread of bacteria) and remove thoroughly with a warm towel.

Key ingredients

• Cinnamomum Zeylanicum (Cinnamon Oil)—antioxidant and rubefacient, a substance that increases blood flow and has antibacterial properties.

• Lactic Acid— a gently exfoliating alpha hydroxy acid (AHA).

• Kojic Acid—a powerful skin lightener that inhibits tyrosinase by chelating copper thereby blocking its interaction with tyrosine. Clears hyperpigmentation frequently associated with acne and inflammatory conditions.
FibroMax C®

FibroMax C® is a 20% pure Ethyl Ascorbic Acid formulation that pours like a powder and quickly liquefies when gently rubbed across the skin.

Diagnostic

FibroMax C® is recommended for aging, acneic and all other skin issues. It can be safely used on all ethnicities.

Function

FibroMax C® works like mesotherapy without a syringe. The exclusive vitamin C formula tones, tightens and brightens. The specially constructed silica beads immediately dissolve upon contact with the skin. Upon absorption, ethyl ascorbic acid is converted into L- ascorbic acid, a bioavailable form of vitamin C.

Professional directions

FibroMax C® may either be used as an all over or localized spot treatment on areas needing strengthening and refinement or brightening.

1. Segment application area. Gently pour a small amount of powder onto the skin in one segment.

2. Use fingertips or a sponge applicator to press into skin until it is absorbed.

3. Repeat in all other pre-treatment areas.

(Note: powder can be used as pre-treatment under Enzyme Masque #1, or as part of finishing products, once the mask is removed.)

Key ingredients

- **Ethyl Ascorbic Acid**—a stable form of vitamin C with excellent skin brightening ability; a free radical scavenger with collagen building properties.

- **Silica Silylate**—a mineral found in sand and throughout the animal kingdom, used to lock the vitamin C in place.

- **Potassium Sorbate and Sodium Benzoate**—food grade preservatives.
Enzyme Masque #1

Enzyme Masque #1 triggers specialized transfer messenger enzymes that improve skin function and strengthen the underlying structures.

Function

Enzyme Therapy ensures optimal skin function by turning dead cells into a weak acid and flushing them from the skin. Reverse Osmosis clears cellular waste and debris, increases oxygenation, improves cell metabolism and immune function via the Plasmatic Effect® on blood and lymph circulation. Enzyme Therapy also includes the amino acids proline, glycine, and lysine to enhance collagen production, and superoxide dismutase to scavenge free radicals and reduce oxidative stress.

Key ingredients

- Proline, Lysine and Glycine — a specific group of amino acids required for collagen synthesis.
- Glycine Soja Protein (Soy) — contains the full range of essential amino acids, and is rich in minerals and vitamins, including vitamin E. Acts as a free radical scavenger, inhibits the formation of proteinases, is rich in isoflavones, and has antioxidant and anti-inflammatory properties. Glycine soja helps brighten, boosts collagen and elastin production, nourishes, fortifies, moisturizes and conditions the skin to refine and strengthen the tissue.
- Avena Sativa Kernel Flour (Oat) — a calming, anti-inflammatory ingredient that reduces itchiness and irritation. It soothes the skin and the beta-glucan in oats help stimulate the Langerhans cells and immune response. Strengthen and repair and increase hydration and the skin’s water holding capability.
- SOD (Superoxide Dismutase) — a free radical scavenger.

Aqua d’Herb

Aqua d’Herb our most common mixer, is a polarized water formula containing hand soaked herbs (mixed with Enzyme Masque #1.)

Function

DMK Enzyme Masque mixer and activator. This formulation is suitable for everyone including thin, reactive and fragile skin.

Key ingredients

- Polarized water — water that has been magnetically altered to improve the function of individual ingredients.
- Hand soaked botanicals (including kelp, hops, mullein, alfalfa, licorice and fenugreek) — macerated herbs that are soaked to extract their skin healing and nutritive properties.
Professional directions

1. Mix packet of Enzyme Masque #1 with approx. 2/3 Aqua d’Herb using a DMK fan brush.

2. Start at the base of the décolletage, sweep across the chest in a half circle below the collarbones and then up onto the neck. Divide the face in half, stroking upwards and outwards on the jawline, moving up the cheek and out towards the temples. Then, starting right on the brow bone, move the brush up the forehead into the hairline. Repeat on the other side. Next, have your client look up so that you can apply the masque just below the eye, moving from the inner to the outer corner. Apply down the nose.

3. Leave the masque on for 45 minutes.

4. Soften the masque by applying a hot, moist towel.

5. Remove the masque by mixing about 5-6 TBSP hot water with 1 TBSP of the cleanser provided in the Fundamental Kit into the skin using circular motions with the DMK fan brush and fingertips. Alternate hot towels and the cleanser mixture until all traces of the mask have been removed.
Finishing products and take-home DMK Home Prescriptives


DMK Skincare® Finishing Products and Home Prescriptives

Transepidermal delivery is the slow release of ingredients into the skin where they can be stored for up to eight hours. DMK finishing products and home prescriptives are formulated to allow transepidermal delivery of ingredients.

With a high ratio of active ingredients, DMK finishing products were developed to complete the treatment process.

These products are also available for retail as our home prescriptives line to improve and extend progress made through our DMK Professional Treatments. The combination of the DMK paramedical skin knowledge and the client’s commitment to skin maintenance reaps long-term results.

Of the DMK Remove. Rebuild. Protect. Maintain.® concept, the Protect & Maintain portions are the client’s responsibility and essential to obtaining lasting results.
Milk Cleanse Ultra

Milk Cleanse Ultra is a lipid-rich hydrating cleanser for fragile and dry skin. It supports a healthy microbiome with its natural preservative blend and does not contain citrus oils for those concerned with allergies to limonene and linalool.

Diagnostic

Milk Cleanse Ultra is suitable for lipid-dry, postmenopausal, or reactive skin. It is also for individuals prone to eczema, psoriasis, rosacea, and dermatitis flares. Milk Cleanse Ultra may be prescribed for travel and skin exposed to seasonal weather changes in cold or arid climates.

Function

Milk Cleanse Ultra contains antioxidants and emollients to nourish and soothe irritation, and a blend of gentle coconut-based surfactants to remove surface impurities and refresh the skin without stripping or drying the surface.

Professional directions

1. Mix a pea-sized amount with water in your hand or a small bowl with your DMK fan brush.
2. Gently massage into the skin to loosen makeup, oil, and debris from the surface. Concentrate on any areas of congestion to soften the material in follicles, avoiding the eyes.
3. Rinse thoroughly with warm water.
4. Remove cleanser with water or a warm, moist towel.

Key ingredients

- Cocamidopropyl Hydroxysultaine- A coconut-derived surfactant, thickener, and foaming agent. It gently cleanses while assisting in the delivery and penetration of other active ingredients.
- Candida Bombicola/Glucose/Methyl Rapeseedate Ferment- A fermented biosurfactant combination of rapeseed (canola) and glucose by Candida bombicola. Canola is an emollient rich in omega-3 & omega-6; fermentation provides antimicrobial, antioxidant, and skin-protecting benefits.
- Helianthus Annuus Seed Oil (Sunflower Seed)- A lightweight oil rich in fatty acids, plant sterols, vitamin E, and minerals.
- Angelica Gigas Root Extract (Japanese Angelica)- An anti-inflammatory and skin brightener that blocks MMPs to protect collagen and elastin.
Super Serum

This formula is a cocktail blend of ascorbic acid, beta-glucan and peptides designed to address a wide range of skin conditions.

Diagnostic

Super Serum is beneficial for all skin conditions, particularly acne, poor immune response, premature aging and hyperpigmentation. It should be used by smokers, slow healers and those whose skin suffers from environmental damage. Therapists should use this serum during and after any DMK Skin Revision program. It should also be used after IPL, micro needling, microdermabrasion, laser or chemical peels. The main ingredient in Super Serum is beta-glucan (yeast cell wall extracts) which has a strong immune system boosting ability. Beta-glucan enhances immune functions and stimulates Langerhans cells (the skin’s immune system) to work at their fullest capacity, thus reducing swelling, redness and inflammation.

Function

Beta-glucan directly stimulates the Langerhans cells (the skin’s immune system), subsequently activating the macrophages (white blood cells which fight invaders) within the dermis. Once activated, the macrophages release a series of compounds that stimulate the fibroblast cells to produce collagen and elastin. Beta-glucan contains potent antioxidant and free radical scavenging capabilities. Vitamin C plays an important role in stimulating collagen synthesis. Super Serum is designed to address areas of concern, such as wrinkles, fine lines, and photodamage. It can be applied around the eyes, face, neck and décolletage to protect and refine the skin. The serum assists in revising texture and firmness, while boosting hydration.

Professional directions

1. Apply to cleansed skin before applying DMK oils, sprays, and nourishing creams.
2. Can be applied directly on sutures or closed wounds.

Key ingredients

- Ethyl Ascorbic Acid—a stable form of vitamin C that promotes collagen synthesis and lightens by inhibiting Tyrosinase activity. Converted to l-ascorbic acid upon penetration into the skin.
- Beta-Glucan—immune boosting, anti-inflammatory.
- Trifluoroacetyl Tripeptide- 2 (TT2)—supports collagen production by inhibiting matrix metalloproteinases (MMPs), which break down collagen and elastin.
- Panthenol (vitamin B5)—a humectant that penetrates to restore barrier function and aid in tissue repair.
- Sodium PCA—a humectant and natural component of the acid mantle.
Seba-E

Seba-E is a DMK signature formula designed to be the closest replica and reproduction of the skin’s natural oils and sebum. It is created by combining highly fractionated botanical oils that replenish and replace deficient skin oils, to restore the lipid aspect of the acid mantle.

Diagnostic

When combined with Herb & Mineral Mist, Seba-E helps restore the acid mantle and barrier function and addresses trans-epidermal water loss. It is for lipid-dry skins, inflamed skin, eczema and rosacea, but is also prescribed to most clients to balance skin lipids and reinforce the acid mantle. Acne clients may also use this formula, but the amount used is adjusted and dependent upon the individual needs of the client’s skin.

Professional directions

1. After cleansing and applying drops and/or serums, dispense a few drops of oil (add more or use less as needed) onto fingertips. Dot onto forehead, cheeks, chin, neck and décolletage.

2. Spray liberally with Herb & Mineral and massage into the skin, until absorbed.

Key ingredients

- Avena Sativa Kernel Oil (Oat) — rich in vitamin E, ceramides and fatty acids. Antioxidant, emollient, nourishing and lightweight, avena sativa oil absorbs easily, promotes barrier repair and increases ceramide levels in the skin.

- Tocopheryl Acetate (Vitamin E) — the most bioavailable form of vitamin E and a powerful antioxidant. Strengthens the skin’s barrier function, protecting the skin barrier lipid balance and reduces transepidermal water loss.

- Glycine Soja Oil (Soybean) — contains a concentration of the essential fatty acid, linoleic acid, as well as linolenic acid, oleic acid, and vitamins E and K. Soybean oil reduces transepidermal water loss, helps restore the skin barrier, nourishes and has photo-protective benefits.

- Jasminum Officianale Oil (Jasmine), Rosa Damascena Flower Oil (Damask Rose), Gardenia Florida Oil and Citrus Aurantium Amara Flower Oil (Bitter Orange) — these oils lend a gorgeous fragrance, but also help replenish, balance, brighten, nourish and protect the skin.

- Carnum Petroselinum Seed Oil (Parsley) — contains vitamins A, K, C and minerals- folate, potassium, iron, flavonoids, carotenoids and antioxidants.
Herb & Mineral Moisture Spray

Herb & Mineral is a super hydrating spray containing hand-soaked herbs that can act systematically as well as have a direct effect on the skin.

Diagnostic

Recommended for all skins, Herb & Mineral spray is DMK’s signature product for transepidermal delivery of our fractionated oils and nourishing creams. Herb & Mineral can be used throughout the day as a refreshing hydrating boost, and can even be sprayed over makeup.

Function

Herb & Mineral aids in the delivery of vital nutrients to the skin. It is designed to increase dermal hydration and free water levels to reestablish the acid mantle and barrier function. Herb & Mineral provides astringent, anti-inflammatory, antioxidant and antibacterial properties.

Professional directions

1. Spray over DMK oils and nourishing creams.
2. Work into face, neck and décolletage.

Key ingredients

- **Macrocystis Pyrifera (Kelp)** — one of the highest sources of minerals and vitamins and essential amino acids. Humectant that helps increase and retain moisture.
- **Potassium** — a very important mineral for the proper functioning of all cells and tissues. It is also an electrolyte substance that conducts electricity in the body.
- **Alfalfa (Medicago Sativa)** — contains a rich source of various vitamins and minerals, including vitamins B1, B6, A, C, D, E, K and calcium, potassium, phosphorus, magnesium, zinc and antioxidants. Promotes absorption.
- **Sarsaparilla (Smilax Aristolochiaefolia Root Extract)** — rich in flavonoids, plant sterols and saponins.
- **Black Cohosh (Cimicifuga Racemosa)** — contains anti-inflammatory salicylic acid among several other constituents such as glycosides.
- **Saw Palmetto (Serenoa Serrulata)** — suppresses DHT production.
- **Licorice (Glycyrrhiza Glabra)** — stimulates skin’s natural immune defense.
- **Sage (Salvia Officinalis)** — balances sebum production, anti-inflammatory and anti-septic.
- **Mullein Extract (Verbascum)** — natural skin antibiotic, anti-irritant.
- **Fenugreek (Trigonella Foenum-Graecum)** — a herbal extract used to reduce inflammatory conditions such as eczema, acne and sunburn. It is also used to retain moisture in the epidermis.
- **Hops (Humulus Lupulus)** — contains super antioxidants that act as a calming agent for the skin. It is one of the best sources of vitamin C and a rich source of natural protein. It is also a natural astringent which will minimize the appearance of skin pores.
- **Peppermint** — contains vitamins and minerals. Regulates micro-circulation. Has a cooling effect on the skin.
- **Cayenne** — catalyst for other herbs, improves circulation.
- **Sodium Ascorbate** — vitamin C.
- **Cabbage Rose Water** — skin conditioning, rich source of vitamin C, promotes healing and skin regeneration.
Biogen C

Biogen C is known as our “beauty in a flash” cream for tired or stressed skin. This formulation is designed to smooth wrinkles and revise weakened capillaries.

Diagnostic

Biogen C is specifically designed for skins suffering from premature aging and fine lines, fragile capillaries or reactive skin conditions. Recommended as a pick-me-up cream for those wanting to look refreshed and youthful, it can also be used pre and post-surgery.

Professional directions

1. Cleanse skin and apply Super Serum and Seba-E with Herb & Mineral spray.

2. Dispense a pea size amount of Biogen C, dab onto skin, dotting cream around face, neck and décolletage. Mist skin liberally with Herb & Mineral and using fingertips, lightly massage to combine and press into the skin until absorbed.

Key ingredients

- Tocopherol (Vitamin E)— an antioxidant. Increases hydration by binding water to skin cells.

- Krameria Triandra Root Extract— a toning and tightening agent that reduces redness and inflammation.

- Hexapeptide-11— helps up regulated key genes responsible for collagen production and important extracellular matrix components such as hyaluronic acid. Increases cellular oxygen and blood flow. Improves all collagen types and helps improve skin’s elasticity.

- Laminaria Digitata Extract— a brown seaweed rich in vitamins and minerals, it binds moisture to the skin, plumping fine lines and wrinkles.

- Ethyl Ascorbic Acid— a stable form of vitamin C that promotes collagen synthesis and lightens by inhibiting tyrosinase activity. Converts to l-ascorbic acid upon penetration into the skin.

- Eucalyptus Extract— an antioxidant with wound healing capabilities.
Deep Pore Ultra

Deep Pore Ultra is paraben-free and contains a microbiome-friendly blend of botanical ingredients for antimicrobial and preservative purposes.

Diagnostic

Deep Pore Ultra is excellent for normal to mildly congested skin and low acne grades I/II, or those prone to the occasional breakout. Also for younger skin and individuals that prefer a foamy gel.

Function

Deep Pore Ultra is pH-adjusted foamy cleanser that purifies without drying, removes makeup, instantly brightens, and softens wax and debris within the pores. The cleanser’s careful balance of natural botanical astringents and antiseptics act to detoxify, brighten and protect the skin.

Professional directions

1. Mix a pea-sized amount with water in your hand or a small bowl with your DMK fan brush.
2. Gently massage into the skin to loosen makeup, oil, and debris from the surface.
3. Concentrate on any areas of congestion to soften the material in follicles, avoiding the eyes.
4. Rinse thoroughly with warm water.

Key ingredients

- Cocamidopropyl Hydroxysultaine- A coconut-derived surfactant, thickener, and foaming agent. It gently cleanses while assisting in the delivery of other active ingredients.
- Lauryl Glucoside- A fatty acid made from glucose and coconut oil that acts as a surfactant and foaming agent.
- Sodium Lauroyl Sarcosinate, Cocamidopropyl Betaine, Sodium Cocoyl Isethionate- A combination of mild, sulfate-free surfactants derived from coconuts. They provide a rich lather and velvety feel on the skin and deeply cleanse without stripping or dehydrating.
- Sodium Astrocaryum Murumuru (Saponified Murumuru Butter)- A fatty-acid rich butter that provides a creamy lather. It deeply cleanses, soothes irritation, is anti-inflammatory, and seals in moisture.
Melanotech® Drops

Melanotech® Drops is a potent formulation designed to not only brighten the surface of the skin but to address the core problem by inhibiting the production of melanin.

Diagnostic

Melanotech® Drops are specifically formulated for passive or severe hyperpigmentation, acne and rosacea. It is recommended for minor to severe pigmentation problems.

Function

In pigmented skin, the drops act as a powerful antioxidant that fights free radicals. This product revises pigmentation and brightens without bleaching the skin.

Melanotech® Drops are antimicrobial and anti-inflammatory.

Professional directions

1. Professional treatment, Melanotech® Drops are used both pre and post-treatment. Use after exfoliation step. Drops can be applied as directly to the skin as a spot treatment to darker pigmentation, or all over for brightening. While skin is still damp, apply FibroMax C powder to targeted areas or all over the treatment area. Follow with Enzyme Masque #1 application. Drops may be applied again to skin once the mask has been removed, as the first step to finishing products.

2. At Home: apply a few drops to the affected area after cleansing, three days per week. Follow with Seba-E & Herb & Mineral spray then Crème Citrique sprayed with Herb and Mineral. Can be used morning or night.

Key ingredients

- Kojic Acid— a copper chelating agent, which suppresses melanin production and brightens hyperpigmentation.
- Halidrys Siliquosa Extract— type of brown algae that down-regulates skin pigmentation at several levels of the melanogenesis cascade. Antioxidant and anti-inflammatory.
- Morus Alba Bark Extract (Mulberry)— a powerful skin brightener, melanin inhibitor, and free radical scavenger.
- Aminoethylphosphinic Acid— chelator and skin lightener. Inhibits tyrosinase and prevents synthesis of melanin.
- Dipotassium Glycyrrhizinate (Licorice)— a skin conditioning agent that inhibits tyrosinase and reduces redness.
Seba-E

Seba-E is a DMK signature formula designed to be the closest replica and reproduction of the skin’s natural oils and sebum. It is created by combining highly fractionated botanical oils that replenish and replace deficient skin oils, to restore the lipid aspect of the acid mantle.

Diagnostic

Seba-E helps restore the acid mantle and barrier function and addresses trans-epidermal water loss. It is for lipid-dry skins, inflamed skin, eczema and rosacea, but is also prescribed to most clients to balance skin lipids and reinforce the acid mantle. Acne clients may also use this formula, but the amount used is adjusted and dependent upon the individual needs of the client’s skin.

Professional directions

1. After cleansing and applying drops and/or serums, dispense a few drops of oil (add more or use less as needed) onto fingertips. Dot onto forehead, cheeks, chin, neck and décolletage.

2. Spray liberally with Herb & Mineral and massage into the skin, until absorbed.

Key ingredients

- **Avena Sativa Kernel Oil (Oat)** — rich in vitamin E, ceramides and fatty acids. Antioxidant, emollient, nourishing and lightweight, avena sativa oil absorbs easily, promotes barrier repair and increases ceramide levels in the skin.

- **Tocopheryl Acetate (Vitamin E)** — the most bioavailable form of vitamin E and a powerful antioxidant. Strengthens the skin’s barrier function, protecting the skin barrier lipid balance and reduces transepidermal water loss.

- **Glycine Soja Oil (Soybean)** — contains a concentration of the essential fatty acid, linoleic acid, as well as linolenic acid, oleic acid, and vitamins E and K. Soybean oil reduces transepidermal water loss, helps restore the skin barrier, nourishes and has photo-protective benefits.

- **Jasminum Officianale Oil (Jasmine), Rosa Damascena Flower Oil (Damask Rose), Gardenia Florida Oil and Citrus Aurantium Amara Flower Oil (Bitter Orange)** — these oils lend a gorgeous fragrance, but also help replenish, balance, brighten, nourish and protect the skin.

- **Carnum Petroselinum Seed Oil (Parsley)** — contains vitamins A, K, C and minerals—folic acid, potassium, iron, flavonoids, carotenoids and antioxidants.
Herb & Mineral Moisture Spray

Herb & Mineral is a super hydrating spray containing hand-soaked herbs that can act systematically as well as have a direct effect on the skin.

Diagnostic

Recommended for all skins, Herb & Mineral spray is DMK’s signature product for transepidermal delivery of our fractionated oils and nourishing creams. Herb & Mineral can be used throughout the day as a refreshing hydrating boost, and can even be sprayed over makeup.

Function

Herb & Mineral aids in the delivery of vital nutrients to the skin. It is designed to increase dermal hydration and free water levels to reestablish the acid mantle and barrier function. Herb & Mineral provides astringent, anti-inflammatory, antioxidant and antibacterial properties.

Professional directions

1. Spray over DMK oils and nourishing creams.
2. Work into face, neck and décolletage.

Key ingredients

- **Macrocystis Pyrifera (Kelp)**— one of the highest sources of minerals and vitamins and essential amino acids. Humectant that helps increase and retain moisture.
- **Potassium**— a very important mineral for the proper functioning of all cells and tissues. It is also an electrolyte substance that conducts electricity in the body.
- **Alfalfa (Medicago Sativa)**— contains a rich source of various vitamins and minerals, including vitamins B1, B6, A, C, D, E, K and calcium, potassium, phosphorus, magnesium, zinc and antioxidants. Promotes absorption.
- **Sarsaparilla (Smilax Aristolochiaefolia Root Extract)**— rich in flavonoids, plant sterols and saponins.
- **Black Cohosh (Cimincifuga Racemosa)**— contains anti-inflammatory salicylic acid among several other constituents such as glycosides.
- **Saw Palmetto (Serenoa Serrulata)**— suppresses DHT production.
- **Licorice (Glycyrrhiza Glabra)**— stimulates skin’s natural immune defense.
- **Sage (Salvia Officinalis)**— balances sebum production, anti-inflammatory and antiseptic.
- **Mullein Extract (Verbascum)**— natural skin antibiotic, anti-irritant.
- **Fenugreek (Trigonella Foenum-Graecum)**— an herbal extract used to reduce inflammatory conditions such as eczema, acne and sunburn. It is also used to retain moisture in the epidermis.
- **Hops (Humulus Lupulus)**— contains super antioxidants that act as a calming agent for the skin. It is one of the best sources of vitamin C and a rich source of natural protein. It is also a natural astringent which will minimize the appearance of skin pores.
- **Peppermint**— contains vitamins and minerals. Regulates micro- circulation. Has a cooling effect on the skin.
- **Cayenne**— catalyst for other herbs, improves circulation.
- **Sodium Ascorbate**— vitamin C.
- **Cabbage Rose Water**— skin conditioning, rich source of vitamin C, promotes healing and skin regeneration.
Crème Citrique

Crème Citrique is a slightly acidic cream formulated with several melanin inhibitors that brighten uneven skin tone. Its low pH formula helps balance oil production.

Diagnostic

Crème Citrique is formulated for oily skin and skin suffering infrequent breakouts. We can identify this dysfunction through a dull, lackluster appearance.

Active Ingredients

Zinc Oxide: a natural sun protector and antimicrobial.

Function

Regulates oil flow and increases hydration helping it to flow properly. The result is bright and balanced skin.

Professional directions

1. Cleanse skin and apply DMK serums.
2. Apply a pea sized amount of Crème Citrique, spray with Herb & Mineral Spray and work into the skin.

Key ingredients

- **Kojic Acid**— a copper chelating agent, which suppresses melanin production and brightens hyperpigmentation.

- **Ethyl Ascorbic Acid**— a stable form of vitamin C that promotes collagen synthesis and brightens by inhibiting tyrosinase activity. Converted to L-ascorbic acid upon penetration into the skin.

- **Halidrys Siliquosa (Algae)**— Halidrys Siliquosa Extract —type of brown algae that down-regulates skin pigmentation at several levels of the melanogenesis cascade. Antioxidant and anti-inflammatory.

- **Beta-Carotene**— carotenoid that is stored in the skin and is a precursor to vitamin A that provides antioxidant protection. It protects against environmental and oxidative stressors, UV-induced damage and inhibits immunosuppression and erythema caused by UV exposure. Beta-carotene also protects collagen and the linoleic acid in cell membranes from damage caused by ROS.

- **Citrus Aurantium Dulcis Oil (Orange)**— helps reverse photodamage, acting as a tissue brightener.

- **Safflower Oil**— lightweight, easily absorbed oil that is anti-inflammatory and antioxidant. With its high vitamin E content, it reduces the signs of photo-aging and oxidative stress.
Acu Klenz

Acu Klenz is a home-use product designed for acneic skin, including cystic inflamed acne, anywhere on the face or body. This prevents pores from clogging by slowing down the shedding of cells inside hair follicles which help to prevent acne.

Diagnostic

A sulfate and paraben-free cleanser with salicylic acid as the exfoliating cleansing agent. This cleanser is suitable for inflamed acne, oily and congested skin.

Function

Formulated with calming Aloe Extract to reduce redness and inflammation, Acu Klenz encourages pore cleansing and sebum control. Acu Klenz is designed to fight acne-causing bacteria leaving you with clean and clear skin.

Professional directions

1. Mix a pea sized amount with water in your hand or in a small bowl with your DMK Fan Brush.
2. Massage into the skin with dampened fingertips focusing on areas of congestion, acne lesions, or cellular buildup. Add more water as needed.
3. Rinse thoroughly and pat dry with a clean towel.

Key ingredients

- **Salicylic Acid**— lipid soluble beta-hydroxy acid that helps cells of the epidermis to shed properly and penetrates the pores to clear out infection, dead cell material and oil impaction. It is anti-inflammatory, antimicrobial and antifungal.
- **Aloe**— hydrating and soothing extract that reduces swelling, inflammation and redness associated with acne.
- **Panthenol (Provitamin B5)**— balances oil production and increases coenzyme A, involved in the metabolism and break down of lipids. It effectively inhibits proliferation of many skin microbes. Panthenol is a natural humectant found in skin and hair that aids in tissue repair and wound healing.
Acu Klear

Acu Klear is a Home Prescriptive product for acne prone skin. This product helps to minimize pimples and control acne breakouts.

Diagnostic

A spot treatment lotion used underneath Acu Klear designed to eliminate breakouts and congestion fast. Acu Klear can be used to address acneic conditions on either the face or the body.

Function

• Acu Klear has an antimicrobial action that fights acne-causing bacteria.

• It draws down into the follicle and kills acne-causing bacteria.

• Water-based gel achieves deep penetration and increases hydration in the skin.

Professional directions

1. Cleanse skin and pat dry. Mist with Acu Mist spray and press into the skin. Apply Acu Moist. Dispense Acu Klear and lightly work into areas of congestion and break outs. May be used as a spot treatment, on localized areas or all over, based on how acne appears on the client. For face or body.

Key ingredients

• Salicylic Acid — aids in the correction of abnormal desquamation that occurs in the acne-prone skin. Salicylic Acid is especially helpful in treating acne as it aids in penetrating the follicle and exfoliates dead skin cell build-up. This helps to reduce irritation and inflammation while also breaking down whiteheads and blackheads.

• Azelamide — sebum balancer for greasy skin, seborrhoeic skin and melanic spots.

• Zinc Oxide with Vitamin C — forms a powerful anti-acne duo.

• Krameria Triandra Root Extract — controls the stress hormonal flux associated with acne conditions. Is rich in lycopene, a superior antioxidant and helps calm inflammatory conditions.

• Niacinamide — increases purifying oxygen through capillaries and acts as a “toxic skin flush.”
Acu Mist

Acu Mist is designed to help acne sufferers restore the very important acid mantle (which acts as a barrier against bacteria, and other potential contaminants). It eliminates acne causing bacteria fast and hydrates the skin to protect against transepidermal water loss.

Diagnostic

Acu Mist is a crucial part of acne management. Sprayed over the skin under Acu Moist nourishing cream, the combination works together to hydrate, reduce acne causing bacteria, and clear congestion out of impacted follicles.

TIP: Acu Mist can be sprayed over the face or body multiple times a day as an antibacterial barrier and hydrating spray.

Professional directions

1. Mist cleansed skin with Acu Mist and press into the skin. Use before and under Acu Klear and Acu Moist.

2. Acu Mist may be applied to affected areas multiple times a day or after workouts to hydrate and refresh the skin.

3. Can be used on the face or body.

Key ingredients

- **Salicylic Acid** — lipid soluble beta hydroxy acid. Helps break down and desquamate cellular build up. It also has the ability to penetrate and clear out cellular debris, waste, and impacted oil from congested pores. Salicylic is anti-inflammatory, antimicrobial and antifungal, and has some topical anesthetic effects. The lipophilic quality of SA can also regulate oil production and visibly reduce enlarged pores.

- **Zinc Sulfate** — astringent, anti-inflammatory, antibacteria and 5α-reductase inhibitor.

- **Alginic Acid** — a natural polymer derived from alginate found in brown algae. As a polysaccharide, alginic acid absorbs and holds onto several hundred times its own weight in water and creates a superficial protective water-holding film that stays on the surface. This algae also detoxifies by binding to pollution and heavy metals- reducing their oxidative damage potential.

- Tea Tree extract, Coconut Oil, Rosemary, Eucalyptus and Thymol are combined to keep the skin hydrated and acts as a shield against C. acnes bacteria.

- **Aloe Barbadensis Leaf Extract** — hydrating, soothing, healing and anti-inflammatory.
Acu Therm

A blemish gel designed to “heat up” painful pustules, papules and pimples, ACU THERM aims to hydrolyze the hardended sebum wax and bacteria trapped in pores and is know as “the ultimate deep pore cleansing tool”.

Diagnostic

Acu Therm is a viscous gel designed to spot treat papules, pustules and blemishes. It creates a localized pseudo-heat to flush the tissue, hydrolyze waxy sebum plugs and draw material trapped within pores to the surface. Acu Therm helps purify and clear deep congestion and speeds up healing of active acne lesions.

Function

Acu Therm is a pore cleansing tool which hydrolyzes and softens pimples and congested acne, which can often be hard to extract.

Professional directions

1. At night after cleansing the skin, using a cotton bud or tip of finger, place a small amount as a spot treatment onto each pimple, pustule or blackhead. As the ingredients get to work, a hot sensation may be felt. This is the pseudo heat.

2. Leave on for 1 or 2 minutes and then blot excess.

3. Proceed with the Acu Mist, Acu Klear (in areas not treated with Acu Therm) and Acu Moist application.

Note: only apply Acu Therm to acne lesions once every 24 hours. Discontinue use after the pimple starts to heal.

Key ingredients

- Eugenia Caryophyllus Flower Oil (Clove)— antimicrobial, anti-inflammatory, antioxidant, reduces pain and facilitates healing.

- Cinnamomum Cassia Leaf Oil (Cinnamon)— increases blood flow to the tissue. Cinnamon is antioxidant, anti-inflammatory, antibacterial, antiparasitic and antifungal.

- Capsicum— increases blood flow and reduces sensory pain. Antibacterial, antifungal and rich in antioxidant vitamins.

- Angelica Polymorph Sinensis (Dong Quai)— anti-inflammatory used for centuries for its calming effects on heat rashes. Contains compounds called coumarins that stimulate blood circulation to the skin and accelerate tissue repair. Blocks the creation of prostaglandins- substances that cause inflammation and pain associated with acne.
Acu Moist SPF 15

A hydrating and rebalancing cream for inflamed cystic acne and congested skin. Spreads evenly and prevents TEWL without feeling heavy or greasy. Acu Moist supports wound healing, barrier repair and topical essential fatty acid supplementation and also provides mineral sunscreen protection with the inclusion of zinc oxide.

Diagnostic

Acu Moist is prescribed for inflamed acne, deeply congested and excessively oily skin.

Active Ingredients

Zinc Oxide: a natural sun protector and antimicrobial.

Function

Acu Moist revises hydration, inflammation and aids in healing, while rebalancing oily congested skin. It also helps to alleviate the flaking and drying effects caused by acne treatments.

Professional directions

1. Use morning and night as a finishing cream after applying other Acu System formulas. Mist Skin prior to application and press fluid into the skin. Dispense 2-3 pumps of Acu Moist and lightly massage into the treatment area.

This cream contains SPF 15 sunscreen.

Key ingredients

- Carthamus Tinctorius Seed Oil (Safflower) — lightweight, easily absorbed, anti-inflammatory and antioxidant. Reduces the signs of photoaging and oxidative stress, while softening and conditioning skin. Linoleic acid is a structural component of cell membranes and plays a role in maintaining the fluidity, water levels and permeability in the epidermis.

- Zinc Oxide — Zinc is an essential mineral in the body used for protein synthesis, wound healing, and as part of both the immune and enzyme systems. Broad spectrum UVA and UVB filter and sunscreen agent.

- Allantoin — locks in moisture, helping to restore water binding in the intercellular matrix (between cells) and to the keratin in the stratum corneum. It is mildly keratolytic and encourages desquamation while also stimulating new cell regeneration. Allantoin accelerates wound healing, is anti-inflammatory and reduces sensitivity and reactivity.
In a world saturated by ‘quick fixes’ like skin fillers, botulinum toxin injections, surgical threads and all kinds of radio frequency and laser machines, if I were asked to name the treatment that delivers the best long term results, I would say Enzyme Therapy.

In China, where most skins are not suitable for lasers, enzyme therapy not only restores the cellular functions of youth through the tightening of sagging contours, but it is the first step in the removal and total control of hyperpigmentation.

If we asked our top scientists to describe the human body at its most fundamental level, the scientist would say, “We are nothing more than a bag of fluids, proteins and amino acids, orchestrated by enzymes and held together by electromagnetic energy!”

Sometimes I am surprised that science has only identified 1300 enzymes that control every molecular aspect of our bodies. I am convinced there are many more. It is not surprising that research shows enzymes play an important role in the treatment of the disorders of the skin. It is a series of enzymatic activities that maintain the skin at its healthiest in the first place.

What is an Enzyme?
Enzymes are nature’s biological catalysts. For many years, it was commonly believed by skin therapists, and even physicians, that enzymes were not suitable for real skin therapy because they were huge protein molecules, and therefore too large to penetrate the skin. We now know that enzymes can be engineered to penetrate the cell’s lipid bilayer. Skin therapy enzymes use proteins formed in plant cells to act as organic catalysts in initiating or speeding up specific chemical reactions.

How does an Enzyme work?
Research shows that enzymes combine temporarily with the reacting molecule.

Mutual contact of surrounding molecules is no longer a matter of chance but a matter of certainty, hence the faster reaction.

For example, when the body breaks down a carbohydrate, the energy used to hold the carbohydrate is released and immediately used or stored in the body. This is called “metabolism.” Metabolism is divided into two functions: anabolism (for synthesis of cell material) and catabolism (for the decomposition of cell material.)

These reactions would be nonexistent without the proteins orchestrated by enzymes. Enzymes actually work by joining to the substrate (reactant) to form an enzymesubstrate complex and then produce the products of the reaction. The enzyme does not change, nor is used up in this reaction, it is released for repeated use. Reverse Osmosis and the Plasmatic Effect® initiate rapid and effective action. Within 45 minutes of DMK Masques, reverse osmosis occurs, forcing fluids through the cell wall membrane into the matrix to remove impurities. The outcome is a clean cell and surrounding matrix.

After the initial application of enzyme masques, the client will experience sensations such as itching and then a regular pulsing as their own body temperature helps activate the enzymatic action on and within the skin.

A subtle dilation of the peripheral capillaries will follow, typically disappearing after a few minutes. This is called plasmatic action and will flush out clogged capillaries that are often perceived to be broken, but are in fact like mini-aneurisms. The process strengthens the veins which are the conduits of oxygen and nutrients taken up by the mitochondria, or the battery packs of healthy skin cells.

The ‘road map’ of capillaries indicates a successful treatment and that the extra cellular fluids are equalised. Extra cellular fluids that are too low or too high are indicated in skin that is unhealthy, inflamed or toxic. Only the DMK Enzyme treatments can create the homeostasis (balanced extracellular fluids) that is necessary for healthy functioning skin.

It is the maintenance of the mitochondria, the most important part of our skin cells that place DMK Treatments apart from any other treatment offered today.
Conclusion

At DMK we believe that all skin conditions originate as a result of disharmony in skin function. We don’t address skin types, we address skin conditions. DMK Therapists are trained to remove redundant skin, rebuild skin structure, protect newly exposed cells and maintain balance so that skin can function optimally. Now that you have completed the DMK Fundamentals training manual, you should have a comprehensive understanding of our philosophy. You should now understand how DMK balances skin function to treat a wide range of skin conditions. DMK always starts with scientific principles to address dysfunction at the core of any condition. DMK products and treatments are designed to re-educate skin cells by matching formulations with the body’s chemistry to induce a positive response. We at DMK hope you have enjoyed this overview of DMK products, techniques and terminology. This course is the first step in your career as a DMK Skin Therapist.

Good Luck!
1. List the DMK concept.

2. Name the layers of the integumentary system.

3. What is Transepidermal Water Loss?

4. What are some key indicators of TEWL?

5. Unlike traditional aestheticians who analyze skin types, DMK skin therapists analyze skin

6. What 3 factors are considered in a DMK Skin Analysis?

7. A true allergic reaction must have?

8. What is the Plasmatic Effect®?

9. List the amino acids that are in Enzyme Masque #1?

10. Which ingredient in Quick Peel inhibits melanin production?
   a. Halidrys Siliquosa
   b. Cinnamon Oil
   c. Kojic Acid

   Which ingredient in Super Serum boosts the immune system by supporting Langerhans cell’s?
   a. Beta-Glucan
   b. Zinc Sulfate
   c. Ethyl Ascorbic Acid
Glossary

Acne—a medical word used to describe a disorder of the sebaceous gland. The term encompasses the spectrum of pimples, blackheads, whiteheads and even large cysts.

Aging—marked by a decline of collagen production, decrease in skin density and an overall loss of structural integrity. A weakened dermoepidermal junction, distended capillaries, fine lines and wrinkles mark this condition. Visible aging signifies an overall decrease in skin function.

Allergic Reactions—an immune system response marked by the sudden appearance of heat, redness, swelling, itching and raised bumps.

Alpha Hydroxy Acids (AHA)—a group of acids found naturally in sugars that exfoliate, brighten, and renew the skin; includes glycolic, citric, malic, and lactic.

Antioxidants—an antioxidant is a molecule capable of slowing or preventing the oxidation of other molecules. Oxidation can produce free radicals, which starts a chain reaction that damages cells. Antioxidants lend an electron to free radicals, neutralizing their potentially harmful effects.

Centriole—an organelle that assists in cell division (mitosis).

Collagen—is a structural protein in connective tissue within body tissues. As human skin ages, our own soluble collagen becomes less flexible and our skin’s connective tissue loses its ability to retain moisture naturally.

Chromosomes—threadlike structures that carry genetic coding.

Cytoplasm—the living matter around the nucleus of a cell.

Dermatitis—an umbrella term used to describe inflamed skin conditions such as contact dermatitis, eczema and psoriasis.

Dermis—the layer of the skin beneath the epidermis, consisting of a dense bed of vascular connective tissue.

Dermoepidermal Junction (DEJ)—the point at which the dermis and epidermis connect.

Eczema—an intensely itchy, red, scaling, blistering, weeping, oozing skin rash. People who have eczema often also have asthma or hayfever.

Elastin—the protein responsible for the elasticity of body tissues, more specifically, the skin. Elastin enables body tissue to hold its shape.

Enzyme—a substance produced by a living organism that is capable of accelerating or producing biochemical changes, but not altering itself in the process; a biological catalyst.

Epidermis—the outer nonvascular layer of the skin.

Extracellular Matrix—a mesh-like structure that supports the skin; primarily made of collagen.

Fibroblast Cell—connective tissue cells which secrete an extracellular matrix rich in collagen and other macromolecules.

Folliculitis—inflammation of the follicle caused by ingrown hairs.

Free radicals—highly reactive or unstable molecules and atoms that often result from ozone, pollution and smoke, UV rays and other environmental toxins.

Glycosaminoglycans (GAGs)—found in extracellular matrix of skin tissue, GAGs support the production of collagen and elastin by keeping fibers moist; increase turgidity (bounce) of the skin.

Glycation—cross-linking of proteins and sugars that result in nonfunctioning structures in the body; causes a cross-hatch pattern in the skin.

Glycosides—encourages wound healing and anti-inflammatory activities, while stimulating the formation of lipids and proteins necessary for healthy skin.

Golgi Apparatus—a cell organelle that packages and processes lipids and proteins; the packaging and receiving center of the factory.

Langerhans Cells—epidermal cells that are important defenders, making up part of the skin’s immune system.

Lipid—a term used when referring to the oil or fat content of a cell or skin component. Cell membranes are made of lipids.

Lysosome—structures within a cell that break down and recycle worn out and waste material.
Milia— small keratin filled cysts that lie just beneath the surface of the skin.

Mitochondria— structures within the cell that generate energy or adenosine triphosphate (ATP); the power plant of the cell.

Nucleus— the structure housing most of the cell’s DNA; the control center of the factory.

Pigmentation— the skin’s natural coloring; uneven skin tone caused by trauma or environmental damage is known as inflammatory while that which is caused by hormonal imbalance is passive.

Plant Sterols— phytochemical compounds that are similar to cholesterol. They have anti-inflammatory, skin replenishing benefits and reduce the signs of aging. There are over 200 known phytosterols derived from plants.

Plasmatic Effect®— the action of fresh new oxygenated blood rushing through dilated capillaries. This effect increases circulation and assists in lymph drainage.

Psoriasis— a chronic skin disease consisting of itchy, dry, red patches, usually affecting the scalp, arms or legs.

Rosacea— a common skin disorder that causes red patches, ‘pimples’, bumps and distended capillaries on the face. In some cases it can also affect the eyes. Rosacea can occur at any age but is most likely to start in fair skinned people in their 30s and 40s.

Scarring— a result of fibrous tissue forming around a wound during the biological healing process known as re- epithelialization. This protective tissue is an accumulation of redundant cell material.

Sebaceous gland— an organ that secretes sebum that is distributed over most of the entire body but is concentrated primarily on the face, upper back and chest.

Sebum— a pale yellow natural oily secretion of the sebaceous glands that lubricates and protects the surface of the skin. It contains squalene, waxes, free fatty acids and cholesterol.

Skin— the outer covering of a body, consisting of the dermis and epidermis that rests on top of subcutaneous tissues.

Skin Analysis— a service provided by a trained DMK Paramedical Skin Therapist to assess skin conditions and design a treatment plan best suited to the client’s needs.

Telangiectasia— (also known as spider veins) are small dilated blood vessels near the surface of the skin, the result of poor oxygenation in which the capillaries dilate to route more blood and oxygen to the area.

Transepidermal Delivery— targeted and time released penetration and delivery of active ingredients within the tissue.

Transepidermal Water Loss (TEWL)— moisture loss that moves upward from the dermis through the outer layers of the epidermis.

Tyrosinase— the enzyme responsible for melanin production; a key factor in melanogenesis.

Vitamin C— required for the synthesis of collagen. It is a water-soluble antioxidant that regenerates vitamin E. Vitamin C slows the production of hyperpigmentation by suppressing the enzyme tyrosinase.
“There is no secret formula, special technique or miraculous scientific breakthrough from abroad that alleviates all skin problems including ageing. There are only the dictates of the body’s own chemistry, and we have learned to match that chemistry as closely as possible to rediscover the true skin.”

Danné Montague-King