



Gypsy Trance  
Priyo

**Breaking News:** Market research company TNS reports that phenomenal economic development in China is fueling staggering growth in the cosmetics and toiletries market, which could see it become the world's biggest by 2009.

## Ask LNE & Spa

*Les Nouvelles Esthétiques & Spa* is the leading source of information for the esthetics industry, and now offers you the opportunity to connect with the foremost authorities in our business and have them answer your questions! Each week we feature a question brought to you by our readers.

Missed a week? Check out our [Ask LNE & Spa archives](#). Do you have an industry-related question? [Ask LNE & Spa!](#)

## Esthetician takes the next step

### Question:

I have already received my license for esthetics. I wanted to take it a step further to become a paramedical esthetician. I was wondering, what steps/courses would be required to add on to my education that I already have so I don't have to take the whole esthetician course over again. I was also interested in Dermatology. What can I use as a resource to take the steps needed? I don't know where to turn. I live in Tampa, please help!

♥ Jamie

### Answer by Rob Trow:

Dear Jamie,

Your question is directly related to an ongoing problem in the United States regarding advanced education and certifications for the skin care professional. Each state has its own requirements that vary widely. I suggest you contact CIDESCO ([www.cidesco.com](http://www.cidesco.com)) and the Society of Dermatology Skin Care ([www.sdssorg@aol.com](http://www.sdssorg@aol.com)) as starting points to obtain information about extraordinary educational opportunities. I also advise attending every product and device company training program you can. Most are free. While all will not resonate with you, each will add to your body of knowledge. Pick out several professional only product lines and contact them for educational program offerings as the good ones delve into information far beyond product knowledge. A great book to read is *Advanced Skin Analysis* by Florence Barrett Hill - an emerging bible in the field. Do not forget that physicians will not only want you to be highly educated with great hand on skills but seek aestheticians who understand the business aspects of skin care.

Rob Trow

## About Rob Trow



**Rob Trow** owns DermaConcepts USA, the Eastern United States (excluding metro NYC) distributors for Environ Skin Care. Trow's background includes two decades in higher education as a faculty member, administrator and business consultant. He has been in the skin care field for more than 10 years. Trow is a published author and frequent speaker on current and emerging topics of interest to medical spas, estheticians and physicians. He holds two master's degrees and did his doctoral studies at Harvard University.

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