

Skincare Tips, Tricks & Expertise from the Pros

April 2022

**Newsletter Welcome**  
 Tips, tricks and expertise for skincare professionals in all specialties.

**Skincare Tips**  
 Analyzing and allocating to maximize your sales results.

**Summit Information**  
 Announcing the second annual Science of Skincare Summit!

**Message From the Chairs**  
 Drs. Patti Farris and Ted Lain



Welcome

The SSS mission is to promote skin health and beauty through the science of skincare. This newsletter will bring you expert information from the best in business, beauty, and skincare science, and updates on the Annual Summit.



Tips

Segmenting Your Sales

When is the last time you analyzed your cosmetic sales? Take a look at your numbers and consider a plan to reach the goal of 10% in skincare.

Sales and science should work together. Talk to your dermatology partners and follow us

for more business and branding insights.

INSTAGRAM

10% OF COSMETIC SALES  
SHOULD BE SKINCARE SALES



SSS SCIENCE OF SKINCARE SUMMIT

## Annual Summit



### Leading Expertise in Skincare

The Science of Skincare Summit is unlike any other, completely devoted to skincare education for medical and aesthetic professionals in all specialties, with content delivered by skincare KOLs alongside industry scientists and leaders.

Register early and join us this October in Austin, Texas at the unique Hotel Van Zandt.

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## From the Chairs

It is with great pleasure that we present the second annual Science of Skincare Summit. In addition to our core curriculum on skincare ingredients, formulation, regulation, and regimen-building, the program now includes 2 new blocks of content. Friday's half-day symposium focuses on the selling of skincare, with experts in consumer behavior, merchandising, and branding. Another half-day seminar on Sunday highlights ingredients and formulation of hair and nail-care products and nutraceuticals. We have also expanded our panel discussions and added more education on peri-procedural and injectable skincare. To share more of this valuable information and provide a preview of the 2022 Summit content, we are bringing you this newsletter for more great tips, tricks and expertise regarding the science of skincare. We hope to also see you at our Summit in October.

Sincerely,

Patti Farris, MD & Ted Lain MD, MBA

[Registration](#)

[Agenda](#)

[Hotel](#)

[Exhibitors](#)

Science of Skincare Summit | [scienceofskincaresummit.com](http://scienceofskincaresummit.com)

