

Psoriasis, Eczema, and Rosacea

from Senior Director Dawn O'Connor Matthews

OH NO! I'm having a class tonight, and one of the guests has Psoriasis really badly on her arms and legs - and, I can't believe this, another guest has Eczema! Why me?!! Well, as I've been referred to as a "pit bull" ('cause I never give up!), this was not going to stop me from selling my wonderful Mary Kay products!!!

So I called our Mississauga Head Office and spoke with Lynn Arnold, Product Knowledge Department. Lynn knows her stuff! We went over the Order Form list and Lynn advised which products should or should not be used. In some cases, Lynn says certain products can be 'tried' but always go with what the customer is comfortable with.

In most instances the following applies, but always proceed with caution!

ALWAYS PRE-PROFILE!!!!

If you don't know in advance that the customer has Psoriasis, Eczema, or Rosacea you won't know which products are, or are not, acceptable!

So ladies, the next time someone says, "I have Psoriasis or Eczema or Rosacea or just plain "Sensitive Skin" and can't use Mary Kay", you'll be able to reply (as a "professional" beauty consultant) that actually many of our products are safe for use with Psoriasis, Eczema, Rosacea AND Sensitive Skin!

Chances are good that they won't have a problem at the skin care class or after.

PSORIASIS

DESCRIPTION: Patches of skin become inflamed. Typically occurs on knees, elbows and scalp but can affect torso, palms, and soles of the feet. The skin in these areas is red, thickened and has silvery scales. The condition comes and goes in cycles of remissions and flare-ups.

ON THE FACE:

Use 'Classic Basic'

- Start with Creamy Cleanser 2 and if it works out OK, move up to richer Gentle Cleansing Cream 1 later
- Moisture Rich Mask 1
- Hydrating Freshener 1

DO NOT USE - TimeWise or Velocity or Day & Night Solution "face" products on Psoriasis customers!

ON THE BODY:

Can use `Satin Hands & Body' products:

- Hydrating Lotion (no fragrance)
- Buffing Cream, but warn to use `gently' (no fragrance)
- Cleansing Gel: `Try' - small amount of fragrance
- Satin Hands Hand Cream w/SPF 4: `Try' - only small amount of fragrance
- Satin Hands "Pampering Set": `Try' - only small amount of fragrance
- Mint Bliss Lotion for Feet & Legs: `Try' - only small amount of fragrance
- TimeWise Visibly Fit Body Lotion: `Try' - only small amount of fragrance

DRY PATCHES:

Can use Extra Emollient Night Cream, but advise to use at night as is `greasy'.

FOUNDATIONS & CONCEALERS:

- Full-Coverage and Medium Coverage Foundations
- Concealers, but use sparingly

DO NOT USE - TW Dual-Coverage & Crème-to-Powder for Psoriasis customers

OTHER PRODUCTS:

- Advanced Moisture Renewal Treatment Cream
- Oil-Free Eye Makeup Remover • Indulge Soothing Eye Mask • Satin Lips - Mask & Balm
- Lip Outliner Pencil • Lip Pencils • Lipsticks & Glosses
- Cheek & Eye Colours • Eye Pencils
- Loose Powders
- Calming Influence Serum (if they have flare-ups)
- Oil Mattifier (but usually only Rosacea customers would require)
- All Sun Management Products

ECZEMA

DESCRIPTION: Patches of chronically itchy, dry, thickened skin, usually on the hands, neck, face, and legs. Skin lesions, patches of redness, scaling and - in dark-skinned people - changes in skin. Sometimes, small bumps or blisters that may ooze fluid.

ON THE FACE:

Use `Classic Basic'

- Start with Creamy Cleanser 2 and if it works out OK, move up to richer Gentle Cleansing Cream 1 later
- Moisture Rich Mask 1
- Hydrating Freshener 1

DO NOT USE - TimeWise or Velocity or Day & Night Solution “face” products on Eczema customers!

ON THE BODY:

Can use `Satin Hands & Body' products:

- Hydrating Lotion (no fragrance)
- Buffing Cream, but warn to use `gently' (no fragrance)
- Cleansing Gel: `Try' - only small amount of fragrance
- Satin Hands Hand Cream w/SPF 4: `Try' - only small amount of fragrance
- Satin Hands “Pampering Set”: `Try' - only small amount of fragrance
- Mint Bliss Lotion for Feet & Legs: `Try' - only small amount of fragrance
- TimeWise Visibly Fit Body Lotion: `Try' - small amount of fragrance

DRY PATCHES:

Can use Extra Emollient Night Cream, but advise to use at night as is `greasy'.

FOUNDATIONS & CONCEALERS:

- Full-Coverage and Medium Coverage Foundations
- Concealers, but use sparingly

DO NOT USE - TW Dual-Coverage & Crème-to-Powder for Eczema customers

OTHER PRODUCTS:

- Advanced Moisture Renewal Treatment Cream
- Oil-Free Eye Makeup Remover • Indulge Soothing Eye Mask • Satin Lips - Mask & Balm
- Lip Outliner Pencil • Lip Pencils • Lipsticks & Glosses
- Cheek & Eye Colours • Eye Pencils
- Loose Powders
- Calming Influence Serum (if they have flare-ups)
- Oil Mattifier (but usually only Rosacea customers would require)
- All Sun Management Products

ROSACEA

DESCRIPTION: Relatively common, chronic skin disorder. Classic symptoms are patchy, flushing (called Rosacea with Redness), and inflammation - particularly on the cheeks, nose, forehead, and around the mouth. Small red, solid bumps and pus-filled pimples may appear (called Rosacea with Acne, but is actually not acne). Rosacea sufferers should avoid alcohol in products, and should stick to oil-free products.

Rosacea sufferers should wear sunscreen every day because sunlight can set their condition off. All of our Sun Management sun screens are oil-free.

ON THE FACE:

Rosacea with Redness:

- Start with Classic Basic Creamy Cleanser 2 - if that works out OK, move up to richer Gentle Cleansing Cream 1 later.

Rosacea with Acne:

- Deep Cleanser 3
- Hydrating Freshener 1

Rosacea customers can use the TimeWise Moisturizer WITH SPF, and the “reformulated” Night Solution (alcohol and alpha hydroxyl ingredients have been removed).

DO NOT USE - TimeWise 3-in-1 Cleanser or TW Moisturizer without SPF, Velocity or Day Solution “face” products on Rosacea customers! NO “masks” for Rosacea customers!

ON THE BODY:

Use “Satin Hands & Body” products:

- Hydrating Lotion (no fragrance)
- Buffing Cream, but warn to use “gently” (no fragrance)
- Cleansing Gel: “Try” - only small amount of fragrance
- Satin Hands Hand Cream w/SPF 4: “Try” (only small amount of fragrance)
- Satin Hands “Pampering Set”: “Try” (only small amount of fragrance)
- Mint Bliss Lotion for Feet & Legs: “Try” (only small amount of fragrance)
- TimeWise Visibly Fit Body Lotion: “Try” (only small amount of fragrance)

DRY PATCHES:

Can use Extra Emollient Night Cream, but advise to use at night as is “greasy”.

FOUNDATIONS:

- Full-Coverage and Medium Coverage, TW Dual-Coverage and Crème-to-Powder
- Note: No “Concealers” for Rosacea customers

OTHER PRODUCTS:

- Advanced Moisture Renewal Treatment Cream (with Redness can use, but NOT with Acne)
- Oil-Free Hydrating Gel • Oil-Free Eye Makeup Remover • Indulge Soothing Eye Mask
- Satin Lips - Mask & Balm • Lip Outliner Pencil • Lip Pencils, Lipsticks & Glosses
- Cheek & Eye Colours • Eye Pencils • Loose Powders • Oil Mattifier
- Calming Influence Serum (if they have flare-ups) • All Sun Management Products (oil-free)