

Silicon Valley Success

This year, Jan Marini Skin Research (JMSR) marks 20 years of providing leading-edge products and treatments. To honor the occasion, the company moved from its original MD Formulations office to a brand-new building in San Jose, California. To celebrate two decades on the market, the brand also gave away more than \$3,000 worth of product to a handful of lucky Facebook fans.

Jan Marini is a Silicon Valley success story herself. She began as a product researcher 35 years ago, and became an early pioneer of glycolic acid-based skincare products with her MD Formulations and MD Forte lines. In their infancy, the brands consisted of only two products: vitamin K cream and Clean Zyme Skin Zyme.

Marini sold her companies to Allergan in 1994, and together with several members of her original development and marketing staff, hung a new sign for JMSR in the same building.



“The professional market was in its infancy, and I think it still is. I think it has a long way to go—and I don’t mean that in a negative way,” says Marini. “I wanted to really be at

the forefront of the marketing, education and product development and elevating the professional market to the next level. That has always been my vision and my goal.”

Looking forward, Marini hopes to continue leading her namesake company as a top innovator.

“We work with some of the most respected physicians in the world, who not only validate us by conducting clinicals and whitepapers, but who carry our products because they believe in the product line,” she says. “We want to continue setting the pace for the competition and being the leader, not only in product, but also in partnering with our resellers, and making them more successful and revenue-driven business people.”

WELLNESS RESEARCH INITIATIVE



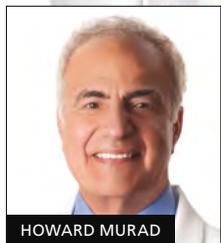
SUSIE ELLIS

The Global Spa & Wellness Summit (GSWS) recently announced that its centerpiece research initiative will focus on three global industry sectors. The report will be released at GSWS’s 2014 conference, which is being held in Morocco on September 10-12.

SRI International, one of GSWS’s longtime research partners, will conduct the “Global Spa and Wellness Economy” research, focusing specifically on the wellness industry as a whole, the spa industry and the wellness tourism market. In addition, global and regional spa industry statistics—such as information on spa revenue, employment figures, economic impact, key spa industry genres, and the first-ever research on new sub-segments such as the global hot springs market—will be included in the study.

Says Susie Ellis, chair and CEO of GSWS, “So many private and public industry stakeholders have told me how invaluable the GSWS-SRI data on the spa, wellness, and wellness tourism markets has been in shaping their development strategies and in raising their profile with both investors and consumers.”

Silver Anniversary



HOWARD MURAD

This month marks the 25th anniversary of Murad Inc., one of the first doctor-developed skincare brands. Today,

Murad holds 19 patents for advances in the science of skin health, and is available in more than 35 countries.

But at its start, Murad Inc. was just a doctor offering three products to his patients. In the 1980s, Dr. Howard Murad owned a skincare practice with an on-staff electrologist and esthetician. "We were the original version of a medi-spa," he says. "I felt like there was more to skin care than removing moles and treating psoriasis. It was about making people look

and feel better about themselves."

Murad launched the A Sense of Self spa in El Segundo, California, in 1986, and began offering water treatments, massage, electrolysis and facials. His research on alpha hydroxy acids began to create new opportunities for the spa industry, and these discoveries, combined with the initiative to package his spa's treatments for at-home use, birthed Murad Skincare in 1989.

Today, Murad is focused on his Inclusive Health movement (muradinclusivehealth.com), helping people to look better through high-performance skin care and to live better and feel better through guidance on nutrition, exercise, stress reduction and the pursuit of passion. Inclusive Health revolves around the notion that "spot treating" patients for a specific condition, while necessary in many instances, is not a successful holistic solution.

"The problem with the future that I see is that traditional medicine is going to be very complicated," predicts Murad. "There will be fewer physicians who practice, a greater demand because insurance is paying, and the time allotted for each patient is going to be minimized even further. But in a spa, we have the opportunity to really heal people."

Murad was awarded the Aesthetic Visionary Award for Lifetime Achievement at the annual Aesthetic Awards in Las Vegas in July. Going forward, the award will carry his name.

Offer Your Clients

THE BEST Portable Steam Saunas Available!



STEAMY WONDER

PORTABLE STEAM SAUNA WITH SPECIALIZED ORGANIC TREATMENTS

INCREASE YOUR INCOME!



Our Organic Healing Holistic Body Treatments Improve:

- Sore Joint & Pain Relief
- Detox & Lymph Drainage
- Weight Loss & Cellulite Mgt

FREE SHIPPING!

Learn More...

ORDER NOW - call 800.417.6789 or SHOP online www.steamywonder.com



combined with

The Super 7 Organic Treatments



Purification & Maximum Detox



Tropical Cool Down



Ayurvedic Garshana



Weight Loss & Cellulite



Sore Joint & Muscle Relief



Blissful Soothing Rose



Royal Lavender



2012

DAYSPA

Readers' Choice Award

Empowering Women



JANE WURWAND AND
MAYOR ERIC GARCETTI

Financial Independence Through Entrepreneurship (FITE), a philanthropic initiative created by Dermalogica founder and co-owner Jane Wurwand, was honored by the Coalition to Abolish Slavery and Trafficking (CAST) at a recent gala held in Los Angeles.

Through FITE, Dermalogica works to support women's financial independence and economic empowerment. Since it launched in 2011, the initiative has helped start or grow more than 40,000 women-owned businesses around the world.

"Dermalogica and FITE are committed to helping women and girls around the world to achieve economic empowerment through a hand up, not a hand out," says Wurwand. "Our industry is a virtual 'blueprint' of how to empower women to economic independence through entrepreneurship."

Other honorees at the gala included Los Angeles Mayor Eric Garcetti and First Lady Amy Elaine Wakeland; Nena Ruiz, trafficking survivor and anti-slavery advocate; and Chime for Change, a global campaign founded by Gucci.



JENNIFER HUFFMAN

Masseuse to Manager

Universal Companies recently hired Jennifer Huffman as its new training manager. Huffman worked for 11 years at Austin Springs Spa in Johnson City, Tennessee, as a licensed massage therapist, certified esthetician, waxing specialist and certified lash stylist. She recently earned a B.A. in Business Administration from King University.

As training manager, Huffman guides field instructors and conducts training programs for Universal Companies' customers. She assists in developing and implementing new training models, curricula and protocols. Huffman also works closely with Universal Companies' team of instructors and with the national accounts managers of resorts and vocational schools.

"I miss the client interaction, but I love the training and education aspect of my job," says Huffman. "I feel like it allows me to pay it forward. Now as a trainer and educator, I am more confident teaching because I can troubleshoot."

Creating your own line has never been easier

- Private Label USA Made Mineral Make Up
- Very Low Minimums
- Packaging Choices
- Free Imprinting
- Cosmetic Brushes & Accessories



mineral-mine.com | brushup.com
800-338-1423

BrushUp
With Barbara Ltd.

M
MINERAL MINE™
PRIVATE LABEL MINERAL MAKEUP