



**Sandra Alexcae Moren, B. Ed.,** a spa consultant with Kyron Spa & Salon Consulting, (a division of Chiron Marketing Inc.) has over 35 years experience in the Professional Beauty Industry.

Sandra's diverse background includes a B. Ed from the University of Alberta, Canada, with a major in Vocational Education and minors in Psychology and Drama. As a cosmetologist, educator, Master Judge with the Judges Panel of Canada, a member of the Cosmetology Industry Association of British Columbia, former Spa Director, business owner, Professional Speaker, Educator and writer it was a natural evolution to assist individuals as a spa consultant.

You will find Sandra at the drawing board with the design team, consulting with the accountant, on site with the contractors, sourcing equipment and products, creating treatments and services, creating and design-

ing menus/brochures writing Procedures and Policy manuals, developing the staff and designing the marketing plan.

As a Professional Speaker, and educator Sandra inspires with her passion and enthusiasm for life. As a writer, articles have appeared in trade magazines and extensive media and promotional materials, curriculum development and corporate brochures.

Living, working and traveling internationally has allowed Sandra to personally experience and research the marketplace diversity and Spa/Salon Experiences.

Inspiration and information, is what she is all about; with a passion and enthusiasm for life. Her books, *Spa & Salon Alchemy*, *The Ultimate Guide to Spa & Salon Ownership* and her 2nd book *Spa & Salon Alchemy: Step by Step Spa Procedures* are a "must for everyone in the industry."

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# Is it Fat or Is it Cellulite?

By Sandra Alexcae Moren

**W**hat great opportunities and possibilities for spas this particular year!!!! You can capitalize on the passionate and personal desires individuals have for changes in their lives. Health and well-being is on the top of the list....all forms of media from radio, television, magazines, internet are focused on sharing knowledge and creating programs to support individuals with their personal intentions/plans and goals.

A very large percentage of the individuals focus is on weight loss for health and psychological wellness rather than just for the physical enhancement. "Biggest Loser Challenges" are all the rage right now and we are finding that many community-based businesses are becoming involved and supportive of these program challenges by offering gym memberships, some fitness equipment, and nutritional and dietician support and personal programs.

So, I decided to research the

reduction. After years of attending several seminars to understand and implement the Laser systems and techniques, Fari decided to put it all under one roof as the Laser Practitioner Program at the International Academy of Esthetics. She passionately spoke of the necessities of proper training when working with any Laser Machines saying "I personally believe 1-2 days of training is not sufficient to gain the confidence of working with the laser systems, understand its contra-indications, and its tissue interaction."

As a spa consultant, I continually get requests from existing spa businesses and entrepreneurs getting into the spa industry on, "What type of laser should they purchase and what type of treatments should they offer?"

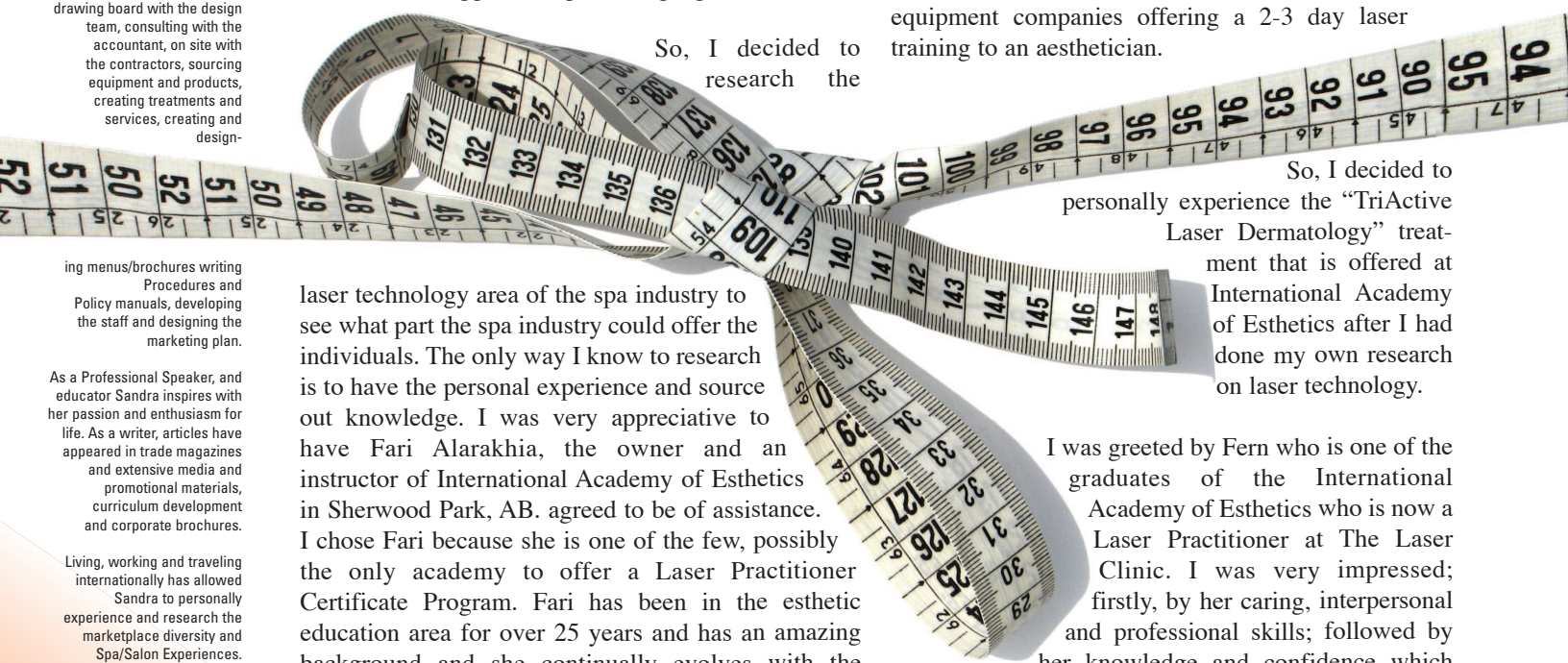
As an educator, cosmetologist, consultant and author, I also personally have a challenge with some laser equipment companies offering a 2-3 day laser training to an aesthetician.

So, I decided to personally experience the "TriActive Laser Dermatology" treatment that is offered at International Academy of Esthetics after I had done my own research on laser technology.

I was greeted by Fern who is one of the graduates of the International Academy of Esthetics who is now a Laser Practitioner at The Laser Clinic. I was very impressed; firstly, by her caring, interpersonal and professional skills; followed by her knowledge and confidence which made me totally relax. In addition to cellulite reduction, Fern has also seen inch loss, posture improvement, and a reduction of muscle pains. The unique laser based treatment is a non invasive body-sculpting system that utilizes three separate mechanisms to make skin smoother and more beautiful. "Before we had the TriActive, there was nothing that would reliably address extensive cellulite," explained Dr. Bruce Katz, director of the Cosmetic Surgery and Laser Clinic at Mount Sinai Hospital and clinical professor at the Mount Sinai School of Medicine.

laser technology area of the spa industry to see what part the spa industry could offer the individuals. The only way I know to research is to have the personal experience and source out knowledge. I was very appreciative to have Fari Alarakhia, the owner and an instructor of International Academy of Esthetics in Sherwood Park, AB. agreed to be of assistance. I chose Fari because she is one of the few, possibly the only academy to offer a Laser Practitioner Certificate Program. Fari has been in the esthetic education area for over 25 years and has an amazing background and she continually evolves with the changes and brings those changes to her academy so she can keep abreast of the latest in technology and treatments and what the consumer demand is.

With her background in chemistry (BSc), she spent a lot of time and energy researching the type of laser equipment to purchase for her certificate program. She chose the ND Yag 1064 from Cynosure Inc as it can do all skin types for hair removal as well as laser facials for acne, anti-aging, and spider veins. In addition to the ND Yag, Fari has also added the Triactive Laser as it is the first laser approved by Health Canada for cellulite





I was very impressed that the TriActive system can also be used as a follow-up to surgical procedures such as liposuction, which frequently causes a slackening of the skin in the neck, tummy, upper arms, and the "love-handles."

An estimated 45 million American women between the ages of 20-50 years have cellulite, the dimpled skin that occurs primarily on the hips, thighs, and buttocks. TriActive attacks the problem by combining a low energy laser that increase circulation and suction massage that promotes lymphatic drainage and stimulates collagen production.

After the incredible treatment my curious mind was intrigued and I personally and passionately did major research on the difference between fat and cellulite.

So as a spa therapist the major question is: Are you suffering from fat or do you have cellulite?

First you need to identify the condition that you have and are concerned about. Then in order for cellulite reduction to occur, 1 or more of the following factors must be met:

The fat cells in the subcutaneous layer of fat must shrink significantly.

The fat cells must become separated from each other and have enough space between them for proper lymphatic drainage to occur. The body's ability to drain unwanted toxins and lymphatic waste from the body must improve, reducing undesirable swelling in those areas of the body.

The connective tissues must stretch and become elongated, thereby improving skin tone and elasticity.

Hormonal conditions must stop fluctuating and stabilize, reaching a better hormonal balance.

Fat is deposited in the body and stored as food and the fat tissue can be reduced and moved from their positions by planned diets and exercises.

Cellulite is a peculiar type of fat deposit in the connective tissue underlying the skin. The connective tissue underlying the skin is not that elastic and is not flexible like the skin. Fat deposited in the connective tissue is actually trapped in between them and the fat becomes rigid and stubborn.....visibly showing up as bumps and bulges. This fat accumulation is seen as orange peel skin, dimpled skin and cottage cheese thighs found on the legs and buttocks of many women. Cellulite will also settle upper back below the shoulders, ankles, inside and back of upper arms, lower back, hips and stomach.

Physically, cellulite occurs when fat cell chambers beneath the skin swell and are pinched by the connective tissue which results in a restriction of blood circulation through the small capillaries that supply the fat cells. This reduction in oxygen supply to the fat cells causes the connective tissue bands to become tougher and less elastic. Ultimately this leads to waste and fluids being trapped between these fat cells.

### **The differences between body fat and cellulite are:**

Cellulite is just found under the surface of the skin above muscle and body fat.

Body fat is found on the muscle and bones and the fat can be decreased by diet and exercise.

Body fat is stored as energy that should be used throughout the day and when it does not get used, it builds up resulting in weight gain.

Unhealthy weight gain can result in a multitude of health problems at any age.

Cellulite will not cause major health problems.

This is fat that is produced by skin cells, not fat that is stored from the consumption of food.

Cellulite is not used for energy.

Cellulite is just there and more cells can produce it throughout one's lifetime.

### **The most common factors that determine cellulite occurrence include:**

- Hereditary
- Intestinal function
- Circulatory function
- Hormonal composition
- Lymphatic function
- Lifestyle
- Insufficient water intake
- Tension and stress
- Constipation and digestive problems



Cellulite is mainly caused by toxin build-up in your body, with the body not getting rid of the toxins, and causing the cellulite. In order to treat cellulite you need to break it down, detoxify the body and change your lifestyle. The main ingredient to fighting, remedy, cure and sorting out cellulite is to get rid of the toxins, and toxic build-up, and to make sure that no further toxins build up in your system and that wastes are eliminated.

I encourage you to do your own personal research if you are interested in embracing laser technology and wanting to be a part of the vast consumer demands for weight loss, well-being and body sculpting. ■