

ADDRESSING AESTHETICS

TEXAS LASER INSTITUTE'S MED SPA QUARTERLY

WHAT'S INSIDE

MED SPA STRATEGIES
MUST-TRY TREATMENTS
REGULATORY UPDATES
NEXT-GEN SKINCARE

FALL EDITION

VOLUME ONE

K-BEAUTY GLASS FACIAL CERTIFICATION

Master the most in-demand global trend: radiant, light-reflecting “glass skin.”

For just **\$495**, our hybrid training program is designed for medical spa owners and solo estheticians who want to deliver instant luminosity with long-term skin regeneration.

You'll learn the **11-Step Glass Skin Facial**, nanoneedling with Pellivital Exosome & PDRN Serum, plus key product knowledge for safety and results. Enrollment includes a \$100 Pellivital Exosome Serum - enough for 5-7 treatments and \$1,000+ in revenue.

(832) 767-0977 | enroll@texaslasers.com | www.texaslasers.com

REGISTER TODAY:



CONTENTS

02 INSTRUCTORS CORNER

Our Director of Curriculum explains why she developed a new course that empowers professionals to deliver safer, more effective results through fully customized chemical peels compared to standard pre-packaged formulas.

04 MED SPA GROWTH & MANAGEMENT

In the spa industry, true luxury lies in small, intentional details - those personalized touches that transform a treatment into a memorable, emotionally resonant experience clients can't find anywhere else.

06 TREATMENT BEST PRACTICES

Even experienced med spas risk losing clients and revenue through common mistakes, but these issues can be corrected with the right strategies.

07 TRENDING TREATMENTS

Esthetician Adi Zevulun highlights her innovative combination treatment using Microneedling with radiofrequency and Erbium:YAG resurfacing.

08 REGULATORY UPDATE

Texas med spas to integrate several regulatory changes in 2025, affecting IV therapy, delegation standards, and non-compete rules. Learn which compliance and operational adjustments need further consideration in your practice.

10 INGREDIENT SPOTLIGHT

Explore the skin barrier, its protective functions, and how to maintain its health.

12 SCIENCE SIMPLIFIED

Exosomes—tiny cellular messengers—are revolutionizing skin care by promoting regeneration, reducing inflammation, and enhancing post-procedure recovery.



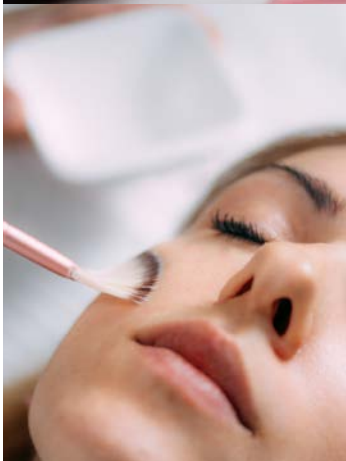
Instructor's Corner

"Lately, I've been asked why we created an entirely new custom chemical peel curriculum when pre-formulated peels are the industry norm. While convenient, one-size-fits-all formulas can miss the mark; they don't account for a client's unique skin goals, treatment history, or potential contraindications.

For me, customization is key. That's why I designed this course: to equip students with the skills to tailor peel strength and ingredients to each client's needs. By understanding the chemistry behind peels, our students improve safety and deliver longer-lasting, more satisfying results."

-Mignon Wessels, Director of Curriculum





BECOME CERTIFIED AS A MASTER CHEMICAL EXFOLIATION SPECIALIST!

Our **hybrid training course** is designed for **medical spa owners** looking to upskill their staff and **solo estheticians** ready to elevate their expertise - all on your schedule.

Learn how to move beyond generic treatments by mastering the formulation and customization of active ingredients for each client's unique needs - delivering superior results while reducing back bar costs by up to 90%.

This program includes:

- **Engaging theory** building upon deep knowledge of the science behind chemical exfoliation
- **Full day of interactive hands-on training** for practical application
- **In-depth product knowledge** to maximize performance and safety

Graduates will have the confidence to create fully customized chemical peels, providing clients with the results they've been searching for - while positioning your spa or solo business as a go-to destination for advanced, personalized treatments. Course tuition, \$395.

A professional **10-piece Pellivital chemical peel kit** - available for purchase with this course for just \$495 - is valued at \$600 and designed for high-performance treatments that address a wide range of skin concerns.

Each kit contains enough product to **generate over \$5,000 in peel services**, making it a profitable and practical addition to your training investment.

REGISTER TODAY



LOCATIONS

Dallas

4201 Wingren Drive, Suite 210
Irving, TX 75062

Houston

2201 West Holcombe Blvd., Suite 325
Houston, TX 77030

CONTACT US

(832) 767-0977

enroll@texaslasers.com

www.texaslasers.com

Small Luxury Touches That Make an Impact in Med Spas

In today's med spa landscape, success isn't just about delivering treatments – it's about creating an unforgettable experience that reflects your brand and values.

Every detail, from the moment a client steps through your door, should feel intentional and consistent with your philosophy.

Take, for example, one Houston medical spa that designed its entire client experience around the feeling of being by the ocean. The walls are painted in soft aqua hues, the air is filled with the gentle scent of sea salt, and the staff uniforms mirror the colors of the water. Salt-infused soaps line the bathrooms, the service menu features treatments with marine elements, and the sound of waves create a calming soundtrack. Even the masks are a soothing shade of blue. Not any one element is overwhelming – and taken individually, almost undiscernible as anything special. But collectively, each detail, carefully balanced to appeal to all the senses, create a fantastic, and memorable result.

Simply stated, for this med spa owner, she wants her clients to feel as if they have stepped into a seaside resort, and for their time there, no longer remain in Texas.

That is the power of aligning your environment and service with your brand vision. It was her signature – her way of offering something found nowhere else.

Safety and Results: The Minimum Standard, Not the Competitive Edge

Clients enter your doors expecting the basics – safe treatments, visible results, and protection from complications. That's the starting point, not the selling point. In today's crowded market, thriving requires more. The true differentiator is your value proposition – your philosophy for creating an experience that leaves a lasting impression. Clients aren't simply purchasing a procedure; they're buying into your vision, your brand, and the feeling you create. **So give them an experience.**

1. Seamless First Impressions

The booking process should be simple, intuitive, and welcoming. First impressions often start online or on the phone, not just when they walk in the door.

2. Design with Intention

Every visual and sensory cue (lighting, scent, décor, music) should align with your brand experience. Subtle consistency makes a big difference.

3. Offer Quiet Luxury

Small, unexpected touches - a warm towel, a handwritten note, or curated skincare samples - signal attention to detail.

4. Consistency Across Staff

Every team member, from front desk to provider, should embody the same standard of professionalism, warmth, and service.

5. Respect Privacy

From intake to treatment to checkout, make clients feel safe, discreetly cared for, and never rushed.

6. Educated Staff

Clients can tell when your team knows their craft. Confidence and expertise build trust faster than any décor.

7. Ease of Payment

Make checkout effortless and transparent - digital wallets, memberships that don't feel "trapped," and clear itemized receipts.

8. Aftercare & Follow-Up

A thoughtful follow-up call, email, or skincare guide shows care beyond the appointment and keeps you top-of-mind.

9. Technology That Enhances, Not Replaces

Use technology (apps, EMR, automated reminders) to streamline - not overwhelm - the client experience.

10. A Culture of Gratitude

A sincere "thank you" after every visit (from staff and in post-care communication) turns a transaction into a relationship.



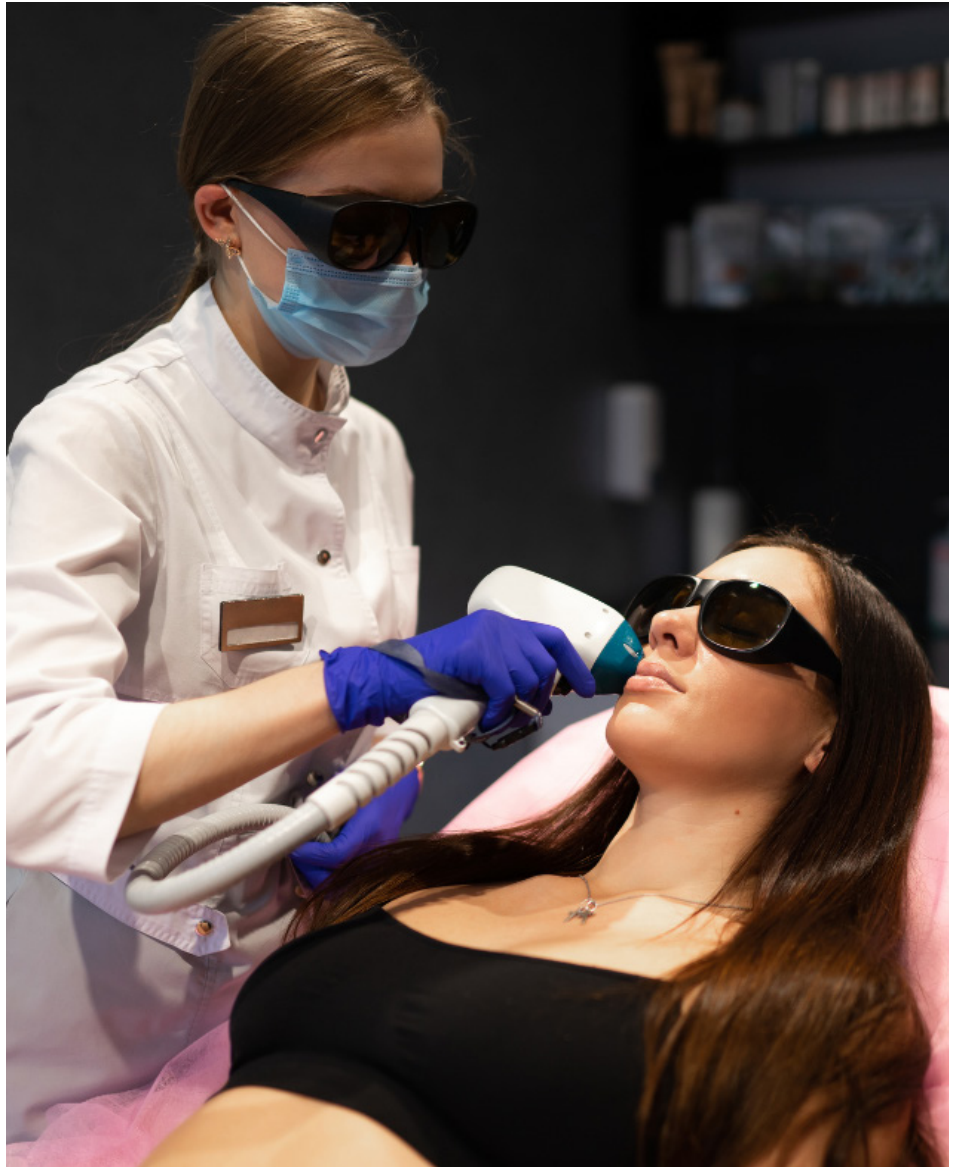
Fundamentals: Consistently Make Your Practice Stand Out

While luxurious touches set the tone, excellence is also rooted in doing the basics better than anyone else. Here are ten fundamentals that separate good med spas from great ones.



3 Advanced Mistakes Even Experienced Med Spas Make

In the aesthetics industry, flawless technique isn't enough. How you deliver treatments and manage client experience can make or break your reputation – and your revenue.



Mistake 1: Offering One-Size-Fits-All Treatment Plans

It's tempting to recommend your most popular or high-ticket treatments to every client, but when protocols aren't personalized, results (and client trust) suffer.

Advanced fix: Build tiered, customizable packages, reassess progress every four to six weeks, and train staff to present options, not just one treatment.

Mistake 2: Underestimating the “Downtime Effect”

Clients may know about redness or peeling, but not how it will affect their daily life. Even great results can feel like a bad experience if downtime catches them off guard.

Advanced fix: Create a downtime chart, ask about upcoming events before booking, and offer solutions such as tinted SPF or LED add-ons.

Mistake 3: Failing to Track and Showcase Outcomes

Without clear evidence of progress, clients may think they're not seeing results and skip maintenance treatments.

Advanced fix: Take consistent before-and-after photos, keep a progress portfolio, and use tracking to guide the next phase of treatment.

A Dual Approach to Skin Rejuvenation: Microneedling RF and Erbium:YAG

*In this interview with Texas Laser Institute alumna and licensed esthetician **Adi Zevulun**, we explore how this combination treatments creates complementary results. This inside-out + outside-in approach helps patients achieve smoother, firmer, and more radiant skin with less downtime.*

@dermadi_htx



Photos courtesy of Adi Zevulun
www.dermadiskin.com

What is the main reason you combine microneedling RF and Erbium:YAG laser treatments?

By stacking these two treatments, you can maximize the benefits of each, addressing a range of skin concerns with enhanced efficacy. Over the years, I've seen that no single treatment does everything. Microneedling RF works beautifully for tightening and collagen stimulation deeper in the skin, while Erbium:YAG focuses more on the surface, smoothing out fine lines, texture, and sun damage. Combining creates a super charged effect for our client's skin while minimizing downtime.

How does this combination compare to doing just one modality alone?

This combo delivers powerful, complementary results:

- **Collagen Boost:** RF targets deeper layers while Erbium:YAG renews the surface, stimulating collagen at multiple levels.
- **Smoother Skin:** Together they soften lines, scars, and pigmentation for a clearer, more even complexion.
- **Inside + Out Renewal:** RF tightens from within, Erbium:YAG polishes outside — with minimal downtime.

Results can last a year or more, with annual touch-ups recommended for maintenance.

How do you explain this combination to patients in a way that makes them excited to commit?

When I talk to my clients, I describe it as treating the skin from the inside out and the outside in. The microneedling RF strengthens the foundation, while the Erbium polishes the surface. Together, it's like giving your skin a total reset.

Is there a pricing strategy you recommend for packaged combination treatments?

I usually bundle these treatments into packages so clients can achieve the greatest results with the least amount of downtime and appointment time. Honestly, those who commit to the series almost always come back saying their friends noticed, or they got compliments on how fresh they look. It's one of my most rewarding and transformative combos to offer.

Have you seen higher patient satisfaction or referrals from offering this pairing?

Yes! Clients who do the microneedling RF + Erbium:YAG combo are often my happiest because they see improvements in both texture and firmness. Many get compliments after just one session, which excites them and leads to more referrals — when friends notice the glow, they want to know the secret.

Texas Med Spa Regulatory Update: Three Notable Changes

The regulatory landscape for Texas medical spas continues to evolve, with patient safety remaining the paramount priority. Let's deep-dive into the three updates that matter now: IV therapy regulations, redefined delegation rules, and tightened non-compete considerations.

by Robert Logue, JD



Termed Jenifer's Law (HB 3749): Stricter Oversight of Elective IV Therapy

Following a tragic incident tied to IV administration, the Texas Legislature passed Jenifer's Law (HB 3749). This new statute took effect September 1, 2025, introducing targeted restrictions on elective IV therapy in med spas and hydration clinics.

Key Provisions

Delegation for Prescribing: Only physician assistants (PAs) and advanced practice registered nurses (APRNs) may be delegated authority to prescribe elective IV therapy - and only under a valid physician supervision agreement.

Administration Restrictions: IV therapy may only be administered by a PA, APRN, or registered nurse (RN). Licensed vocational nurses (LVNs), paramedics, and medical assistants are no longer permitted.

Prescriptive Authority Agreements: Physicians delegating IV therapy must execute formal prescriptive authority agreements.

Scope Limited to IV Therapy: Botox, fillers, and laser services remain regulated under existing Texas Medical Board (TMB) rules.

Takeaway: Med spas must review staffing models, delegation protocols, and prescriptive authority agreements to ensure compliance.

Texas Medical Board Restructures Delegation Rules (Subchapter E)

On January 9, 2025, the Texas Medical Board repealed former Rule §193.17 and adopted a new framework under Title 22, Part 9, Chapter 169, Subchapter E: Other Delegated Acts. The update provides clearer standards for delegation, transparency, and supervision.

Highlights of the New Subchapter

§169.25 – Other Delegation

Defines nonsurgical medical cosmetic procedures – including injections, prescription devices, and colonic irrigations—as the practice of medicine. These may only be performed under proper delegation and supervision.

§169.26 – General Standards

Requires physician oversight, a valid practitioner–patient relationship, delegate training, and thorough medical records.

§169.27 – Written Orders

Physicians must issue written protocols with names, procedures, and emergency protocols.

§169.28 – Notice and Identification

Clinics must post the physician’s name and license number in public areas, and staff must wear visible ID badges with credentials.

Takeaway: The rules emphasize physician accountability and patient protections. Med spas should update written protocols, signage, and staff identification policies immediately.

Non-Compete Agreements: Texas SB 1318 vs. Federal Developments

Employment contracts are another area of major change in 2025, with significant shifts happening at both the state and federal levels.

Federal Landscape

In April 2024, the Federal Trade Commission (FTC) attempted to ban non-compete agreements nationwide. Although the rule was scheduled to take effect in September 2024, it was blocked by a federal court in Texas. The FTC has appealed, leaving the outcome uncertain.

If reinstated, the ban would override all state laws and eliminate non-competes entirely.

Texas SB 1318

Signed into law in June 2025 and effective September 1, 2025, SB 1318 sets new limits on healthcare non-competes, including those used in med spas:

- Capped at 1 year in duration
- Restricted to 5 miles from the primary practice
- Must include a buyout option, capped at the practitioner’s annual salary
- Automatically void if the practitioner is terminated without cause

Takeaway: For now, SB 1318 governs healthcare non-competes in Texas. But if the FTC’s appeal succeeds, federal law will supersede, invalidating non-competes nationwide.

Disclaimer: The information provided in this article is for general informational purposes only and does not constitute legal advice. It should not be relied upon as a substitute for consultation with a qualified legal professional. If you require advice regarding your specific situation, please consult with a licensed attorney in your jurisdiction.



How Exosomes Became Skin Care's New A-List Star

If the skin care world had a VIP list for breakthrough innovations, exosomes would be near the top. These microscopic marvels are transforming how professionals approach skin repair, recovery, and rejuvenation.

What They Are

Exosomes are tiny extracellular vesicles that carry proteins, lipids, and messenger RNA between cells, delivering “instructions” that guide skin repair and regeneration.

In the treatment room, their effects can be almost cinematic. Exosomes stimulate fibroblast activity, triggering a surge in collagen and elastin that firms and smooths skin. They also reduce inflammation, which means less redness and irritation, and accelerate wound healing - making them ideal partners for procedures like microneedling, radiofrequency treatments, and laser resurfacing.



Types of Exosomes

Three main types are currently making waves in skin care: human-derived, plant-derived, and lab-formulated.

- **Human-derived exosomes** are cultured from regenerative cells such as mesenchymal stem cells, fibroblasts, or umbilical cord tissue. They are prized for deep regenerative signaling and are often used in advanced post-procedure care.
- **Plant-derived exosomes** come from botanicals like ginseng, Gotu Kola, broccoli, and grapes. Rich in antioxidants and anti-inflammatory compounds, they excel in protection, soothing, and hydration, even if their communication style differs from human-derived exosomes.
- **Lab-formulated exosomes** are created through biomimetic nanotechnology to mimic natural exosome functions while offering stability and consistency without the complexities of biological sourcing.

Each type brings unique strengths. Human-derived exosomes offer powerful regeneration but require ultra-cold storage and strict ethical sourcing. Plant-derived exosomes are sustainable, vegan friendly, and shelf-stable. Lab-formulated versions provide scalability and customization, though they are still undergoing full clinical validation.

The Future of Exosomes

Thanks to their nano-size, exosomes penetrate deeply and deliver targeted benefits. As research continues, they are poised to move from cutting-edge trend to industry standard - and may soon become the star of every advanced skin care regimen.



Understanding the Skin Barrier: How It Works and What Damages It

In recent years, one term has taken center stage in skincare conversations among professionals and beauty enthusiasts alike: the skin barrier. This vital protective system is your body's first line of defense against environmental aggressors, while also locking in the moisture your skin needs to stay healthy, smooth, and resilient.

What Is the Skin Barrier?

Also known as the **stratum corneum**, the skin barrier is the outermost layer of the epidermis. Imagine it as a brick wall - skin cells are the “bricks,” and the lipids that hold them together are the “mortar.” This structure prevents harmful substances like pollutants, bacteria, and allergens from entering, while keeping essential water and nutrients from escaping.

Working hand in hand with the stratum corneum is the **acid mantle**: a thin, slightly acidic film made up of sebum, sweat, and natural moisturizing factors. With an average pH between 4.5 and 5.5, the acid mantle supports the skin's microbiome, inhibits the growth of harmful bacteria, and helps maintain optimal enzyme activity for healthy cell turnover. Together, the physical barrier of the stratum corneum and the chemical protection of the acid mantle create a powerful shield for your skin.

How It Functions

A healthy skin barrier acts as both a physical and biochemical defense system. It blocks environmental irritants, pathogens, and allergens while regulating water balance to prevent dryness and flaking. The acid mantle's pH also plays a crucial role in keeping the skin's microbiome balanced, which in turn supports overall skin health and resilience.

Common Causes of Barrier Damage

Unfortunately, the skin barrier is not indestructible. Over-exfoliating, using harsh cleansers, or disrupting the skin's natural pH can strip away the lipids and



compromise the acid mantle. Environmental stressors such as UV radiation, cold air, wind, and sudden humidity changes can also weaken its integrity. Internal factors, including poor nutrition, high stress, and chronic skin conditions like eczema or rosacea, further undermine barrier function.

Restoring and Protecting the Barrier

The good news? With the right care, both the stratum corneum and acid mantle can be restored. Choose gentle, pH-balanced cleansers to preserve the acid mantle and avoid stripping natural oils. Incorporate moisturizers rich in ceramides, fatty acids, and hyaluronic acid to replenish hydration and strengthen the lipid matrix. Apply a broad-spectrum sunscreen daily to protect against UV damage, and limit exfoliation to prevent over-disruption. Even small adjustments, like lowering shower temperature, can help maintain barrier health.

When cared for properly, your skin barrier will continue to perform its most important role: keeping the good stuff in, the bad stuff out, and your complexion strong, balanced, and radiant.



ADVANCED TRAINING MADE AFFORDABLE

*Level up your skills without the luxury price tag. Texas Laser Institute's **new self-paced, fully online courses** give you the science, safety & confidence to deliver next-level results in the treatment room.*

LED Light Therapy

The LED Light Therapy Specialist Certification Course is a training designed to give estheticians a comprehensive understanding of LED light therapy, its mechanisms, and its wide range of applications in modern skincare.

Tuition Fee: \$29

Vitamin A & Retinoids

The Vitamin A & Retinoids Online Certification Course is a training that provides estheticians with a deep understanding of the science, safety, and application of retinoids in professional skincare.

Tuition Fee: \$29

Exosomes & Advanced Ingredients

The Exosomes & Advanced Ingredients Certification Course is focused on the science and application of next-generation regenerative skincare actives.

Tuition Fee: \$79

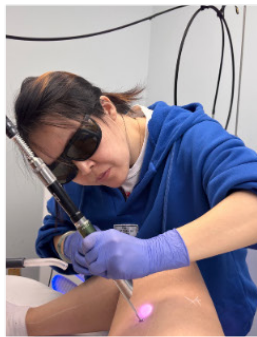
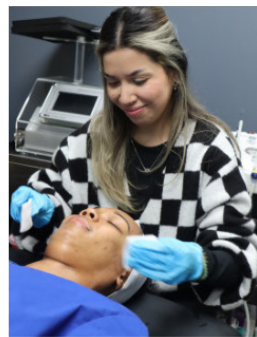


Enroll Today

(832) 767-0977 | enroll@texaslasers.com

TEXAS LASER INSTITUTE

2201 West Holcombe Blvd., Suite 325
Houston, TX 77030



Contact us

(832) 767-0977
enroll@texaslasers.com

Scan the QR code to
visit our website!

