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Speaker: Dr. Ben Johnson

Episode 38: 10 Things Every Esthetician (and “Skincare Nerd”) Should Know

Hello, and welcome to the #ASKDRBEN Podcast. I’m your host, Ben Johnson. As a holistic-minded physician, I’ve spent the last 20 years looking outside the box and conducting research to find the true causes of skin conditions and other diseases. And while the focus of my work has been on aesthetic medicine and unlocking the secrets to reversing skin damage, this podcast will also include many other exciting revelations pertaining to you and your family’s health and wellbeing. So, let’s get started.

Hey guys, and welcome back to another ASKDRBEN. Such a pleasure to be with you as often as I can. Today, we have a fun topic which is “10 Things Every Esthetician (and really every skincare nerd) Should Know”. Of course, I mean nerd in the most loving sense. I think there are so many people out there who are so passionate about their skin, skin health, ingredients, formulas, and philosophy that they almost become their own guru. So, while this is targeted to the esthetician, I can’t help but include all of your skincare nerds out there.

Okay. Let’s go ahead and start with number one. Again, this is 10 Things Every Esthetician Should Know. Number one, creating inflammation is never a rejuvenating event. Creating inflammation is never a rejuvenating event. We’ve talked in the past about what is inflammation. Inflammation is a response to trauma. It is a repair action and there’s two different kinds of repair. There’s the repair of new damage and there’s the repair of old damage. In this business, what we really should be focusing on is the repair of old damage, damage from the sun, damage from being stressed in your early and middle adult life, damage from your toxic lifestyle, damage from the unfortunate circumstance of having to go through chemotherapy or having taking Accutane, or having done a series of chemical peels because that’s what your doctor or esthetician told you to do, or damage from using retinoic acid or retinols daily for months or years at a time.

All those things are wounding the skin. And what we’ve become accustomed to is this idea that we actually see an instant result when we wound the skin. That instant result is a plumping from the swelling, known medically as the edema associated with wounding the skin. Now why does that plumping occur? It occurs because fluid carries immune cells and let’s just say repair parts to an area. So, when you create new inflammation, and that could be micro needling, that could be micro derm abrasion, that could be an acid peel, a laser experience, when you create that event you’re damaging collagen, you’re damaging structural areas of the skin and the skin is going to immediately respond by trying to repair it. Wounds of that nature are a priority to the skin and the reason why I say it’s never a rejuvenating event is because the skin is not fixing the old problems, it’s fixing new problems.

What we know, unfortunately, is whether it be the strong, harsh effects of acids or the high heat intensity of lasers, DNA damage is often involved and many times the structural damage is not 100% complete. The clinical trials that have been done on wound healing suggests there’s an 80% recovery to normalcy in a significant wound to the skin. This does not include light exfoliation, that is going to be 100% repair. But with every other type of wounding event, you can expect something less than 100% recovery of the damage. That’s a significant thing. Let that settle in for a second. Less than 100% recovery of the damage that

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is created by the wounding. So, that means that every time you do a new wound, you are further aging your skin. Now, the studies that are used to sell devices and mislead the public with ingredients that are actually toxic that they say are beneficial is what they do is they harm the skin because they know when you harm the skin in certain ways you trigger collagen manufacturing.

So, they can measure the uptick in collagen manufacturing and say, "Look, after this laser procedure, we saw a 27% increase in collagen production in the first 36 hours." Yeah, you did. It's an emergency wound repair event and that's going to happen but it's not dermal collagen for your longstanding, aging issues. It is new wound repair collagen that is just trying to suffice and the last thing I'll say on this subject is that when your fibroblasts which have limited capacity, increase the production of collagen to manage a wound they must, by default, ignore or reduce their coverage of the maintenance of your skin. There are net losses that occur. Now, these are short-term. Most wound repair responses are a week or so, so it's not like you're getting massive misdirection of the healthy skin maintenance of your dermal collagen, for example, but it absolutely is interfering with the repair process, and this is going to be true with acne as well.

So, if you have acne and you get a traumatic procedure, then the repair of the wound that is the purging detox we'll talk about a little bit later, you are going to interrupt that and you have a much higher likelihood of an increase in scarring, your acne lesions turning into scars as a result of the interference of the natural wound process. Remember, everything happens in perfect timing in the skin. So, if it gets interrupted by inflammation, secondary inflammation so to speak, then it can influence how well that wound heals and therefore leave a scar behind. That was number one.

Number two. Look at all skin "events". Look at all skin events through the filter that the skin always knows what it is doing. Let me say that again. Look at all skin events through the filter that the skin always knows what it is doing. Now, what I mean by this is there's a tendency to, especially when you have a more compromising condition like eczema or psoriasis or melasma and even age spots. I'm going to leave wrinkles out of this because it doesn't really fit this, that's not a skin event per se. So, it's acne, its rosacea, its hyper pigmentation, and it's all of the reactive skin conditions whether it's seborrheic dermatitis or sebaceous hyperplasia or eczema stress and so forth.

So, what do I mean by the skin knows what it's doing? The tendency is to look at those things and say, "Whoa, the skin is misbehaving. We need to correct the behavior of the skin, there's something happening that the skin seems to be out of control or there's inflammatory triggers." That's what the research is always suggesting that there's some trigger, some aspect of the skin that is broken in order for this to be occurring and so they want to give you a pharmaceutical medication or traumatize the skin in order to redirect the skin to behave properly. Do not do that. That is a misunderstanding of the brilliant skin. Your brilliant skin, which works 24/7 in perfect precision with thousands of different actions arguably every minute in the facial skin, thousands of different actions happening every minute of your every waking, not just waking, waking and sleeping moment of your adult life and it's doing without error.

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It's performing at such a high level. I don't know how we ever got to this point where we question the skin and the other organs of the body. They are so remarkable in their responsiveness, in their adaptation to harsh environmental actions. So, when it comes to looking at skin conditions and those things that you may or may not be happy with in your skin or your client's skin, you want to look at those events as if they are perfect responses to the environment. Now, let me give you an example of this in the case of acne.

We've proven essentially through our success rate and the implementation of our products using the philosophy that acne is a toxin purge. All acne, all forms of follicular expulsions, follicular inflammation is a toxin purge. Now, the toxins can come from a variety of areas. I'm not sure if that's in our top 10 list at the moment because I wrote this the other day, but we have certainly talked in detail about how things like pesticides or food preservatives or chlorine or candida toxins are the cause of acne. So, you might go, "Oh, you know my dermatologist told me that this zit on my cheek is because I have a bacterial infection. I don't understand why my skin is not capable of defending off these bacteria. I'm so frustrated with my skin." Or your skin is oily and you're like, "Oh, why is my skin broken and producing too much oil? What's wrong with it?"

Well, when you realize that the skin is actually behaving properly in the case of acne and what it's doing is it's relieving the toxin burden in the rest of the body. Remember, everything works together. Every organ is communicating, and the body looks at the system as a whole and says, "Look, we've got to dump this stuff." And your skin is oftentimes a messenger in those cases. So, all skin events are actually an attempt for the skin to let you know you are being exposed in a way that is causing harm to the system, number one. And number two, we're trying to dismantle these toxins on the way out. It's the only way we can get them out is if they come out, processed if you will, and that is usually in the form of acne. Now, even in the case of psoriasis and eczema where there aren't bumps there, what you're looking at is a toxin purge of a different type of toxin. The skin prefers to shed those toxins, for some reason. I don't have all the answers, I don't know exactly why it'll shed some toxins and it'll purge others through the follicle.

But a lot of times in eczema, we see it start with the follicular purge. It may just have to do with the amount of toxins and some efficiency in putting those toxins out through layers rather than through the follicle. But you also go into rosacea, and you'll see that the rosacea event, this redness on the cheeks, is not a misbehavior. It's a warning that an organ in your body is under duress. So, the event is not broken, there's no vascular abnormalities, as some of the research would suggest, there's not demodex mite misbehaving. No. What in fact is happening is that skin event is a notification of damage in an area of the body, and it's just a tale. The same thing would go for pigmentation disorders. They're always protective events.

So, underneath pigmentation is a wound, in every case, in every case. Now, in the case of a tan, it's sort of a global wound so the tan is typically considered, that's not exactly true, it's not always a wound. You can get modest sun exposure, not get a sunburn, and you'll see your melanocyte production tick up. So, let's just speak specifically to liver spots, melasma, and age spots for the moment and post-inflammatory hyper pigmentation. All of that is protecting a wound and it's a skin event, it is perfect. The reason why there's more pigment in that zone than anywhere else in the region is because that zone is compromised, and the skin is concerned about more UV exposure. It's that brilliant. It's that precise. Look how

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precise it is. The red mark is underneath a liver spot and melasma, which is clinically proven to exist by the way. That red mark it's not like it extends past the pigmentation.

The pigmentation perfectly covers the redness underneath. It's quite remarkable. Now in the case of an age spot, you don't always see the red spot underneath, sometimes that DEJ is not super red before the age spot forms, but oftentimes it is. Again, this is related to that. Now same thing is true with post inflammatory hyper pigmentation. If you get too much sun right after a traumatic procedure to the skin, your skin will react by protecting you, by protecting that wound because it knows if you get a lot of UV damage to an area where there is significant compromise to skin and a highly active repair process going on, you will interfere with the repair process, and you may get a long-term scar from it.

These are skin events, I want you to always think of them as perfect as the skin behaving properly because we have a tendency in society to look at these with disgust or with anxiety and say, "I want to burn that. I want to put benzoyl peroxide on that acne lesion or acid on my pigment or poison it with Hydroquinone or use laser to burn it off or inject steroids to shut down the inflammatory process." But in those cases, what you're really doing is you're adding to the wound. You're increasing your risk of scar and it is not a positive event and it's also just not a good way to look at your skin. I want you to look at your skin with empathy because that organ is taking on a level of toxicity and you don't get to see all your other organs and all the work they do when you go out and have a bunch of Tequila shots or when you're taking a birth control, you don't realize your liver's taking the hits every day for that. But it is.

Now, when it comes to the skin, you get an opportunity to see the wounding in process. It's, again, a good way to think of it as a messenger. All righty, number three.

Number three is everything that goes wrong with the skin is caused by toxins, pathogens, and/or emotions. This is not something, I'm going to just say I think different people have applied parts of this rule in different ways. I think where we have this revolutionary approach here at Osmosis is that we believe that everything, everything is affected by either toxin, pathogens, and/or emotions. This speaks a lot to autoimmune disease. People think eczema and psoriasis are an autoimmune disease. I don't subscribe to the idea of an autoimmune disease because the implication of autoimmune means the body's attacking itself for no reason. I don't believe that that is true. The body attacks, it doesn't even attack itself, the body is going after infections in regions like if you have rheumatoid arthritis and your joints are affected then there's bacterial infection in that joint that the body is going after. The body's just not randomly doing that.

If you have acne, it's not that your skin is failing as we said in number two. It is simply that you have toxins that the skin is trying to purge and sometimes, many times, like recently was talking about aging and how one of the number one causes for the skin to age is stress, just a general anxiety in life, and that you are much more gracefully and much less slowly with less angst, less anger, fear, and stress. Anxiety, anger, and fear are the main ones that are causing aging. So, when you realize that those emotions are impacting how healthy your organs are, how healthy your skin is, you realize that emotions are part of that. Now, the biggest place where I see emotions in skin is the eyelids. The eyelids starting to get an eczema pattern, or they get red or flaky, the upper eyelids essentially, that is a sign of stress,

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and it is the organ that mirrors, the upper eyelids, are the adrenal glands and so, there's an example of emotions.

They've also done studies on cancer success rates and the emotions that one has during cancer therapy oftentimes determine the outcomes with obviously the happier, better attitude people having longer survival rates. But it's important to note that pathogens are not always coming from some infectious source you picked up on a bathroom door handle. Pathogens are also epigenetic changes to your microbiome. This is true, I believe, with sebo, this is true with H. pylori that causes stomach inflammation and/or ulcers, this is true with candida. I've sort of modified my view of candida to believe that yes, we start with a genetically programmed microbiome set including a variety of candida, all again designed by your DNA brilliantly for you, and that that microbiome can be altered with toxins, pathogens, and emotions.

So if you're drinking a lot of bleach in your tap water, if you're exposed to a lot of pesticides as a child or as an adult, for that matter, if you eat a lot of foods with food preservatives in them, if you drink kombucha or any of those, take probiotics, you're literally altering your microbiome in a negative way and you create a different type of candida and we call it a phenotypic change or an epigenetic change where the candida now is putting out something harmful to the system which is why it purges out of the skin as acne or causes malaise. There are different types of candida. A lot of it does present as rosacea or acne. But there's 56 different types and it all depends on your strains and what environments it's been exposed to in the short term and oftentimes in the long term. So, I'm a believer that even strep, you have strep in your body, it's a natural part but the strep that causes strep throat is a different type of strep than the strep, it's an epigenetic change in your strep.

So, it's not like someone coughed and you got exposed to that strep. Now I do think sometimes these changed bacteria can go airborne or be passed as an infection, I think that is likely to happen. But in most cases, you'll find strep was created by a bad diet. Strep in the back of the throat is created by a bad diet. Recurring urinary tract infections are created by yeast, created by an unhealthy microbiome and sometimes people are very well-meaning, and they think they're taking the best probiotic in the world, and it turns out probiotics all suck. Do not take a probiotic. Do not take a kombucha or a Ryvita or any of those drinks that offer some sort of microbiome shift. They're not actually beneficial to you. I've done a lot of research on this. I'm not just product hyping. [Recovery](#) is the optimal prebiotic. It will restore your microbiome if it's not being hindered by something else, you're taking and you want to be careful, you want to be careful with citric acid foods, you want to be careful with all the other toxins I mentioned.

So, toxins, pathogens, and emotions are involved in everything that goes wrong with the skin and once you treat those, and Osmosis has the most thorough treatment of all three of those by the way. We have [Emotional Well-being](#) and a [Relax](#) for emotions. We have [Immune Defense](#) that takes out most pathogens including viruses which are a big part of the autoimmune picture including ulcerative colitis and a host of skin conditions. Obviously, we know about the warts and things like that but there's so many more that are related to viruses and then you have the toxins and that's where [Skin Defense](#) is a major player. So, there you have it.

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Number four, all forms of hyper pigmentation are forms of protection so always focus on the source. So hyper pigmentation is one of the main reasons that people are going to their esthetician. It's probably number two after aging skin in the concern category. A ton of people getting melasma these days and what we find is that the number one choice for a treatment of hyper pigmentation are acid peels, number two are lasers, number three's hydroquinone, and then number four would be other tyrosinase inhibitors. Now of all of those, the most holistic is going to be the tyrosinase inhibitor. I understand in the short-term wanting to lighten the unsightliness of this discoloration on the face, but hydroquinone is poisonous and DNA damaging. Retin-A is poisonous and DNA damaging. Neither of those should be part of the treatment. Acid peels are going to add more trauma. Remember, like I said earlier, hyper pigmentation is a protective response to a wound underneath the skin and so you really want to focus on the wound.

That's where Osmosis does it differently. We have [Rescue](#) for epidermal damage and that helps to treat age spots permanently. Then when it comes to treating melasma and liver spots, we have a product called [Regenerate](#) and [Immune Activator](#) that focus on the liver repair and that's how you treat the hyper pigmentation of melasma and liver spots. And then if you're just trying to accelerate the wound from the surface, we may come out with a short-term tyrosinase inhibitor again, but the focus is [Catalyst](#) for accelerating wound healings on the surface and of course, Rescue, as I mentioned. So that's how we do it, again, looking to always create the permanent result because you can spend a lifetime on lighteners and that's really just exposing that wound to more UV damage, accelerating the wound making it worse. So many people come away with acid and laser treatments where their melasma has worsened. It really is not advised, I don't advise it, but actually the medical community more and more are advising not to do such traumatic procedures on hyper pigmentation.

Your skin is just trying to protect you. Don't blame the messenger. Don't blame the protector. Help it heal the source and then it will stop over production of melanin. It's actually quite remarkable when you see how quickly the skin stops over producing melanin as soon as you focus and heal the wound.

All right, number five. Acne is always from a purging of toxins so all treatments should be gentle and focused on the source. So again, a reminder that an acne wound is a delicate wound. It is a wound that has high-scar potential and since it's a toxin purge, the key idea is, from the Osmosis philosophy are, let's accelerate the removal of the toxin, let's assist in the detox of the skin, and let's find out where the toxins are coming from, and this is where we use our skin map and history from the client. All of a sudden a client comes in and they're like, "Hey, I have new breakouts on my chest. What the heck is going on?" And we're like, "Ah, do you drink a lot of tap water?" Sometimes, most of the time, they say, "Yes, I drink tap water, but I have a blankety blank filter." Well guess what? Most filters don't filter chlorine and they are putting way too much, there shouldn't be any chlorine in our drinking water by the way. It's a poison. It's one of the worst poisons in the world and we're like, "Oh, let's put this much poison in our water."

It's absolutely outrageous to me. But you tell them, "Listen, you need a chlorine filter for the water that you drink." Sometimes you might even want it for the shower water and your, of course, cooking water is the same thing as your drinking water. But sometimes they just say,

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"Oh no, no. I drink blankety blank water from bottle from the store," or "I order it in five-gallon jugs." Well guess what? A ton of blankety blank water, purified water, almost always has chlorine in it. You want natural spring water that hasn't had anything added to it and ideally, it's good spring water. Sometimes that's even toxic in places like Illinois, I found the spring water's not so good either. There's a lot of thought to be put into water. You're made up of 70% water, you really want to focus on that. I'm getting off track here.

But purging of toxins from candida. The things that cause candida are mucus. So, you look for what causes mucus in the body? Well, that's citric acid foods, that's dairy in excess, that's fried food. Typically, those are the main triggers of mucus in the system. So, you want to reduce that, and we have the only patent-pending mucus cleanse in the world, it's called [Skin Clarifier](#) and that's a real important thing to help with addressing candida. And then we have this remarkable clinically proven in a double-blind study [Skin Perfection](#) which shrinks candida and helps to clear acne relatively rapidly. It takes a few months to get the candida population down, but the toxin levels shrink enough that your skin starts clearing almost within four weeks, almost always, and usually six to eight weeks you're pretty clear. Yeah, those are toxins coming out.

Now, along the jawline, that's food preservatives and then by the ear and down onto the neck, front and back of the neck, that's pesticides. So, we know the toxins by mapping them. It's a toxin purge in every case. The inflammation of the skin that has no bacterial infection component to it. Yes, bacteria are present in those. There's no malassezia, fungal skin infection thing going on. If you get biopsied and they find some fungal growth in there, that's just because you had compromised skin and you were touching it with your finger that was dirty and it's not something that needs to be treated. Your skin manages those types of infections very well. But Topical Rescue from Osmosis is really good at empowering the skin to maintain that microbiome and detox the skin and then you can look at Osmosis [Clarify](#) to help accelerate the removal of toxins and also Catalyst which also accelerates and improves wound healing to reduce your scar potential.

All of those are awesome topical choices. But internally, we've highlighted the main things that you need to do to treat the toxins from within. Oh, I didn't mention [Skin Defense](#). So, Skin Defense is our toxin binder and it has the best chlorine binder in the world, it has the best mercury binder in the world, it has the best estrogen toxin binder in the world, both chlorine and food preservatives and pesticides, all those are actually very often estrogen toxins so usually it comes with PCOS or menstrual irregularities, oily skin, all these other things are all connected to toxins. You want to bind those up and that's what Skin Defense does. So, remember, acne is not a bacterial infection. It is a toxin purge.

Number six. Aging skin is a combination of volume loss, declining circulation, sunburns, stress, and toxins. This is really important because a lot of people think aging skin is skin that has lost its way, that it somehow needs to be stimulated in order to get it to come back to life. One of the things we measure skin health with is the turnover rate. Well, the turnover rate is on average 30 days for a healthy skin type. As we get older, that turnover rate slows. So, everyone's like, "Well, the secret to young skin is speed up the turnover rate." Well, yes and no. You don't want to force the skin to increase the turnover rate because if it's slowed down, it slowed down on purpose. It slowed down because it's lost its food supply. Circulation declines at one percent a year starting at age 25. So, when you see less

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circulation in an area, you're going to see less repair, less collagen production activity, less turnover rate because the supplies aren't there to keep up with the 30-day cycle.

So, by forcing from the surface a turnover rate, you're actually going to make your skin much more stressed, you're going to starve it more, and you're going to create accelerated aging. So, I'm not a believer in exfoliating the skin on a daily basis in the slightest, not to mention that increases sunburns. The other one that I distinguish myself from with a lot of people is I don't think sun exposure, in fact I think sun exposure's rejuvenating. I don't think it causes aging. Sun exposure is rejuvenating. Clinical studies show this, by the way. It's not aging. What's aging is too much sun exposure or what is a sunburn. Now sunburn most of the time will make you at least a little bit pink, there's possible maybe events where you have a sunburn where, I actually know that there are because a lot of people use UVB only sunscreens and/or think they're getting broad spectrum protection because they've got zinc and a UVB chemical. But only the UVB chemical is waterproof. So, they go swimming, and the zinc is gone and all that's left is the UVB chemical.

So, there are cases where your dermis is being "burned" or damaged, but your epidermis doesn't get damaged and that's where the redness shows up, is more likely to show up. We'll leave it at that. Essentially, not a big aha moment. Sunburns age the skin and the number of sunburns and the severity of sunburns you have is a factor in how quickly you lose your circulation and how much DNA damage you sustain, and therefore how quickly your skin ages. Stress we mentioned earlier, stress and toxins. So, if you're a smoker, you're going to decrease your circulation, you're going to cause damage to the blood vessels, you have long-term losses of circulation, and the toxicity can affect other cells in an overall reduction of skin health. This is obvious in anybody you've seen who's a long-term smoker. And then you have stress, which I mentioned. That chronic state of anxiety, it might be low level where you don't even notice it, or more and more people tragically are at higher levels of stress. All of that will cause an increase in aging, a decline in the circulation, a loss of collagen, and all the things we see with aging skin.

But the first one I mentioned, volume loss is interesting. So, this is one where we do lose some level of our muscle over time. That is not as significant typically because we're using our face muscles quite a bit so I'm less inclined to be this guy who supports facial exercises. I've seen them work so I know you can do facial exercises. Some people do micro current but that requires a lot of upkeep. But I think the coolest thing, one of the coolest things we've come out with lately for sure is our Recovery Fat Pad elixir which actually is a very unique collection of lipids that target the restoration of the fat pads of the face and body that are lost over time. They're lost from alcohol, they're lost from sugar consumption, they're lost in thin people who push the exercise a little hard and end up stealing fat pad fats for energy where normally someone who's carrying an extra five or 10 or 20 pounds their body's going to steal from that fat first so thin people are more subject to these volume losses.

Osmosis has an ability to replace approximately 80% of those losses and it makes a huge difference in the wrinkles around the eyes and the forehead, around the mouth, and just the appearance of your face. You don't look gaunt anymore. You know how it is as people get older, their face starts to look more and more gaunt and that's where we went nuts with filler. We fixed that with Osmosis Recovery elixir. It's really incredible. So those are the areas

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you focus on with aging. It's not about an inability for turnover, it's not that the skin needs to be traumatized into making more collagen. The whole idea here is that creating collagen is targeting the things that are lost and I think actually that is number seven, so we'll move on and tell you about number seven.

Permanent reversal of aging and pigmented skin has to focus on what is missing or it can't work. In other words, if you traumatize the skin and you don't have the missing components, the reason why the skin was not capable of keeping itself, keeping its collagen density up well then, you're definitely going to see a decline. You're going to see an increase in aging from the trauma. It can't possibly recover. Now remember what I said earlier, it never recovers 100% anyway but imagine it's like, what's a good example? It's like telling somebody who's highly malnourished to go run a marathon. They could kill themselves attempting to run a marathon, I don't know if that's a good analogy actually because it's just so out there, but you understand what I'm saying. If your skin is starving already, it's low on nutrients already, and then you traumatize it which is an increase in the demand of more nutrients and more repair tools and more repair cells and all of those are in decline and they can't keep up with this trauma, then you will age from trauma.

So, the whole Osmosis philosophy is in order to create permanent change, which is what your skin wants to do, it's not like we trick the skin into making more collagen. We supply an overload of retinaldehyde because we know the skin will max out its Retin-A receptor activity with retinaldehyde because retinaldehyde is the preferred and only choice the skin uses to make Retin-A and we will therefore max out the collagen activation. We also send in asiaticoside to increase the presence of more fibroblasts. We also vasal dilate the blood vessels, meaning we expand the blood vessels, and we increase the stimulation of more blood vessels with ingredients like Chlorella and then we send in other collagen stimulators, niacinamide, chlorella, 1,3 beta glucan, hydroxyproline, R-lipoic acid, a host of different ingredients in this super concentrate of our serums called [Correct](#) and [Renew](#) and all of those are working to create permanent increases in collagen production.

When it comes to permanently changing the skin in the scar area, we have the only product in the world that reactivates an acne scar and improves it by up to 60%, from even an old scar can be reactivated by these beacons of repair that come in from the surface. You see, the skin's biggest problem is circulation, so you've got to come at it by providing things that trigger new activation but don't traumatize and it's a holistic approach, as we call it. But permanent reversal happens as a result of these things and that's how you get it to work. It cannot happen by just poking or burning the skin and saying, "Oh, when it repairs itself, it's going to be all new cells." No. It's going to be new cells, yes, but they're going to be in the same environment, the same compromised environment they were before and in fact they are going to be more compromised because of the wound creating new damage.

Number eight. Clearing skin conditions is only the first step in your role as a holistic skin coach. So, part of this new wave of, and we're just loving this new interest in Osmosis and the rapid growth we're seeing and the awareness of people to say, "Gosh, this actually works. This philosophy makes sense to me. It resonates with me." I get those emails all the time. Thank you for that. So, when you are working on a client's skin and you are clearing a condition, so let's say they come in with candida acne. So, they've got acne on their cheeks and forehead, and you decide that you're going to give them a couple rounds of Skin

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Clarifier and four months of Skin Perfection, which is a good average to what people need for that condition. You don't just give them the product and some Rescue and maybe Clarify to spot treat and go, "Okay, you're set." You teach them.

It's an awesome, empowering experience so you teach them, "Hey, you got here because you're taking these supplements and they're causing you harm" or "You got here because your diet is awful and if you really care about your skin, let it be the guide to tell you when you're starting to misbehave." So, when you clear mucus, it's not like you've cleared it forever, you've cleared it as long as their diet is good. And if they start to increase their ice cream intake or take other things, if they're on a fast-food diet, then more mucus is going to show up in maybe as early as a month, typically three months they're back, they're starting to see some acne come back and they're like, "Wait, this didn't work." It's like, "No, no. It worked but you recreated the problem." And they have to take ownership of that. And you can get on a chronic repair cycle using [Osmosis supplements](#) sort of on a daily basis for the rest of your bad diet life or you can decide, "You know what? I'm going to let my skin be the messenger to tell me I need to change my lifestyle."

So, what I mean by being a holistic skin coach is I mean that you actually provide a little bit more information as to how they can empower themselves to keep their skin clear and then we can focus on other things. So, if they have rosacea and we get it all better and slowly over time it comes back, then you know, "Well listen, your microbiomes got to be damaged again." That's why we also have things for maintenance like Recovery is a good maintenance product. The holistic skin coach mentality is I want to teach them why this is happening to their skin, I want to teach them that they should stay away from frozen food and fast food if they have food preservatives on their jawline, teach them that they need to eat organic if they're getting pesticide exposure and it's enough to cause them to have acne, things like that. That's a holistic skin coach. It's a fun and highly rewarding place to be and it allows you to focus on the beauty aspect of their skin rather than the skin conditions that they had in the past.

Number nine. Maintaining moist, hydrated skin is a function of a healthy barrier and adequate, good lipid intake. This is a big one just because so many people think, "Oh, I just need a good moisturizer. I have to have a moisturizer." I am literally advocating that your skin when it gets to a certain point, all the investment that you want to make in it is not related to moisturizers. It's related to serums that restore what's missing in your skin. The thing about moisturizers is they don't restore what's missing. They have these emulsifiers in them that actually can cause more water loss in your skin. Believe it or not, most moisturizers are not actually making your skin more hydrated. If you use an oil, if you use our [Nourish](#), it's going to increase the barrier lipid contents so therefore it is going to hold in more moisture. But not everyone likes the feeling of that, and I don't use it because I don't need it because my skin has the lipids it needs. I'm not removing those lipids with a harsh retinol or an acid or a scrub or an excessive face wash.

You're maintaining that barrier by increasing circulation again. Remember, that gets your turnover rate back. You don't want to get a bunch of procedures to stimulate your turnover by peeling yourself. You want to feed your skin and then it goes back up to the 30-day cycle. So, maintaining moist skin comes from within, from the lipids within. Now, there's a lot of people who don't eat a lot of fats because they've been taught that fats are bad, which is

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crazy, crazy thought process. Yes, there are bad fats, but you want the good fats. That's one of the reasons Recovery is awesome for people with severe, dehydrated skin. They need that lipid presence in order for their skin to go, "I have the resources to keep this barrier lipid intact." So, a good lipid strategy is especially Omega 7 is going to be awesome.

Maintaining a healthy barrier is easier when you're using the right serums more so than when you're using the right moisturizer. I think moisturizers are highly overrated and actually can be harmful to the skin in the sense that they can cause water loss and I'd rather not see that. It's unavoidable. Even ours have the emulsifiers that can increase water loss. If you're loving your moisturizer and you're on it, that's fine but just be aware that there may be a time when you can stop your moisturizer and your skin feels great and you don't need to worry about it.

All right. We're on number 10 and final one. There is no separation between the organs so you must spend as much time on health as you do on your skin appearance. There is no separation between the organs so you must spend as much time on health as on your skin appearance. So, what I'm just reminding everyone here of is that the skin is the largest organ of the body and it's just one of many organs. As I mentioned in the very beginning, the reality is that all the organs are working in concert for the system. It's the overall survival and highest level of health potential of a system in the face of all things that are going wrong.

So, for example, your digestive tract is an organ, and it is taking hits all the time for you because, of course, most of the food out there today has some level of toxicity in it. It's working with the skin to manage the problem. It's working with the liver. The liver is also trying to manage the problem and may dump toxins. You're going to get shifts in your hormones. If you have early menopause, that means your system has altered itself in response to dangerous estrogen toxins and it's not a pleasant thing to go through, but it means that you have to recognize that it is in response to something and not a failure of the system. Taking supplemental hormones is not the solution, it's not only a Band-aid, but also more poison.

Isn't it crazy? Pesticides are probably, in the vast majority of people I see with early menopause, pesticides are the problem and that's a poison to the body in many different areas and also, it makes you at high risk for breast cancer which is why breast cancer rates are up. So, you have this pesticide and then what do we do? "Oh, I'm poisoned so let me take a different poison." Most of the pharmaceutical options are simply a different poison meant to mask a symptom through poisoning. It's an unhealthy way to go. So, view those organs as partners in the effort, love yourself, love your body, appreciate how amazing it is that it keeps up with this really difficult toxic environment.

Remember, they estimate our body faces a million different toxins a day and we have all these pathogens that we face, these viruses that are floating around that do not come from the human body. I think all viruses are manufactured. If you really sit there and follow the logic tree down to where they suggest the viruses come from, it's kind of silly like, "Oh, that dead tissue from your cells." So, the declining parts of your cells somehow magically put together this strategic tens of thousands of nucleic acid pattern that perfectly causes harm, like your body did that, your body literally created that virus, please. Please, okay. It doesn't make sense. I promise you; you can go to my other podcast on discussions about viruses to

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hear more on that theory. There is a logic tree that you can follow that doesn't make any sense.

I've come to the conclusion that these are basically bio warfare experiments on humanity. I know that's a broad "conspiracy", but there is no other answer that makes sense, and we already know that there are viral labs all over the world making viruses. They're making them in these labs that we're paying for with our taxes. It's crazy. Anyway, I don't want to go too much on that tangent. I hope you enjoyed this top 10 list, hope it's helpful to you and look forward to talking to you next time.

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