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Dr. med. Christine
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The power of medical beauty.

Hey Dr. med. Christine Schrammek Kosmetik Community

When we look back at the beginning of 2021, we see hopeful but also questioning faces. Bit by bit, we have achieved smaller and larger successes and gained new optimism. In this issue of derma.cos, we dare to look ahead: let us surprise you with the latest innovations in skin care products and look into the future together with us. In addition to valuable tips for skin care in the coldest season of the year, Christina Drusio reveals her care routine in the consultation on page 34 and explains why skin care is so important. With the first days of winter, the excitement of Christmas is rising, so we have put together our best gift ideas – to give as a present or to pamper yourself.

After the often hectic Christmas days comes the time between the years, when it usually gets a little quieter and we can slow down. Perhaps this is just the right time to deal with the topic of sustainable data processing! How do I handle my data, do I really need such a wealth of data and what does it mean for our environment? Benefit from our useful tips on reducing data waste on page 10. And if you are still looking for things to do outside the four walls for the holidays, we recommend a city trip to Prague during the magical winter time or a hiking trip. No matter what you choose: Give your body and soul a regular moment of attention and always stay positive.

[We wish you a relaxing Christmas season and enjoy reading!](#)

Yours truly
Dr. med. Christine Schrammek-Drusio
Christina Drusio
Alexander Drusio



Imprint

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up to date

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The family up close

PERSONAL INSIGHTS

Dr. med. Christine Schrammek Kosmetik has been committed to beauty for over 60 years. What was once a small cosmetics business has become a globally successful company. Professional expertise of skin is one of the central pillars of the family business, which is already in its third generation.

The two dermatologists at the head of the team are Dr. med. Christine Schrammek-Drusio and Christina Drusio. The company's management is completed by son Alexander Drusio, who successfully manages the operative business and is responsible for the strategic orientation of the company. To get to know each of them better, we have asked a few personal questions.



Dr. med. Christine Schrammek-Drusio
Dermatologist, Allergologist and Anti-Aging Expert

My absolute favourite product: Time Control RetiNight Essence

My skin care routine may not miss: Eye care

Cooking or eating out? Cooking

My favourite food: Porcino soup

If I had more time, I would ... take on a volunteering role

I never leave the house without ...: Mascara

My travel destination #1: Lago Maggiore

This is how I find winter:



A fun fact about me: Shoe addict

My personal role model: Michelle Obama

A book that everyone should have read: Becoming by Michelle Obama

This word describes me best: reliable



Christina Drusio
Medical Specialist for Dermatology and Venerology

My absolute favourite product: Enzyme Regulating Cream and Peeling – a true all-rounder

My skin care routine may not miss: Herbal Care Lotion – with the tonic the pH-value of the skin is regenerated after cleansing and my skin feels fresh

Cooking or eating out? Cooking with pleasure

My favourite food: Sushi or Italian pasta

If I had more time, I would... invest even more time in my personal development! There are so many exciting books, articles, documentaries or learning platforms.

I never leave the house without ...: mobile phone

My travel destination #1: South Africa

This is how I find winter:



A fun fact about me: In my youth, I had the nickname Turbo Tina for some time. After a sports injury, I had to walk on crutches for a while and seemed to be moving forward really slowly.

My personal role model: my grandmother and my mother – two real powerful women

A book that everyone should have read: Lean in: Women, Work, and the Will to Lead von Sheryl Sandberg

This word describes me best: creative



Alexander Drusio
Managing Director

My absolute favourite product: Super Vitalizing Biocellulose Mask

My skin care routine may not miss: Perfect Skin Peeling – I feel very fresh afterwards

Cooking or eating out? Eating out

My favourite food: Sushi

If I had more time, I would ... travel more

I never leave the house without ...: telling my wife that I love her

My travel destination #1: Middle East

This is how I find winter:



A fun fact about me: I almost became a professional DJ

My personal role model: my mother

A book that everyone should have read: Scaling Up: How a Few Companies Make It... and Why the Rest Don't by Verne Harnish

This word describes me best: impatient

Skin care during winter season

IS YOUR SKIN PREPARED FOR THE COLD SEASON? LET'S DO THE TEST!



The winter season is just around the corner, and we are already longingly dreaming of snow and a picture-perfect open fire. However, the colder it gets, the more our skin struggles with colder winter temperatures. Due to the decreasing humidity in combination with fluctuating outside temperatures, our skin can react sensitively. Dryness, itching, and redness may occur and what our skin needs during this time is a routine that provides the extra dose of moisture and protection.

Hence, in winter, rely on rich, creamy formulations that also strengthen the skin barrier. Match your skin care to your skin type and avoid products that additionally dry out your skin. Re-greasing products for cleansing, day care with rich textures and UV protection, as well as regenerating night creams are highly recommended. Don't forget your hands, the area surrounding your eyes and lips! Basically, it is important to recognise the needs of your own skin. A consultation with a professional is always the best option to correctly assess your skin and to use a care routine that is tailored to your skin condition!

How well do you know your skin?

Test your knowledge about skin and winter care with our quiz.

(Please tick one answer per question)

1. What does the skin need especially in winter?

- ☐ a Fat and moisture
- ☐ b Frequent cleansing rituals
- ☐ c Rich moisturizing care

2. What can lead to premature skin aging?

- ☐ a UV rays & nicotine
- ☐ b A regular acid peeling
- ☐ c Care that is too rich

3. Which care steps are suitable for daily use?

- ☐ a Cleansing, peeling & night care
- ☐ b Cleansing, day care, night care
- ☐ c Cleansing, day care & mask

4. What is the pH value of the skin?

- ☐ a 2.0
- ☐ b 5.5
- ☐ c 6.9

5. What should be avoided in cold seasons?

- ☐ a Showering/bathing too hot
- ☐ b Regular anti-aging care
- ☐ c Products with SPF

6. What characterises the so-called T-zone?

- ☐ a It has more sebaceous glands
- ☐ b The area tends to be dry
- ☐ c It is particularly sensitive

7. What is the name of the pigment responsible for our skin tan?

- ☐ a Collagen
- ☐ b Melanin
- ☐ c Epidermis

8. What are the three layers of skin called?

- ☐ a Subcutis, callus, epidermis
- ☐ b Subcutis, dermis, protective skin
- ☐ c Subcutis, dermis, epidermis

9. When to use sunscreen?

- ☐ a During the day in summer
- ☐ b During the day all year round
- ☐ c Day and night in spring and summer

10. What does the skin have to struggle with in winter?

- ☐ a Dryness
- ☐ b Sunburn
- ☐ c Hyperpigmentation

1 - 4 correct answers

You have initial basic knowledge of your skin, which can be further developed! You can find even more on the topic of skin, for example, on our Beauty Blog at www.schrammek.com/beautynews

5-7 correct answers

Well done! You already know a lot about your skin and its proper care. Hang in there and you will become a beauty expert.

8-10 correct answers

Level: Beauty Expert! You already know your skin very well and are very familiar with its care. Congratulations!

Beauty Expert Jennifer Wels has the following care tip for rich winter care:

Add 1-2 drops of **Vitalizing Oil Concentrate** to your day care – that gives your skin an extra portion of richness in cold temperatures and dry heating air.



Solution: 1c, 2a, 2a, 3b, 3b, 4b, 5a, 6a, 7b, 8c, 9b, 10a

No more digital data waste

SUSTAINABLE DATA PROCESSING – FOR THE SAKE OF THE ENVIRONMENT



Tell me about it! Countless photos from various events, videos that are long out of date and emails that - let's face it - we will never read again. Whereas back then video cassettes and CDs filled our shelves, today we can conveniently "throw" everything into the memories of our laptops & smartphones.

The trend towards archiving is on the rise – much to the chagrin of our environment. But what does climate protection actually have to do with data waste? Backing up data requires a lot of energy to power the infrastructure. Every company produces a huge amount of data waste every year - after all, unlimited storage is cheaper than

examining and categorising the data. Yet, on average, companies only know less than half of their data content. The so-called "dark data" is not only harmful to the environment, but also causes additional expenses.

In 2020, companies produced 5.8 million tonnes of CO₂ with their data waste. To compensate for this CO₂ emission, a forest 50 times the size of Berlin would have to be planted!

Statista predicts that the amount of dark data will increase 5-times by 2025 if people do not rethink their actions. This would also mean 5 times the energy consumption needed for power supply.

Not only companies are affected, but also private individuals are busy hoarding their data waste. Important storage resources and energy are continuously wasted, resulting in increasing CO₂ emissions – yet digitalisation could effectively reduce our ecological footprint!

Whether privately or at work. A sensible handling of data is the task of each and every one of us. But how can we tackle this problem?

We have some useful tips on how you can eliminate your data waste in the long term:

- **Remove programmes and apps that are no longer needed**

Programmes or apps that have not been used on your computer or mobile phone for more than a year should be deleted.

- **Find hidden software**

When installing free programmes and apps, additional programmes are often included. You can detect and remove these with tools such as "Should I remove it".

- **Delete duplicates**

Duplicate files are usually unnecessary and should be deleted to increase the speed of the device and free up storage space.

- **Create backups**

Back up valuable data regularly and delete data from all devices where it is not currently needed.

- **Data maintenance**

Find a system for your data storage that will sort your data into meaningful categories in the future. Think about which data you need temporarily and can therefore delete in time and which contents should be stored with particular care.

¹ Source: Cloudcomputing-insider.de

² Source: Focus.de

In 2020, companies produced a whole

5.8 million

tonnes of CO₂ with their data waste

To compensate for these CO₂ emissions, **a forest fifty times the size of Berlin** would have to be planted.

Christmas present ideas

FOR YOUR LOVED ONES



Pillar vase 24cm
NORDIC NEST
www.nordicnest.com



Power Face + Body Wash
for Men
www.schrammek.com
200ml

CHALLENGE-BOX "mindfulness"
JO & JUDY
www.joandjudy.com



Theo teapot
NORDIC NEST
www.nordicnest.com



Calendar 2022
A5 "NOW IS THE TIME"
JO & JUDY
www.joandjudy.com



Sandstone wool blanket
NORDIC NEST
www.nordicnest.com

Hyaluron^{HY+}
Performance Serum
hydration booster
www.schrammek.de
30ml



Ageless Future
Day Cream
www.schrammek.com
50ml



life & style

Living in the Jungle

WITH THESE TIPS, YOU CAN CREATE THAT JUNGLE FEELING WITHIN YOUR VERY OWN FOUR WALLS.



It's getting green(er) in our homes – after years of minimalist, Scandinavian interior trends, exotic houseplants are celebrating their comeback! On platforms such as Instagram or Pinterest, you can see more and more wild plants creating a jungle feeling at home. Even in my flat, which is furnished in a very Scandinavian way, green has found a way into it. After being convinced for a long time that my thumb is anything but green, a new passion has developed within me in the recent weeks and months.

It's not as hard as I initially thought if you pay attention to the basics: pot size, location, and watering. The first plant to move in with me was the Monstera Deliciosa, also known as the window leaf. Originally native to the South American jungle, this green plant is super easy to care for and thrives beautifully in its large pot. Every week I can watch it grow a new leaf - and that gives me the incentive to keep taking good care of it and thus make it grow bigger and bigger. It sits on my windowsill in a semi-sunny spot and is happy to receive a little water once a week. By the way, due to its popularity, the Monstera Deliciosa is available in almost every flower and garden centre.

If you prefer something more discreet and smaller, you should look out for the so-called “ufo plant” (Pilea Peperomioides) at your next garden centre visit. This small plant with its extravagant appearance is also called the Chinese money tree and moved in with me just a few weeks ago. With its small round leaves, its resemblance to flying saucers cannot be denied. It has also found a place in a small pot on my windowsill. Since, like the sunflower, its leaves face the sun, it should be turned regularly. About once a week it gets a sip of fresh water. It is important to make sure that neither waterlogging nor dryness is developed. That's why I recommend feeling with your finger from time to time in the beginning whether the soil is too wet or too dry and adjusting the watering accordingly. In this way, I was able to develop a good feeling for the right watering time quite fast. If the ufo plant loves its environment, many small offshoots grow next to the stem of the mother plant. When planted in small pots, they quickly become new, larger plants.



This is how the ufo plant offshoots found a place in our marketing office. My colleagues are very happy about it. I don't have a real jungle in my home yet, but the tropical trend plants underline the clean, Scandinavian look that I love so much. And they not only beautify the home, but also contribute to a better indoor climate. If you want to learn more about the trend plants or inspire yourself, you can refer to books such as "Wild at home" (Lauren Camilleri, Sophia Kaplan) or "How not to kill your houseplant" (Veronica Peerless). There you will not only find more plants, but also everything about their care.



LUCINA BRÜNER
Dr. med. Christine Schrammek Kosmetik
Team Marketing

Body Positivity

LET'S BE REAL



On social media, you can increasingly find more and more pictures of people proudly presenting their bodies - with all the stretch marks, pimples, cellulite and belly fat they naturally have. More than 8.3 million images are now being posted with the hashtag #BodyPositivity.

However, the origins of this movement go back way further. Already in the 19th century, at a time when feminism was just awakening, women fought against the prevailing ideal of beauty.

In the 1970s, people demonstrated against fatphobia and tried to stand up against discrimination. In the social networks, this trend is now being continued and, thanks to its global reach, it is now attracting more and more attention and thus many more people than before. The message behind the body positivity movement is crystal clear: acceptance for different bodies – be it body shapes, body circumferences or individual body marks! People are discriminated against because they do not conform to the hard-to-reach ideals of beauty - and this is exactly what the movement aims to draw attention to. Change on a structural level as well as a rethinking on an individual level are important to shift the focus on the inside away from the outside – because every body is beautiful just the way it is.

First steps towards loving your body more:

Listen to your body

Your body usually knows best what is good for you and sends you signals accordingly. That is why it is important to take time out from the hustle and bustle and noise in order to listen to these signals. If, for example, you have

trouble falling asleep or sleeping through the night over a longer period of time, it is time to take a break.

Appreciate your body

The body does a lot every day without our conscious participation. The fact that we are healthy and can lead an autonomous life cannot be taken for granted. A diary can be used to record what we are grateful for. **Our tip:** The 6-minute diary by Dominik Spenst for targeted self-reflection and more focus on the good in us.

Don't reduce your body to its weight

The number on the scale, clothing size or BMI does not define a good body image. The important thing is to have enough energy for the day and to feel good in your skin!

Don't compare yourself to others

Social media such as Facebook and Instagram make it easy to compare your own body with the bodies in other people's pictures.

In the process, the pictures on the networks are very often edited and flaws are concealed in the pursuit of perfection. Especially since not all body types are represented there! When social media influence us too much, it's time for a digital detox cure.

The body positivity movement still has a long way to go. So how can each and every one of us do something to contribute to furthering the movement? An important keyword is "connectedness": people who feel good about their bodies need to stand up strongly for those who do not.

Expert advice is given by our social media team:
If we let ourselves be influenced too much by other people and their bodies in social media, we should draw a clear line: Unfollow all people and profiles that influence us negatively! A reduced feed with authentic and inspiring content has a positive influence on our own body image.

City Tip

A VISIT TO THE GOLDEN CITY



The city of a thousand spires on the Vltava calls for a winter holiday without the hustle and bustle. The Czech capital scores with impressive buildings and sights in all parts of the city. The former royal seat and centre of the Bohemian region is rich in culture and diverse architecture.

In winter, the city has an undeniable magic, because when the first snowflakes fall, it becomes quieter in Prague. Of course, the city is never extinct, but the tourist hustle and bustle of summer slowly subsides. In the chilly temperatures, countless churches, and museums, but also cosy cafés, bars and pubs tempt you to warm up. After a long winter walk, you can recharge your batteries in the many small restaurants serving hearty cuisine. Czech cooking is characterised by meat dishes served with satisfying sauces and Bohemian dumplings.

An absolute must-see is the Charles Bridge. It is the oldest preserved bridge over the Vltava and one of the oldest stone bridges in Europe. Particularly impressive are the large stone statues of saints and patrons that line the edge of the bridge on both sides. From it you have a good view of Prague Castle. During December, the lantern lights are lit by a lantern keeper. This is to continue the almost forgotten tradition of lantern-lighting. At four o'clock in the afternoon, the lantern keeper can be seen walking from lantern to lantern on the bridge.

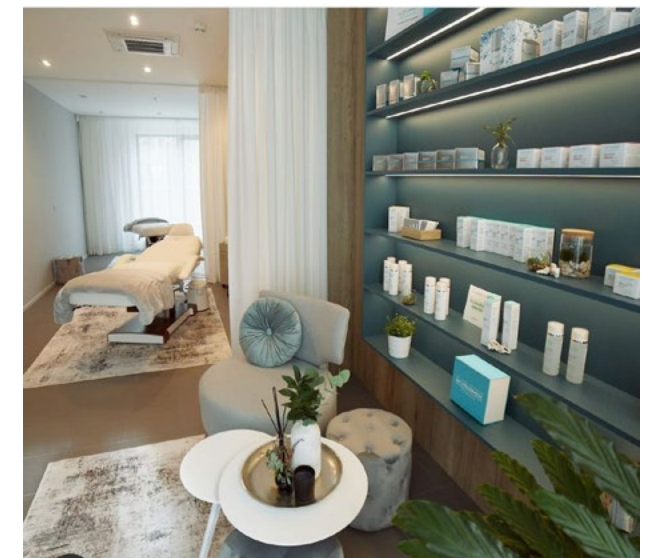
Did you know? Behind Charles Bridge is the narrowest alley in Prague, it is just 50 centimetres wide and has its own pedestrian lights. The alley leads to the entrance of the Certovka restaurant, from where you can enjoy an interesting view of the Charles Bridge. The pedestrian lights were installed so that the Prague fire brigade would recognise the alley as the restaurant's official emergency exit.

From the tranquillity on the bridge into life through the narrow alleys - the Christmas spirit is evident at the Bohemian Christmas market on Old Town Square, the lights of the big Christmas tree shine and the churches are decorated with magnificently carved figures. Here you can find delicious traditional specialities such as

"tredelnik", a rolled pastry dusted with sugar, and of course Czech beer.



10 minutes from the centre is the beauty salon "Essens Boudoir". If you want to treat yourself to some me-time during the busy Christmas season, this is the place to go. With great attention to detail, the small studio offers relaxing facial treatments in a relaxed atmosphere.



Hiking is the new walking

A STRESS KILLER AND RELAXATION GUARANTOR IN ONE

Hiking is enjoying new popularity due to the increasingly popular effect it has on us. The enjoyment of freedom and nature, the desire for physical activity on monotonous lockdown days, and even holidays in our local areas. All this has made hiking one of the most popular leisure and travel activities for many of us, especially in the past year.

It is not only a perfect endurance activity, hiking also combines sport with sociability and often unique experiences within nature. It is not without reason that around 7 million people in the German population over the age of 14 say they hike regularly.

Everyone who goes hiking, even occasionally, knows from personal experience how good an excursion into nature is. Whether in the forest, by the sea or in the mountains – even the first steps in beautiful scenery and harmony-filled places lead to relaxation and a feeling of well-being arises. A sport that stands on its own and does not require smart fitness trainers, expensive equipment or provided facilities. Hiking is for everyone and there are numerous factors that positively influence our body and our well-being.

6 good reasons why you too should start hiking

The heart and circulation

Exercise, especially the type that does not cause our heart rate to skyrocket, strengthens the cardiovascular system and improves the heart's pumping capacity. The blood vessels remain elastic and our organs are better supplied with oxygen. If you walk regularly, you can even lower your blood pressure with this form of endurance sport!

Bones and muscles

Walking has positive effects on our entire musculoskeletal system, as it is easier on the joints than other types of

running sports such as jogging or ball sports. Regular hikers not only strengthen their bones, tendons, and ligaments, but also relieve the strain on their knee and hip joints by training their leg muscles.

Breathing

Regular walking in the fresh air ensures that our lungs are better ventilated, which leads to improved gas exchange. At the same time, we can help our bodies to deepen breathing, mobilise the chest and exercise the respiratory muscles. Altitude matters: Be careful with too much altitude, as the density of the air decreases with increasing altitude above sea level and thus the body can absorb less oxygen. It is better to tackle the altitude slowly for good acclimatisation.

Our immune system

Climatic stimuli boost the body's own reaction mechanisms. Hiking has been shown to strengthen the immune system by activating certain defence cells (natural killer cells). However, you should not overexert yourself when hiking, as excessive exertion can lead to more frequent colds and infections.

Balance from everyday stress

Job, family, and leisure time stress can sometimes be quite exhausting, even if you often don't notice it right away. Regular time out in the fresh air clears the head, lets us breathe deeply and gives us new energy.

Exploring beautiful places and landscapes

In addition to all the health aspects, you should not forget nature and its wonderful collateral beauty. Crystal-clear mountain lakes, kilometres of untouched landscapes and the scent of nature are true sources of inspiration and invite you to let your soul dangle!



The right preparation

If you want to take "walking" to a new level, there are a few things you should consider. For example, start with easy walking routes. Ground conditions, differences in altitude and the length of the walking route can quickly push beginners to their limits. A good self-assessment of your own abilities is therefore essential. You should also buy suitable equipment to make hiking as pleasant as possible. Perfectly fitting hiking boots and a light backpack with some refreshments should be your most faithful companions. Hiking poles are not only popular with beginners, because they take the strain off your body, especially on long or steeply ascending hiking trails.

Finding the suitable hiking route

The hiking route, in the form of an oversized map, is right in front of your nose. This image is probably a thing of the past! Online you can now find numerous apps & services with suggestions for hiking routes, day trips or

even tours with overnight accommodation. Here, too, there are no limits to your imagination. The following 3 apps are our personal recommendations for a perfect introduction to the world of hiking!

- Komoot
- AllTrails
- Green Tracks

Have fun!

Let's go Veggie!

ENJOY EVERY DAY – WITHOUT MEAT



The selection of plant-based foods has increased tremendously. Vegetables, salads, but also nuts, seeds and grains can be wonderfully used and combined in the kitchen. Products made from them, such as bread and pasta are also usually vegetarian. However, many people find the vegetarian diet a great challenge, as it usually fails due to a lack of cooking ideas as well as implementation. Those who are used to the classic dish of meat, vegetable and potato side dishes will find it a challenge to adapt, however, it's not that bad... many simple dishes such as pasta, bowls and curries are already vegetarian by nature.

To make the switch, it's helpful to visit a weekly market. There you get the chance to discover new vegetables and fresh herbs that serve as toppings for flavour and healthy antioxidants. Great inspiration can also be found in Asian cuisine. Varied dishes consisting of rice, lentils, peas, and soy offer a plant-based alternative. However, the best variations from different foods are created by cooking yourself, so let's get it on and start cooking!

Unfortunately, there is often not enough time in everyday life to cook and experiment and this makes it even more important to have a few simple vegetarian dishes that can be prepared quickly and with few ingredients.

Discover our Speedy Shakshuka!
Shakshuka is a culinary journey to Israel and consists of spicy tomatoes, cracked eggs and fresh herbs. Perfect for a hearty breakfast, brunch, or light lunch.

Ingredients for 2 persons

- 1 big onion
- 1 red pepper
- 1 chilli (optional)
- 2 tbsp. olive oil
- 3 fresh tomatoes
- 1/4 tsp. sweet pepper powder/seasoning
- Salt & pepper
- 4 eggs
- 2-3 stalks flat-leaf parsley

Step 1: Remove the seeds from the peppers and cut them into strips with the onion. Slowly heat the olive oil in a large frying pan. Sauté the onion and pepper over medium heat for about 5 minutes.

Step 2: Chop the tomatoes and the chilli pepper and stir in with the paprika powder. Simmer for about 5 minutes, stirring frequently. Season to taste with salt and pepper.

Step 3: Using a tablespoon, press 4 wells into the sugo. Crack the eggs one by one in a small bowl and then carefully slide them into the wells. Cover halfway and cook over low heat for about 6 minutes until the eggs are slightly set.

Important: The yolks should still be runny inside.

Step 4: To serve, season again with salt and pepper. Roughly chop the parsley leaves and sprinkle over the Shakshuka.

Our tip: To round off the Shakshuka, we recommend pita, an Israeli flatbread, or fresh baguette.

Bon Appetit!



beauty

Page 23-38

All eyes on eye care

THE NEW SENSIDERM EYE BALM FOR SENSITIVE SKIN

Our eyes are a true marvel. Through them we visually perceive the world around us and at the same time use them, to communicate with the outside world. They transport emotions, give us personal expression and are therefore of special importance. Whether we are getting to know each other or meeting our loved ones, we first look into each other's eyes.

Understandably, the eye area should therefore always look radiant and sleek but unfortunately, this area of our face is subject to particularly high stress: we blink about 15,000 times just one day alone. The numerous muscle movements, e.g., when closing the eyelids or laughing, also put a lot of strain on the skin around the eyes. In addition, the skin around the eyes is much thinner and more translucent than the rest of the facial skin. This is particularly noticeable in the case of dilated small blood vessels, which show through the thin skin, causing unsightly shadows to appear more quickly. The skin of the eye also has hardly any subcutaneous fatty tissue to plump it up and has few sebaceous and sweat glands. These conditions mean that the skin around the eyes tends to lose more moisture and elasticity and that signs of fatigue become visible most quickly here. Consequently, the eye area needs particularly carefully developed care.

If other stresses (stress, work in front of the screen, environmental influences) and personal dispositions, as in the case of sensitive skin, are added, the result is that the skin around the eyes is also very sensitive in addition to all the general stresses. This is not an uncommon problem for many users who have sensitive skin. Luckily, we have just the solution; the new derma.cosmetics Sensiderm Eye Balm. Suitable for eyes with even the most sensitive skin, this delicate balm is a real all-round talent – mild, but very effective in its effect. Without fragrances or other potentially irritating substances, Sensiderm Eye Balm is very well tolerated, with a unique combination of the oils used also prevents the eyes from watering.

Anyone who thinks that such a mild product cannot be effective is mistaken, because, the new problem solver, developed by the two dermatologists Dr. med. Christine Schrammek-Drusio and Christina Drusio, is not only optimally tolerated, but also has a strong effect. A comprehensive plant-based quintet of active ingredients consisting of eyebright extract, centella asiatica, Ayurvedic arjuna extract and a mixture of Hawthorn and Arabian Jasmine makes the balm a real highlight! It soothes irritated skin while effectively counteracting the signs of a tired eye area. Fourfold revolutionary plant power combined in one product!

The key ingredients LOOK Oléoactif® (Arjuna extract) and Eyefective™ (Hawthorn + Arabian Jasmine) strengthen the eye contour, reduce dark circles and crow's feet. Even the upper eyelid is considered and gently "lifted". The combination with the traditional medicinal plant eyebright (Euphrasia) and valuable Centella Asiatica (Tiger Grass) extract also reduces the symptoms of sensitive and stressed eye areas. Eyebright has been known for centuries for its soothing and anti-inflammatory effect. As the name suggests, a "true comfort for the irritated eye area".

Sensiderm Eye Balm is the optimal addition to the Sensitive line for customers with sensitive skin who nevertheless value effective care products, says Dr. med. Christine Schrammek-Drusio.



Sensiderm Eye Balm with LOOK Oléoactif®
15ml

An independent scientific study confirms the ocular tolerance* and efficacy of Sensiderm Eye Balm.

Under ophthalmological control	Results after 4 weeks of application
	Very good eye tolerance
	No burning, itching, redness, tearing or swollen eyelids occurred
	Very suitable for contact lens wearers

* in accordance with GCP guidelines.

Skin tolerance confirmed
Additionally, a dermatological report was prepared as done for every product by Dr. med. Christine Schrammek Kosmetik which confirms the good skin tolerance of the product.

Confirmation	Subjective evaluation after 4 weeks of application
100%	Soothing effect on the sensitive eye area
100%	Firming, elasticity-improving effect on the eye area
94%	Eye area appears younger
90%	Fine lines, wrinkles and crow's feet are reduced
	In addition, the test product was characterised by pleasant galenic properties and a positive evaluation of the neutral scent.

skINDIVIDUAL

AN OVERVIEW OF EYE CARE

	High Perfection Eye Cream	Hydra Maximum Eye Fluid	Sensiderm Eye Balm	TIME CONTROL Eye Cream
Product description	 Multi-active eye care against first lines and shadows under the eyes	 Moisturizing, puffiness-reducing fluid	 Mild and smoothing eye care	 Especially rich cream for a firmer appearing eye zone
Product type	Delicate cream	Fluid	Light balm	Rich cream
Skin type	Normal skin, Dry skin	Normal skin, Dry skin	Sensitive skin, Dry skin	Mature skin, Dry skin
Application area	Eye shadows, dark circles, dryness and first wrinkles	Puffiness, dryness and first wrinkles	Sensitive eye area, eye shadows and puffiness, dryness and first wrinkles	Wrinkles, stressed skin and eye area in need of regeneration
Product benefit	Eye care for smoothing wrinkles and dark circles under the eyes. Moisturises, improves skin elasticity and protects against environmental influences	Intensively moisturising, decongestant fluid. Soothing and refreshing care for the eye area. Reduces fine lines and wrinkles. Improves skin elasticity.	Perfume-free eye balm for sensitive skin. With soothing, regenerating extracts. Reduces dark circles, crow's feet and irritations. Cares for irritated, stressed skin. Also suitable for wearers of contact lenses.	Extra rich cream for a younger looking eye area. The multi-active regenerating cream protects against free radicals, reduces wrinkles, helps to refine the appearance and make the contours look smoother.
Main ingredients	Caffeine Biophytex® Hyaluronic acid Biopeptide EL Amlabeere (Emblica)	MoistureLab Technology: (Hydranov P, Ectoin, Hyaluronic acid) Beautifeye™	Eyebright Centella Asiatica LOOK Oléoactif® Eyéfective™	Aquapront Matrixyl® 3000 Silymarin (milk thistle oil) Eyeliss™ Vitamin E
Additional benefit	Optimum tolerance due to a special skin structure cream base.	Ideal for wearers of glasses and contact lenses. Perfect make-up base. Can also be used over eye make-up for refreshment. Hygienic removal through practical AirlessTube.	Also suitable as lip care. A special combination of oils prevents eye tears. Without fragrances or other potentially irritating substances. Hygienic dispensing through airless dispenser.	Efficacy was demonstrated in a 4-week clinical study at the Korea Institute for Skin and Clinical Science: Reduction wrinkle depth by -14%.
Fragrance-free	Yes	Yes	Yes	Yes

*Tolerance confirmed by an ophthalmologist. Scientific study under ophthalmological control with 30 persons.



	High Perfection Eye Cream	Hydra Maximum Eye Fluid	Sensiderm Eye Balm	TIME CONTROL Eye Cream
Without colorants, parabens, PEG containing emulsifiers, microplastic and mineral oil	Yes	Yes	Yes	Yes
Suitable for vegans	Yes	Yes	Yes	Yes
Application	In the morning and evening, apply to cleansed eye area and gently pat into the skin.	In the morning and evening, apply to cleansed eye area and gently pat into the skin. For a special cooling effect during summer months, keep the product in the fridge.	In the morning and evening, apply to cleansed eye area and gently massage. The eye balm can also be applied as a mask 1-2 times a week in a covering layer and removed again after 15 minutes	Massage gently into the cleansed eye zone with ring finger in the morning and evening.
Treatments	Detox, Mela Wave, Purifying Intense, Cool Eyes, Eye Lift Treatment	Hydra Maximum, Hydra Maximum Splash Treatment	Calm Down, Sensiderm and Sensi Biocell Treatment	Lift Intense Treatment
Packaging	15ml jar	15ml airless tube	15ml airless jar	15ml jar

Power care for men

FAST AND CONVENIENT



The days when men were content with soap and water are long gone. Cosmetics for men are no longer "unmanly" and facial care has become a normal part of the daily routine.

It must be simple - and yet effective!

After the successful launch of our Hydro Power Fluid, we are now supplementing our range in the derma.cosmetics MEN series with a correspondingly coordinated 2-in-1 cleansing product for face and body!

The new Power Face + Body Wash is extremely refreshing and, with Menthol, Zinc, Panthenol and Birch Extract, not only awakens and vitalises, but also provides valuable moisture even during cleansing. The effective freshness kick with the popular scent of the Hydro Power Fluid frees the skin and pores from grease (sebum) and dirt and thus prevents impurities. The skin appears clarified, powerful, and revitalised.

Excursion Beauty Experts: Questions like "Do I really need cleansing? Isn't just water enough?" prove that there is still a need for explanation. An example of a dirty car that doesn't get clean with just clear water quickly creates understanding.

Proper cleansing is of great importance for various reasons. Men's skin does have advantages regarding aging. It contains more collagen and is therefore thicker and firmer. This also results in a good elasticity of the skin and slower aging than women's skin. BUT there are also downsides: Men's skin has more and larger sebaceous glands which promotes skin shine and impurities. Therefore, especially young men are disproportionately likely to have impure skin.

At this point, effective cleansing is the solution. Only when the skin has been freed from sebum, sweat and dirt can it properly absorb skin care substances. The new



Power Face + Body Wash
200ml

Power Face + Body Wash not only cleanses effectively and reliably but can also prevent irritations such as razor burn when used regularly. The best way to prevent razor burn is to prepare the skin properly for shaving. The mild yet deeply effective cleansing gel forms the basis together with lukewarm water. The skin is not only optimally cleansed, but the beard hairs are also softened somewhat and straightened. This allows the razor blade to cut them off precisely and the razor blades glide better on the skin, because the blades do not have to be pressed firmly against the skin, unwanted irritation is less likely to occur, and you get a perfect shave.

To keep things quick and uncomplicated, the wash gel can be used not only for the face but also for the body quite conveniently in the shower. Lather up, rinse thoroughly, done! This saves time and is efficient.

2 steps for the perfect power care:

• Cleansing:

It has never been easier! Simply apply the new Power Face + Body Wash to your face and body in the shower, lather up and then rinse off thoroughly.

• Care

Keep it simple! Apply Hydro Power Fluid to the face in the morning and evening after cleansing. That's it!

Hybrid cosmetics

WHAT IS HIDDEN BEHIND THE TRENDING TERM?

Every year we encounter many new trends in society, business, culture, and lifestyle and we always ask ourselves the questions: What is behind that name? Is this really a trend that will be sustainable, that will accompany us in the future, or does the initial enthusiasm quickly vanish into thin air? There have always been trends in cosmetics that were revolutionary, e.g., trends like collagen, liposomes, and hyaluronic acid. And now hybrid cosmetics - that sounds like a technical revolution. So, let's take a closer look at the wording.

The word hybrid is currently the word on everyone's lips! Who hasn't done hybrid lessons with their children in the last year and who isn't currently considering buying a car with hybrid technology? In a car, it means that two engine technologies are combined, usually an electric motor with an internal combustion engine. In school teaching, it is an alternation between online and face-to-face teaching. Hybrid means mixture, intersection, hybrid, or combination of technologies. In cosmetics, several technologies or effects are combined to complement and enhance the product properties. It is not just a matter of combining different active ingredients, but of combining technologies and active ingredients to achieve a new, increased product benefit. Such products are, for example, Cream-To-Oil Cleansers, these cleansing creams change their texture during application ("transforming textures"). They transform from a creamy cleansing milk into a nourishing oil. The skin is gently cleansed and additionally cared for during cleansing. In other words, two benefits in one product: cleansing + care.

We also come across such exciting hybrid formulations in decorative cosmetics. A blusher, for example, that is applied as a cream and then transforms into a powder, this is an advantage because its creamy consistency ensures ease of application, while at the same time does not dry out the skin and remains on the skin as an

adhesive powder. Here we have a 3-fold benefit: easy application + care + good adhesion.

Another impressive example are BB and CC Creams which perfect the skin's appearance with a light tint and moisturise at the same time. The mother of all BB creams and a pioneer in hybrid cosmetics is the Blemish Balm by derma.cosmetics, which was developed by Christine Schrammek over 50 years ago. In addition to the above-mentioned effects, it contains active ingredients that soothe redness and irritation, mattify the skin and are anti-inflammatory. Here we even achieve a 4-fold benefit: Coverage + care + anti-pimple + anti-irritation.

But what is the advantage of hybrid cosmetics?

This trend sounds promising and future-oriented as everything around us is becoming faster and more multifunctional, including our beauty routine, of course. The multiple use of products can save time in daily care, a hybrid facial cleanser that cleanses, tones and simultaneously removes eye make-up in just one step saves time, but still has high caring properties. The exceptional textures delight when applied. Not to mention the WOW effect when a gel transforms into a cream or a cream into a powder!

Hybrid technology has become indispensable for make-up products, in the past, they were not very nourishing and only covered. Today, with the new hybrid technology, make-up products can be significantly increased in effectiveness and benefit.

An excellent example of this is the BB Perfect Beauty Fluid by Dr. med. Christine Schrammek Kosmetik. In contrast to our Blemish Balm, the problem solver for blemished skin, the BB Beauty Fluid is a nourishing and corrective care fluid with UV protection for normal and dry skin. It is concealing, moisturising, soothing, nourishing, contains UV protection and provides visual

skin smoothing. Using a special technology, pigments are processed to create a soft-focus effect on the skin, allowing it to visually conceal wrinkles. This technological feat, together with the multiple benefits, make BB Perfect Beauty Fluid a typical and effective hybrid product with 4-fold benefits: Light coverage + moisture + UV protection + optical wrinkle smoothing.

In conclusion, it can be said that hybrid cosmetics stand for convertible products that combine different functions, make the daily beauty routine easier and bring an increased care result. A trend in cosmetics that will certainly continue beyond 2022.

Further hybrid products from derma.cosmetics are e.g.

- Sensiderm Cleansing Solution (Make-up remover + cleanser + tonic with micellar technology)
- Optimum Protection Cream (Care + texture for all skin types + UV protection)
- Enzyme Regulating Cream & Peeling (daily care of impure skin + mild peeling for sensitive skin)
- Rosea Calm Cream (Anti-irritative + capillary-strengthening + concealing redness + moisture)



GREEN PEEL®

TWO SKIN TYPES – TWO TREATMENTS

Nadine Hulboj and Stephanie Wünsche have recently become part of the Dr. med. Christine Schrammek family. Like every new member of the family, Nadine and Stephanie were allowed to test the world-famous GREEN PEEL® treatment and thus received their "herbal baptism" for their full acceptance into the family.

Due to their different skin types, they were the perfect candidates for two of the three different treatment methods. And now they want to share their experiences with us!



Hello, my name is Stephanie Wünsche, I am 52 years old and have just joined the Schrammek family in September. My skin is very delicate and thin and it is also prone to couperose. Due to my skin being very sensitive, I had some concerns before the treatment. After the preliminary consultation with our beauty expert Britta, we decided to have a GREEN PEEL® Fresh Up because of my skin condition. My expectations of the treatment? Fresh, refreshed and well-hydrated skin without wrinkles. Unlike the GREEN PEEL® herbal treatment Classic, the Fresh Up treatment only involves massaging the herbs into the skin for 1-2 minutes. Britta first thoroughly cleansed my face and applied a tonic. Then she massaged the herbal mixture on my skin with a little bit of pressure. In the next step, she removed the herbal mixture with lukewarm compresses and toned the skin again. Afterwards, she dribbled a few drops of the Age Refine ampoule onto my face. The algae modelling followed by

a relaxing massage with active ingredients provided the ultimate freshness kick.

Day 1: Immediately after the treatment, my complexion was still a little red and I felt a slight tingling "sparkling effect". Shortly afterwards, however, the skin already felt well moisturised.

Day 2: My skin looked fresh, clearly purified and refreshed. My skin care was also very well absorbed into my skin right away.

My conclusion: At first, as I mentioned, I was still concerned about the sensitivity of my skin. I am now even more pleased that I dared to try the GREEN PEEL® treatment. My skin looks much rosier, plumper and more refreshed – the compliments in the evening confirmed this!



Hello, my name is Nadine, I am 27 years old and I have been part of the marketing team at Dr. med. Christine Schrammek Kosmetik since June. My skin? I would basically describe it as "moody". During puberty, I had to struggle with mild acne in the forehead area, and today there are still occasional blemishes or minor redness. In the summer months, I also notice slight pigmentation spots on the upper part of my forehead. Otherwise, I have the typical combination skin.

After a preliminary consultation with our beauty expert Alena, we decided on the GREEN PEEL® herbal peeling treatment Classic, where the peeling process is the strongest. Alena analysed my skin condition in order to tailor the treatment precisely to my skin needs. She told me not to wash my skin for the next 5 days and to avoid make up.

After cleansing and toning, she started mixing the herbal mixture, which Alena then massaged into my skin with circular movements. My skin felt very warm after a short time. Next, she put a compress soaked in water on my face and let it work for about 20 minutes.

Finally, I was given a suitable skin care product. To support the peeling, I was given the Home Care Set, consisting of Herbal Care Lotion, Blemish Balm and Special Regulating Cream, which I was to use to care for my skin at home for the next few days.

Day 1: Shortly after the treatment, I still felt a very warm sensation on my skin. In addition, I also noticed a slight feeling of tension. The absence of water was a little unusual at first.

Day 2: The feeling of tension increased further and I felt a kind of tingling sensation when touching the skin.

Day 3: In the morning, the skin loosened slightly around the mouth area. I also discovered the first signs of peeling on my forehead.

Day 4: The peeling had clearly intensified. It now extended to the cheeks. In the meantime, the old skin layer had further detached and the first "fresh" skin was visible.

Day 5: During the night, the first flakes of skin came off on their own. The moisturising Beauty Finish treatment was a real blessing for my skin. Afterwards, my skin had a beautiful glow and appeared more even and supple.



The skin peeling after 4 days

My summary: Who also loves the light, fresh feeling after a visit to the hairdresser? The feeling after a GREEN PEEL® is even much, much better! I felt like my skin had shed all the damage of the past months. Not only did my complexion get a healthy glow, but also it seemed completely balanced.

My expectations were definitely exceeded and I can recommend this treatment to anyone who wants to fundamentally improve their skin condition.



“Ask me a question” session with Christina Drusio

TODAY: BEAUTY TIPS FROM THE DOC

As a specialist in dermatology and venereology, Christina Drusio brings the latest impulses to the development of medically inspired care products. This time, the interview series is about the topic of care routines. Look forward to personal insights and expert tips about skin care.



Christina Drusio, Medical Specialist for Dermatology and Venerology

Hello Ms Drusio, why is skin care so important?

Christina Drusio: The skin is our largest organ and does a lot! In addition to its function as a communication and sensory organ, our skin performs other important tasks, for example in metabolism or in heat regulation. It protects us against external environmental influences, UV and infrared radiation and pathogens. If the skin barrier is not intact, for example, it is easier for inflammations (eczema) or infections to occur. In view of the manifold tasks of the skin, the question of how we can "keep it healthy" as much as possible is not at all absurd! Even, well-groomed skin is not only aesthetically pleasing but also a sign of health and well-being. Which in turn has a positive effect on our self-confidence! That's why it's so important to treat your skin responsibly and to care for and strengthen it especially well.

Depending on the skin type and skin condition (these are two pairs of shoes!), active cosmetics can be used either to improve an existing skin problem or to maintain the good condition of the skin if possible. Skin care does not start with a cream, but with our lifestyle habits. If we sleep enough (at least 8 hours a night), drink enough water (2 litres a day), eat a balanced diet, avoid cigarettes and the odd glass of alcohol, enjoy the sun in moderation or with sunscreen, and then engage in regular physical activity, our skin will thank us for it!

What does an optimal care routine look like?

Christina Drusio: For me, optimal means that the care routine is individually adapted to the needs and expectations of the person. The "right" care should always



Christina Drusio shows her three must-have products

begin with cleansing that is appropriate for the skin type. My mother taught me this early on; never go to bed at night without removing your make-up! A cleansing lotion or milk is usually gentler or more moisturising than cleansing gels or foams. Eye make-up should always be removed as well, otherwise irritation of the eyes or inflammation of the eyelid margins can occur!

Afterwards, the skin should be toned with a facial toner. In addition to the refreshing effect, it helps to remove any remaining dirt or lime deposits from the water and restores the skin's own pH value. Then comes the eye care. Why? For one thing, to support the thin skin around the eyes, which is heavily stressed by the constant blinking of the eyes. On the other hand, eye creams are specially designed for this anatomical region. Unlike some day care products, they do not contain any penetrating oils that could irritate the mucous membranes around the eyes.

The routine usually continues with the application of a lighter (more water-based) serum - or even an ampoule. These products can be used wonderfully to cover acute skin needs, e.g., an extra moisture boost after a beach holiday. Finally, a day care product tailored to the skin's needs comes into play. Either with a sun protection factor - or the sun protection can be applied as needed with so-called on-top products over the day care or is already in the make-up. A night cream would then follow

in the same place in the care routine - only without sun protection.

That sounds like a lot of effort at first. Which three care products are absolute must-haves in your opinion?

Christina Drusio (laughs): Understandably, it sounds overwhelming at first. This is what a complete care routine would look like, but it's no use if I have 5 products in the bathroom at home and never use them. The care routine must also be adapted to the needs of the user!

Do I enjoy beauty? Do I treat myself to some "me-time" and do I like to pamper my skin? Am I more pragmatically inclined and prefer to choose a product that has multiple benefits? No matter which conclusion you come to, one thing is very important: "Consistency is key" - as with so many things in life! If I exercise only once a month, my body will not change much. If, analogously, I only apply my face cream once a month, my skin won't really be cared for either.

To come back to your question: If I had to limit myself to 3 care products for the rest of my life, it would be a cleanser, a day care with SPF and (hesitates) ... an eye care or a tonic!



How do I know which care is right for me?

Christina Drusio: That is also a very good question, because as much as we can support our skin with the right care, we can also harm it with unsuitable products! Skin care should always be adapted to the skin type. The skin type, for example, combination skin, is genetically predetermined and cannot be changed, neither through products nor through age or lifestyle. The skin condition must be distinguished from this; it always represents a snapshot, e.g., low-moisture skin because it is winter, there is a lot of heating, or you have been in the sun for a long time. It can change depending on external environmental influences, age, or life circumstances (hormones). It can help to take a closer look at your skin. If you are unsure, you should go to a cosmetic institute for an expert skin analysis to learn more about your own skin!

Can you tell us your personal anti-aging secret tip?

Christina Drusio: Sun protection! Sun protection! Sun protection! Even if you think that you don't really need sun protection because the sun is not shining, or we are in the cold season. UV-radiation has a very big influence on skin aging. If you use sunscreen every day (at least SPF 20, ideally SPF 50 in summer), you will protect your skin from UV-related damage and skin aging. Another

"insider tip" is the ingredient Bakuchiol. This natural active ingredient is found in the seeds of the Indian Babchi Plant ("Psoralea Corylifolia") and is recommended by the Society for Dermopharmacy, among others, as an "anti-aging active ingredient". Bakuchiol has a strong antioxidant, regenerative and anti-inflammatory effect, at the same time helping to maintain the skin's elasticity and stimulate collagen formation. It is a gentler but still well effective alternative to retinol. I wouldn't want to miss my day care with Bakuchiol!

Men now also feel the need to care for their skin properly. Nevertheless, for most it should be fast and convenient. Do you have any tips for our male readers on what to look out for?

Christina Drusio: An attractive appearance naturally includes skin - most men are now aware of this. And also that they need their own skin care products. The main question is which ones? First of all, it is important to know that men's skin is hormonally and anatomically more robust and thicker (by up to 15-20%) than women's skin. This means that it is better protected from external influences such as UV radiation, environmental stress and temperature fluctuations. Sebum production, which is also mainly controlled by the male sex hormone testosterone, is much more pronounced than in women's

skin and thus the outer lipid film is also more stable. This leads to a favourable water-binding capacity, which also makes men's skin appear plumper and firmer. For this reason, it requires different care than female skin. Cleansing is the basis of all good skin care. Even though men often use their partner's products, products for women are usually too rich for men's skin, which tends to contain sebum.

Due to the increased activity of the sebaceous glands, men tend to have oily skin. Products that are too rich are therefore not suitable. They would remain on the skin and cause unsightly skin shine or even "pimples". Products that contain more moisture than oil components are better suited. The textures should be pleasantly light, e.g. hydrogels, serums or fluids. Effective and highly dosed active ingredients such as hyaluronic acid, vitamin C, niacinamide and vitalising plant extracts (e.g. ginkgo or birch) are very suitable for men's skin.

Another important aspect that must of course also be taken into account is that men's skin is often irritated by shaving. Therefore, products that relieve the skin after shaving and promote the regeneration process are of great interest. Especially when shaving, razor burn can occur due to an accidental deep abrasion of the corneocytes. Immediate relief is then required. At best, however, this phenomenon should be prevented. Soothing, but also anti-bacterial, anti-inflammatory gels with panthenol, bisabolol or microsilver reduce irritation and redness and prevent unwanted "rolling hairs" and inflammation.

An optimal care routine for men: cleansing, day and eye care. The rule here is: less is more!

Thank you very much for the interview!

More tips and other exciting questions about the topic of skin care you can also find on our Instagram Account:

@schrammek
Q&A with Christina Drusio

Smart brain

YOUR QUESTIONS – OUR ANSWERS

Our Beauty Experts would like to take the opportunity again to explain typical terms from the world of beauty in an understandable way. Read yourself smart!



What is the pH value?

"pH" is the abbreviation for the Latin term "Potentia Hydrogenii", which translates as "hydrogen ion concentration". The pH value is used to distinguish between acids and alkalis (bases) and to indicate their strength. The classification ranges on a scale from 0 to 14. A pH value of 7 is called neutral. Liquids with a pH value above 7 are basic and below 7 are acidic. Healthy skin has a pH value of 4.6- 5.5. Above or below the natural pH value, the skin is disturbed in its function. The reason for this can be, for example, an incorrect skin cleansing product that negatively influences the pH value of the skin. In addition, there are also skin conditions in which the pH value is elevated, such as dry skin in old age, sensitive skin, or inflammatory skin.

Melanin

Melanin is produced in our body in the melanocytes (pigment cells). It is responsible for the fact that every person has a different hair colour, an individual skin tone and a very personal eye colour. A distinction is made between two types of melanin:

- eumelanin: yellowish-reddish colouring
- pheomelanin: brownish-black colouring

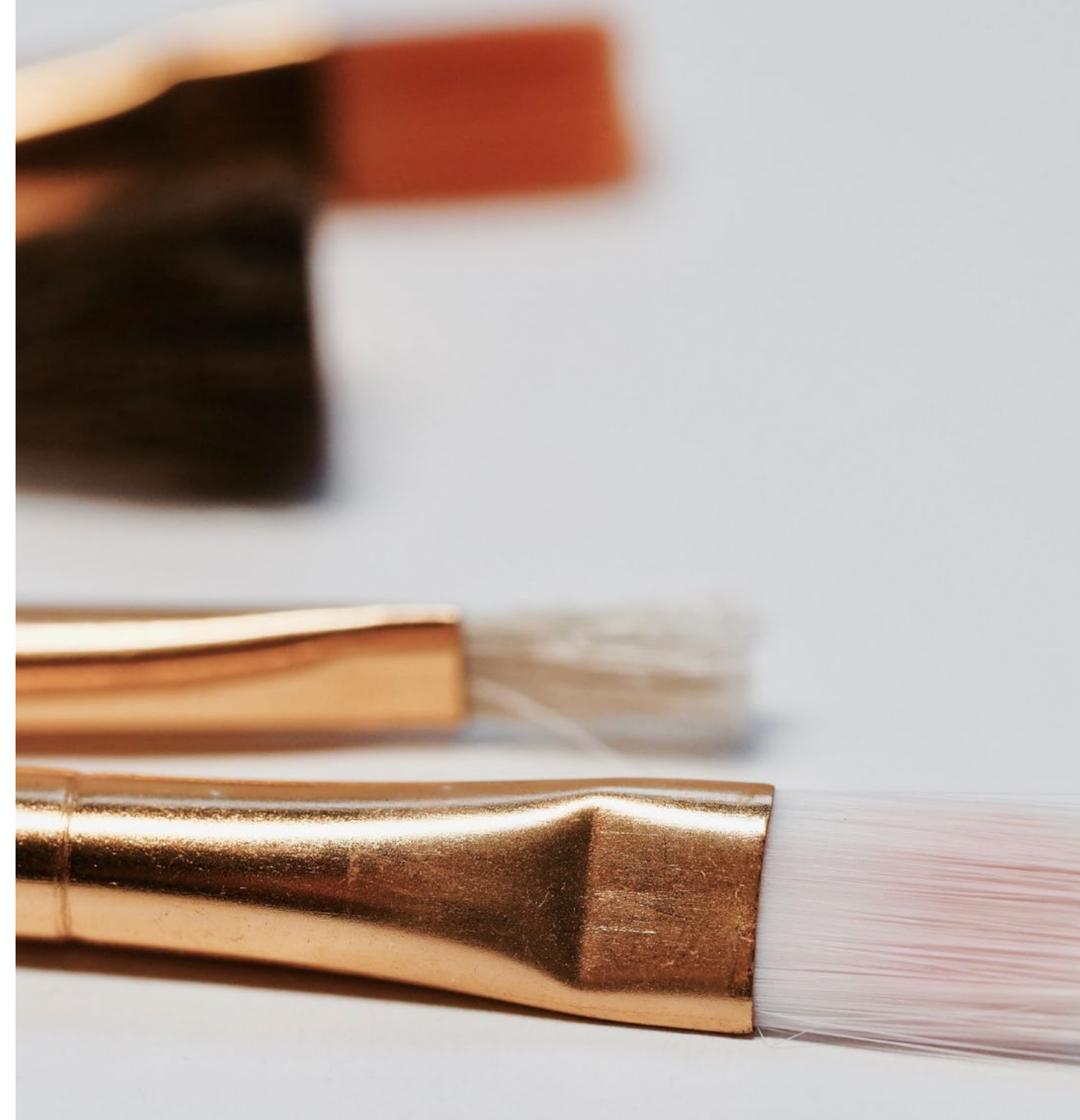
Both types of pigment occur in different forms, whereby the mixing ratio determines how light or dark the skin, eyes or hair are. Another important property is the protection against UV rays. The sun's rays stimulate the production of melanin, the skin turns brown and thus protects itself from the sun's harmful rays. The less melanin the body produces, the more sensitive the skin is. Fair skin types must therefore place special emphasis on effective sun protection.



What does "layering" mean?

Beauty layering originally comes from Japan and stands for applying care products layer by layer. The application is based on the TRT rule: Toning, Regeneration, Tuning.

Layering is not about doubling an effect. Rather, it is about combining selected care products with different effects that complement and support each other. For this reason, care should be taken to ensure that the care products and their ingredients are coordinated. Soothing or anti-inflammatory products, for example, should not be combined with stimulating and invigorating care products. For beginners in layering, it makes sense to use a care series from one manufacturer, as the ingredients are usually coordinated. Experienced beauty lovers who are familiar with ingredients and their effects can also combine products from different manufacturers.



at work

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Institute Prime example

DERMAVA COSMETIC



Entrance area of dermava Cosmetic

Maike Vatter runs the dermava cosmetic institute in Essen. She opened her institute in October 2020 and had to close again in November due to the lockdown. Maike Vatter has managed to get through this difficult time and has not lost her courage. In the interview, she tells us how she built up her self-employment.

How did you become a beautician and why? It was already clear to me when I was young that I wanted to become a beautician. During my A-levels in economics, my wish was confirmed, and I then completed my training as a dermatological beautician at the Dr. med. Christine Schrammek School for dermatological cosmetics.

How did you decide to start your own business as a beautician?

Basically, it is important for me to practice my profession with full passion. I wanted to realise my own ideas and offer treatments and products that I stand behind 100%. Of course, before making the decision, I also thought a lot about the risks, which should never be underestimated. However, the advantages of self-employment outweighed them.

You would like to appear with your institute in the next issue?

Apply now with meaningful photos and a few words about your work at marketing@schrammek.de!

How did the idea for your institute Dermava Cosmetic develop?

Through my training as a dermatological beautician, I wanted to focus on "medical" beauty treatment in my institute. The name of my institute is a play on words from "derma" and the abbreviation of my first and last name "mava" - Maike Vatter.

What is your treatment repertoire - are you specialised?

Basically, I offer treatments for different skin types. I have specialised in the GREEN PEEL® herbal peeling treatment and micro-needling, as two special treatments in my treatment repertoire.

How do you choose the companies you work with?

After my training at the Dr. med. Christine Schrammek school for dermatological cosmetics, I worked in various institutes and in the Hyatt Hotel Düsseldorf. This allowed me to get to know other large cosmetic companies and work with their products. However, right from the start I was convinced by the care products of the derma.cosmetics series by Dr. med. Christine Schrammek Kosmetik. I personally use these products most of the time. It is very important to me to pamper my customers with excellent active ingredients during treatment and to be able to offer great care products for home care.

How do you advertise your institute, and do you find it important to advertise?

Advertising is essential in self-employment - With word of mouth, recommendations, and brochures, I was able to build up a customer base when I opened. But I also quickly realised that advertising via social media channels is the key. This way, clients can get a first impression of my institute and then also make appointments.

Is self-employment the way you have imagined it?

Yes, through my professional experience I was able to get an idea of what it's like to run a beauty institute before I became self-employed - and it's nicer than I imagined! I needed little time to realise, this is what I do for myself now, I decide what I do today, what I offer and what my flyers look like. It's a lot of responsibility and especially in the beginning there are a lot of things piling up on you - but you grow with time, and it was the best decision I made.

How did you perceive the Corona crisis - is there anything positive you take away from it?

As a matter of fact, yes. Of course, it was very difficult at the beginning, as my opening in October 2020 fell exactly in the period of the second lockdown, but I was able to make good use of the time and learn about new products and treatments on the market. I also accepted some training offers to further expand my treatment repertoire and to be able to offer my clients even more after the lockdown.

What did you focus on during this time to remain successful?

Actually, on social media - I regularly uploaded stories on Instagram and presented products, explained important facts like "What is SPF and why is sun protection important", so that many requests came in to buy and pick up the product in my shop.

What are your goals for the next year?

Of course, the top priority is to remain as successful as possible and to continue to grow. My goal is to be able to offer my clients the most relaxing experience possible through experience and treatments and to continue to develop this.

Thank you very much, Maike Vatter!



MAIKE VATTER
Beautician and owner
dermava cosmetic
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A day in the life of a Beauty Expert



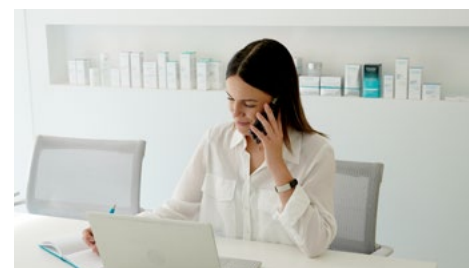
Before we give you an insight into our day, we would like to briefly explain who we Beauty Experts are and what we are responsible for at Dr. med. Christine Schrammek Kosmetik. The Beauty Experts are a team of beauticians who are responsible for providing professional advice to cosmetic professionals and end consumers. We also make sure that our customers are well informed by preparing information material, giving training courses and holding seminars.

Internally, we are also always available to help and advice other departments, such as marketing or sales. Each day as a Beauty Expert can therefore be very different!

7:15 a.m.

"Good morning" sounds from our headquarters in Essen.

Now it's time to check emails, mailboxes, WhatsApp messages and appointments for the day. Then we draw up a to-do list for the day and start to work through the items one by one. Since it's still early and our heads and bodies need to get going, we have a coffee of course.



9:30 a.m.

A consultation appointment for an initial order is scheduled. During the consultation, we discuss questions about various products and treatments with the new customer and advise on the range of products before the order is taken together.

11:30 a.m.

In the meantime, a special enquiry about a skin problem has been received via WhatsApp chat. For the best treatment and product recommendation, we consult with our dermatologists Dr. med. Christine Schrammek-Drusio and Christina Drusio about it this time.

02:15 p.m.

After the lunch break, we start with a new task. As a new product will be launched soon, our task is to create information, such as the product single page or a product presentation, which can also be used for our seminars. We also sit down together to think about how the new product can best be used in a treatment. Our application ideas are then of course also tried out in the cabin, as theoretical ideas are not always realisable in practice.



04:30 p.m.

Closing time – An exciting day comes to an end, and we look forward to our after-work time.

A glimpse into the future

SKIN CONSULTATION AT THE CLICK OF A MOUSE

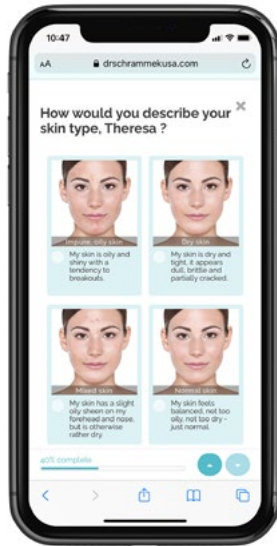
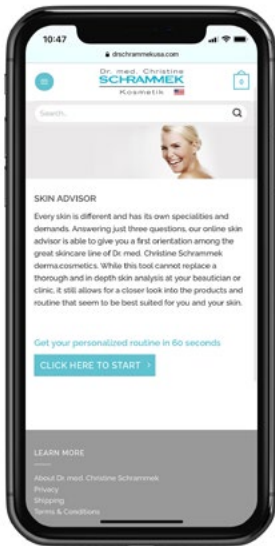
Another year with many challenges, marked by a long lockdown in the first half of the year, is coming to an end. The many restrictions have motivated us to further expand our digital service offering. We are constantly working to optimise the experience of our skin care products on digital channels as well. Because during the lockdown, it was simply not possible to expand one's own skin care routine with a professional consultation in the institute and via video consultation or to adapt it to current skin problems. We used this time to improve our online skin advice; of course, this cannot replace a professional consultation with a skin care professional. Nevertheless, the tool is excellent for skin care tips and a first orientation in our derma.cosmetics range.

Every skin is different and has individual requirements. In addition to skin care, the condition of your skin also depends on various factors such as nutrition, stress, environmental influences, genes, and hormones. Only those who know their skin can pamper it with the optimal care or find a suitable solution for their skin problems! With online skin counselling, by answering questions and assessing images, an individual skin care routine is created for you, recommending products that are directly

tailored to your skin condition. Pictures depicting, for example, a skin problem or skin irritation, help to correctly assess your own skin. You can have the personal results of the skin consultation sent directly to you by e-mail afterwards and call them up again at any time.

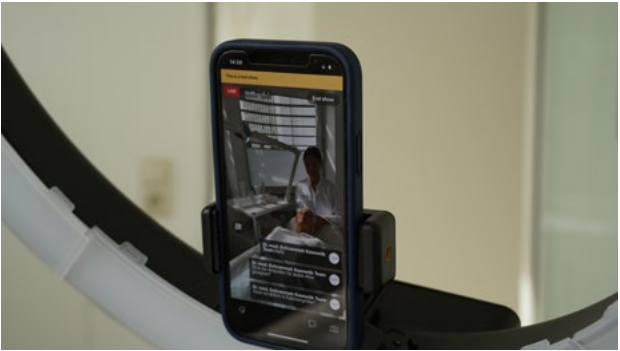
In addition to the skin consultation, you can already look forward to a new type of consultation and shopping experience. From autumn 2021, we will also be offering themed online live shopping events for both end customers and, of course, special events for beauticians. These 30-60 minute virtual and interactive events will cover topics such as "Impure & blemished skin", "How to find the perfect cleanser" or "When and how to start with anti-aging prevention". As a participant, you will have the opportunity to ask our beauty experts questions via chat, receive product recommendations and, of course, purchase the products that suit you directly in the live stream. It's easy and convenient, right from your couch!

Both during our skin consultation and at the end of each live shopping event, a small surprise awaits you so that you can order and try out the recommended products immediately.



You are interested in one of Online-Live-Shopping events or would like to start an online skin consultation?

[Click here for current dates and the planned topics.](#)



Around the world

NEWS FROM ALL OVER THE WORLD

For over 60 years Dr. med. Christine Schrammek Kosmetik internationally stands for effective care products. We are very proud of this fact thanks to our competent partners and fantastic team, who helped more and more people to get beautiful, healthy skin. Read more about past and coming projects in our international daily business.

United Arab Emirates

Under the motto "Skin health is our concern", the Dubai Derma took place at the beginning of July - a trade fair that presents the latest scientific information and innovations in the field of dermatology, skin care and laser. Our local partner, Infinity Medical Supplies LLC., was represented with a huge exhibition booth. Managing director Alexander Drusio and our international head trainer Jasmin Grosch supported the team on-site and were able to gain even better insights into the Middle Eastern market. Among the visitors, one of the highlights was the derma.cosmetics wheel of fortune, where various prizes could be won.



Russia

At the end of May, our partner in Russia, Paritet Beauty Ltd., organised a GREEN PEEL® Expert Weekend in Moscow, to which the best beauticians as well as employees were invited in a small, exclusive setting. Each beautician had prepared a presentation on different topics, which not only filled the customers with pride, but also provided a perfect basis for exchanging experience (which was the focus of the event) among themselves.

Christina Drusio and Jasmin Grosch were digitally connected via Zoom from Germany, which enabled them to provide expert contributions on new products, trend active ingredients in 2021 and the medical background to the so-called "maskne" and its ideal treatment, as a personal trip was unfortunately not yet possible at that time due to Covid-19.

The weekend was also filled with a great social programme: from gala dinners to award ceremonies and a spa visit for each participant.



Skin Elixir



Beauty fluid for very dry, demanding skin

Dr. med. Christine
SCHRAMMEK
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Preview

Happy Birthday Blemish Balm!
SPF Summer 2022
Addition to the Regulating line

Next edition
Spring 2022

