



**BETHLEHEM AREA VOCATIONAL-TECHNICAL  
SCHOOL  
3300 CHESTER AVENUE BETHLEHEM PA 18020**

**Esthetics  
Ms. Khitam Moussa  
610-866-8013 Ext. 120 Spa Ext. 120  
layouнк@bavts.org**



## ESTHETICS

### Course Description:

Students in the esthetics program will receive training in both the theoretical and practical applications of esthetics. The theory classes cover history of esthetics, physiology and histology of the skin, product chemistry and ingredients, and salon safety and sanitation, career planning, and business skills. . The practical side helps you develop the hands-on skills you will need to be successful estheticians in the field. Examples of instruction topics include facial treatments, facial massage, facial machines, hair removal, makeup applications, and more.

### Pennsylvania Esthetics License

Upon completing the required 300 hours in the state of PA, completing tenth grade education, being 16 years of age, and passing the state board exam, students will obtain a Pennsylvania Esthetics License.

## ESTHETICS CURRICULUM

Recommended hours per the state Board of Pennsylvania

Professional Practices	40 hours
Sciences	100 hours
Facial Treatments	100 hours
Temporary Hair removal	10 hours
Makeup	50 hours

Total hours 300

### Average Salary:

According to ZipRecruiter, and as of Sep 16, 2022, the average annual pay for a Licensed Esthetician in Pennsylvania is \$34,819 a year. This is the equivalent of \$669/week or \$2,901/month. While ZipRecruiter is seeing salaries as high as \$78,480 and as low as \$13,982, the majority of Licensed Esthetician salaries currently range between \$27,512 (25th percentile) to \$41,494 (75th percentile) with top earners (90th percentile) making \$58,633 annually in Pennsylvania.

### Reference material for both levels:

- Milady Standard Esthetics Curriculum
- Milady power point notes
- Milady CIMA student review tests
- Daily theory tasks
- Daily practical tasks
- Various projects
- Milady workbooks

### Classroom tools and equipment

- Student Kits (includes all the necessary items needed to practice skills)
- Student desks/facial beds
- Steam machines
- Facial machines
- Wax machines
- Hot stone warmers
- High frequency machines

Rotary brushes  
Microdermabrasion machines  
Magnifying lamps  
Ultra sonic  
Hot stone  
Paraffin machines  
Facial carts

## **Course Syllabus Level 1**

### **Duty and Tasks Covered:**

#### **100 HISTORY AND CAREER OPPORTUNITIES IN ESTHETICS**

101 Describe the cosmetics and skin care practices of earlier cultures

102 Explain the development of esthetics as a distinct, specialized profession

#### **200 LIFE SKILLS**

201 List the principles that contribute to te to personal and professional success

202 Explain how to set long-term and short-term goals

203 Define esthetics

204 Careers in Esthetics

#### **300 YOUR PROFESSIONAL IMAGE**

301 Explain the characteristics of a professional image

302 Understand how your personal conduct affects your professional image

#### **400 COMMUNICATING FOR SUCCESS**

401 List the golden rules of human relations

402 Conduct a successful client consultation

#### **500 INFECTION CONTROL: PRINCIPLES AND PRACTICES**

501 Understand state laws and rules and the differences between them

502 List the types and classifications of bacteria

503 Explain the differences between cleaning, disinfecting, and sterilizing

504 List the types of disinfectants and how they are used

505 Describe how to safely clean and disinfect salon and spa tools and implements

## **1400 THE TREATMENT ROOM**

1401 Understand the components of creating a professional atmosphere

1402 Describe what equipment and supplies are needed for facials

1403 Prepare and set up the treatment room for services

1404 Explain why the room setup should be comfortable for the esthetician

1405 Disinfectant and clean the treatment room

## **1200 SKIN ANALYSIS**

1201 Identify skin types

1202 Understand how UV radiation affects the skin

1203 Perform a skin analysis

## **1300 SKIN CARE PRODUCTS: CHEMISTRY, INGREDIENTS, AND SELECTION**

1301 Understand FDA regulations regarding cosmetic claims and product safety

1302 Safely use a variety of salon products while providing client services

1303 Recommend home care for different skin types and conditions

## **1500 FACIAL TREATMENTS**

1501 Describe the benefits of a facial treatment

1502 Perform the facial set up procedures

1503 Understand the treatment needs for dry, dehydrated, mature, sensitive, and oily skin

1504 Describe acne facials and home care

1505 Perform the step-by-step facial treatment

1506 Perform decontamination procedures and provide a safe environment for clients

## **1600 FACIAL MASSAGE**

1601 Describe the benefits of massage

- 1602 Understand the contraindications for massage
- 1603 Explain the different types of massage movements
- 1604 Perform a facial massage

## **1800 HAIR REMOVAL**

- 1801 Describe the methods of permanent and temporary hair removal
- 1802 Identify different hair removal equipment, tools and accessories
- 1803 Name the contraindications for hair removal
- 1804 Provide a thorough client consultation before hair removal
- 1805 Safely perform basic face and body waxing techniques

## **2000 THE WORLD OF MAKEUP**

- 2001 Demonstrate an understanding of cosmetic color theory
- 2002 Describe warm and cool colors
- 2003 Describe the different types of cosmetics and their uses
- 2004 Perform a makeup consultation, determine a client-s needs, and fill out a client chart
- 2005 Demonstrate how to choose products and colors and then apply them using the appropriate techniques
- 2006 Identify different facial features
- 2007 Identify the ideal brow shape measurements
- 2008 Demonstrate procedures for basic corrective makeup
- 2009 Perform a basic makeup procedure for any occasion
- 2010 Perform decontamination and cleanup procedures

**Course syllabus level two**

**Duties and tasks covered :**

## **600 GENERAL ANATOMY AND PHYSIOLOGY**

601 Define and explain why the study of anatomy, physiology and histology is important to the esthetician

602 Name the 9 major body organs and the 11 main body systems and explain their functions

## **700 BASICS OF CHEMISTRY**

701 Define chemistry and its branches: organic and inorganic chemistry

702 Explain matter and its structure

703 Understand how acid, alkaline and pH affects the skin

704 Explain pH and the pH scale

## **800 BASICS OF ELECTRICITY**

801 Understand the principles of electrical equipment safety

802 Describe the colors of light in the LED therapy and their benefits for the skin

## **900 BASICS OF NUTRITION**

901 Explain how nutrition relates to healthy skin

902 Explain the importance of water intake

903 Describe why it is important for the esthetician to have good self-care habits

## **1000 PHYSIOLOGY AND HISTOLOGY OF THE SKIN**

1001 Explain the functions of the skin

1002 Describe the layers of the skin

1003 Describe how skin gets its color

1004 Define collagen and elasticity

1005 Name the glands of the skin

1006 Discuss how sun damage affects the skin

1007 Understand free radical damage

1008 Understand the effects of hormones on the skin

1009 Explain how the skin ages

## **1100 DISORDERS AND DISEASES OF THE SKIN**

- 1101 Understand the different types of skin lesions
- 1102 Understand skin inflammations
- 1103 Recognize pigmentation disorders
- 1104 Identify which disorders are contagious
- 1105 Recognize potential skin cancer growths
- 1106 Understand acne and the causes of the disorder
- 1107 Recognize the different grades of acne
- 1108 Know which disorders to refer to a physician

### **1700 FACIAL MACHINES**

- 1701 Understand how to maintain a hot-towel cabinet
- 1702 Use and maintain the magnifying lamp
- 1703 Be familiar with the brush machine
- 1704 Safely use and maintain the steamer

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## **2100 CAREER PLANNING**

2101 Explain the steps involved in preparing for and passing the licensing exam

2102 Describe those qualities that are needed to be successful in a service profession

2103 Be prepared to complete a successful job interview

2104 List the habits of a good team player

## **2200 THE SKIN CARE BUSINESS**

2201 Describe the qualities necessary to be successful in a service profession

2202 Discuss the importance of the front desk and receptionist to a salon-s success

2203 Describe the best practices for telephone use

## **2300 SELLING PRODUCTS AND SERVICES**

2301 Explain the purpose of marketing and promotions

2302 List the most effective ways to build a clientele

## **1900 ADVANCED TOPICS AND TREATMENTS**

1901 Explain chemical peels and other exfoliation techniques

1902 Describe the benefits of AHA peels and microdermabrasion

1903 Understand light therapy and lasers

2011 Demonstrate the application and removal of artificial lashes

2012 Complete a lash and brow tinting procedure

## **Supplemental Learning Activities**

Students who participate in this program will also have opportunities to participate in the following program and school-sponsored activities:

**Clinical Experience:** Upon completion of 160 hours, students are required by the State Board of Cosmetology to do various services on the public. Which is monitored by the instructor; however all clinical work is done by students.

**SkillsUSA:** Professional Development Conference, Local Competitions, State Competitions, National Competitions. Students will also be able to participate in yearly events held at BAVTS: Chapter Meetings, fundraising, and car show along with various community service projects.

**NTHS:** Level II and Level III students who have received an “A” in their career and technical program as well as a “B” average at their sending school are eligible to become a member of the BAVTS Chapter of the National Technical Honor Society.

**Cooperative Education:** Students who have completed their hours are eligible to participate in a paid working experience during the PM session of BAVTS. Positions must be available and the student must be recommended by the CTE teacher in order to be eligible.

**Job Shadowing:** Students are eligible to visit business and industry partners for one or more days to view the day-to-day operations of various Beauty Salons in the Lehigh Valley Area.

**Field Trips:** Students in this program will on occasion attend field trips that expose them to educational experiences within the career field. These trips include but are not limited to the International New York Hair Show, Philadelphia Hair Show along with visits to local beauty supply stores.

Students are encouraged to complete their Esthetics State Board Test

# **CAREER PATHS AS ESTHETICIANS**

## **Spa & Salon Esthetician**

This is the classic path most estheticians start with.

You work in:

- Day spas
- Hotel or resort spas

- Salon spa departments
- Wellness centers

Services you'd provide include facials, waxing, skin care consultations, body treatments, and more.

Typical job titles:

- Licensed Esthetician
- Skin Care Specialist
- Spa Therapist
- Facial Specialist

## **Makeup & Beauty Services**

Your esthetics training gives you strong knowledge of skin prep and makeup application. You can work as a:

- Makeup Artist — bridal, events, editorial, or fashion gigs.
- Beauty Consultant in Retail — working in cosmetic counters or beauty boutiques offering skin advice and makeup demos.

## **Specialty Service Specialist**

You can build expertise in high-demand niche services, often with short additional training (sometimes not medical):

- Waxing Specialist — full-body, Brazilian, facial hair removal.
- Brow & Lash Specialist — lash lifts/tints, brow shaping, possibly extensions.
- Airbrush/Tanning Technician — spray tan or airbrush makeup services.

These niches often attract clients who return regularly, helping build a solid income base.

## **Entrepreneur / Business Owner**

Once you've gained experience (and maybe saved some capital), many estheticians open:

- Their own spa or skin care studio
- A solo practice in a rented suite
- A specialty boutique (e.g., lash and brow bar)

Being a business owner lets you control your services and brand.

## **Product or Brand Specialist / Educator**

Your training makes you valuable for skincare brands — roles include:

- Brand representative or sales consultant
- Product educator (teaching other professionals or consumers about skincare lines)
- Working with product companies at beauty expos or store events

These roles combine skincare knowledge with education and sales.

## **Beauty Influencer / Content Creator**

Some estheticians build careers online by:

- Posting skincare tutorials
- Reviewing products
- Offering virtual advice or digital classes

A strong online presence can lead to sponsorships, affiliate income, or paid online consultations.