

# BEAUTY EXPO THE ULTIMATE

PROFESSIONAL **BEAUTYEVENT** IS BACK!

Beauty Expo Australia reunites the beauty industry in the country's largest celebration of all things beauty. Be inspired with this unparalleled opportunity for connection and inspiration with a community of like-minded professionals.

With the whole industry at your fingertips, discover and experience over 200 leading brands and products, world class education, live demonstrations and competitions across one wonderful weekend.

"Everything you need to know about the evolving beauty landscape, plus much more."

### VENUE

ICC Sydney Exhibition Centre Darling Harbour

Sunday 21 August

### 200+ Leading Brands Shop from Australia's largest collection of professional beauty brands and products across

### The Australian Beauty & **Aesthetics Conference**

### Afterpay Main Stage

### The Business Couch

experts? Book a free half hour consultation with

### ABIC Networking Lounge

### Spotlight: Natural & Organic





Saturday 20 August 9am - 5pm 9am - 5pm

beautyexpoaustralia.com.au

**Event Partners** 



















Beauty Biz SPA+CLINIC

### Introducing the

# **AUSTRALIAN**

Presented with



Beauty Expo Australia has championed the local beauty scene for almost two decades. Our events and community have helped shape the future of beauty trends, innovations and product offerings in Australia and beyond and

in 2022 we launch the inaugural Australian Beauty and Aesthetics Conference.

With a vision to enlighten, inspire and motivate Australia's professional beauty industry, the ABAC is 2 days of feature keynote presentations, panel discussions, case studies and educational sessions tailored around the business of beauty, wellness and aesthetics.

A platform to connect and meet with thought leaders and like-minded beauty professionals, the Australian Beauty and Aesthetics Conference allows you the flexibility to curate your own program over either 1 or 2 days, based on your personal interest and business needs.

Mix and match sessions across 3 simultaneous streams covering; The Business of Beauty, Dermal Health & Wellness and our exciting new addition; Aesthetics to build your own personalised education experience.

### TICKETS NOW.

Our simplified ticket options

TICKET TYPE	EARLY BIRD	STANDARD	DOOR
Expo Pass Sives you access to the expo floor and free content on the Main Stage and Business Couch etc all weekend.	\$30	\$40	\$45
Day Conference Pass  Book either Saturday or Sunday and have access to over  5 sessions across all 3 streams. Includes expo entry on both days.	\$165	\$195	-
2 Day Conference Pass Unlimited freedom with access to over 30 sessions across all 3 streams. Includes expo entry on both days.	\$285	\$325	-

Book online at beautyexpoaustralia.com.au

### **TICKET ENQUIRIES**

Australia - 1800 571 960 Overseas - +61 283 290 945 visit@beautyexpoaustralia.com.au

SATURDAY 20 AUGUST		with your 1	with your 1 day or 2 day		
9.30am	Welcome Nina Vidale - RX Global and Tamara Reid - Timely  Conference Pass				
9.40am	Keynote: Redefining Beauty Maria Thattil – Media Personality				
10.00am	ABIC Panel: The Future Looks Bright  Tamara Reid - Timely, Emma Hobson - Dermalogica, Matt Williams - Professional Beauty Solutions,  Gay Wardle - Gay Wardle Education, Mary Haddock - Staniland, Stefanie Mila - ABIC, Karla MacDiarmid - Macquarie Med  Spa				
10.45am	MORNING TEA BREAK				
	The Business of Beauty	Dermal Health & Wellness	The Art of Aesthetics		
11.00am	Building a strong team culture = Team retention Faye Murray – Your Coach	Key considerations in the consultation Sarah Hughes – Dermalogica	Where is the aesthetics industry heading? Tina Viney - Aesthetics Practitioners Advisory Network (APAN)		
11.45am	Win/Win commission structures and profit sharing for your team Julie Piantadosi – Total Coaching Academy	The gut-skin hormone connection; an inside out approach to treating skin Dominique Salemi – Skin Nutrition Co	Learn how non-surgical cosmetic treatments (cosmetic injections can enhance your skin treatments Fiona Kuysters – FJK Aesthetics		
12.30pm	LUNCH BREAK				
1.30pm	Beauty during a pandemic - The impact of Covid-19 on the beauty industry  Matt Williams & Marie Cocciolone - ABIC	Essential fatty acids, omega supplementation and the skin Fiona Tuck - Vita-sol	Multi-cultural Australia: How to increase your client base with skin types IV, V and VI, and treat them safely with energy-based devices Karen Cho- Candela		
2.15pm	Using Instagram, Reels & TikTok to GROW your beauty business Kelly Noone - Skin Queen Society	Natural extracts to help calm and manage imflammatory skin conditions Dr Donna Marcal - Dermatonics	Plasma Fibroblast – what you need to know Nancy Abdou – The Australian Derma & Laser Institute		
3.00pm	AFTERNOON TEA BREAK				
3.15pm	Repacking your offerings for increased profit  Carly Knowles - Belle Pelle Body Clinic	Panel: The clean beauty movement and the conscious consumer Chair. Gay Wardle Louisa Hollenberg – Earth & Skin Paul Frasca – Sustainable Salons Michelle Reeve – Waterlily Vanessa Megan – Vanessa Megan Naturaceuticals	Choosing the right aesthetic devices for your business and effectively use multi-modalities Lashana Shepherd - The Skin PT		

10.05am	Panel: Elevating Your Salon: Strategies to increase customer engagement and satisfaction  Julie Piantadosi – Total Coaching Academy, Nicole Le Lievre – Issada, Carly Knowles - Belle Pelle Body Clinic  Matt Williams – Professional Beauty Solutions, Faye Murray - Your Business Coach					
10.45am	MORNING TEA BREAK					
	The Business of Beauty	Dermal Health & Wellness	The Art of Aesthetics  The top 5 things you need to know about dermal fillers & anti-wrinkle injections  Dr Mariusz Gajewski – Star Cosmetic Medicine			
11.00am	7 keys to selling high-end products and treatments Cherie Stokic – Elevate My Clinic	Atopic Dermatitis/Eczema: Inside out or outside in Gay Wardle - Gay Wardle Education				
11.45am	How to build a profitable business Daniela Boerma – Bliss Day Spa	Managing stress through nutrition and lifestyle Chiza Westcarr – Glow Skin & Nutrition	Advancements with threads Madeline Firkins – SM Aesthetics Lab			
12.30pm	LUNCH BREAK					
1.30pm	Panel: The great resignation and skills shortage Tamara Reid – Timely, Gay Wardle Daniela Boerma – Bliss Day Spa, Lashana Shepherd – The Skin PT, William Fennel – WF Beauty Group, Kiera Maloney – HR Specialist	Unpacking skincare ingredients Rita Sellers – pH Factor	The difference between Melasma, sur damage and hyperpigmentation and how to treat these in your clinic Metro-Dora Clifford - Clinical Pro			
2.15pm	Panel: Social media success in salons (when you're short on time) Jazz Pampling – Brow Artist, James Vivian – James Vivian Karla McDiarmid – Macquarie Medispa	Panel: A deep dive on combination therapies for skin perfection Tiarnna Smith- Alma Lasers Australia Sia Hendry – You By Sia Maxine Karasavidis – Ageless Aesthetics Karen Sher – Beauty & Laser by Karen	How Covid has impacted the heart shaped face Dr Martina Lavery - +Aesthetics			
	AFTERNOON TEA BREAK					

Conference Stream Sponsors



Jared Keen - Salon Lane, Gay Wardle - Gay Wardle Education, Chiza Westcarr - Glow Skin and Nutrition







KEYNOTE SESSION

## REDEFINING BEAUTY

**MARIA THATTIL** Media Personality

Saturday 20 August 9.40am - 10.00am

As only the third woman of colour to represent Australia after 69 years of the Miss Universe competition and placing in the Top 10 globally, standing at 5"3 tall, Maria is breaking several barriers for women and people of colour.

In this special interview with Timely's Tamara Reid, Maria will discuss her multi-hyphen career which is a curation of projects that champion critical social justice issues including antiracism, diversity, inclusion, representation, youth empowerment, mental health and gender equality advocacy.

ABIC PANEL

### THE FUTURE LOOKS BRIGHT

10.00am - 10.45am

This panel of industry experts will look at how the beauty market has changed post-COVID, the technology and treatment trends emerging, and the stronger community connection and collaboration.

**TAMARA REID** 

**EMMA HOBSON** 

**MATT WILLIAMS** 

**GAY WARDLE**Gay Wardle Education

KARLA MCDIARMID

MARY HADDOCK-STANILAND



AUSTRALIAN BEAUTY & AESTHETICS CONFERENCE.

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### STREAM 1 The Business of Beauty

### **Saturday 20 August**



**FAYE** MURRAY

### 11.00am - 11.45am

### Building a strong team culture = Team retention

Recruiting well trained therapists is a challenge all business owners are facing. This session will guide you through some exciting and inspiring ways you can create a great team culture where your current team will want to be part of your business long term.

By attending this session you will:

1.30pm - 2.15pm

pandemic

MATT WILLIAMS

MARIA ENNA-COCCIOLONE

CFO & Founder, Inskin Cosmedics

Panel: Beauty during a

Due to the significant changes COVID-19 has presented the industry, it is imperative that past

success is compared to the industry's current state. Understanding the past and present will give

wellbeing has been a huge issue during the time. This session will discuss strategies to overcome

Managing Director, Professional Beauty Solutions

roadblocks present in your business structure.

insight into forecasting the future. Mental health and

- Reassess your management style for 2022
- · Discover what is important for a motivated,
- · Understand how to create a culture that provides opportunities for the growth and development of both your staff & business
- Learn how to recruit and induct new team members so they understand and embrace your "special" team culture.
- Create simple and easy to work with systems for all to follow.



### 11.45am - 12.30pm

### Win/Win commission structures and profit sharing for your team

Join Julie as she shares her insights into how to incentivise and retain quality staff to minimise business disruption and make it more profitable. A win/win for everyone!

You will learn:

- New ways to find and recruit staff
- Profit driving Key Performance Indicators (KPIs) & budgets to assist staff to make more money.
- Commission structures for staff that actually work
- The benefits of looking at profit sharing arrangements and even shareholder agreements with your key managers.

# **PIANTADOSI**

### 2.15pm - 3.00pm

### Using Instagram, Reels & TikTok to grow your beauty business!

We all know we need to be on social media and posting regularly, but if you aren't generating new clients, product sales & passive income from these platforms, you can often feel like it's a waste of time

During this session, you will learn how to boost your low engagement, how to always come up with content ideas, how to create content with ease and the simple strategies you can implement to drive CONSISTENT sales, bookings & new clients directly to

managers that get little to 0 results for your business!



**KELLY NOONE** 



#### 3.15pm - 4.00pm

### Repacking your offerings for increased profit

Effective packaging of your services is a sure pathway to improving your business's profits. Join Carly, Owner, Belle Pelle Body Clinic as she shares the secrets of how she sets the focus, value and offerings to clients to drive revenue and improve business performance.

- Understand your client's needs and find the gaps.



### **Sunday 21 August**



### Panel: Elevating your salon; Strategies to increase customer engagement and satisfaction

10.05am - 10.45am

Customers are more savvy than ever and it's not about meeting expectations but exceeding them How do you ensure your salon/clinic understands your clients' needs and wants and delivers the best service at each touch point of your business?

JULIE PIANTADOSI Total Coaching Academy

MATT WILLIAMS Managing Director, Professional Beauty Solutions

NICOLE LE LIEVRE intherapy Ethical Beauty

MARY HADDOCK-STANILAND

FAYE MURRAY

business



STOKIC Cherie Stokio



### 11.00am - 11.45am 7 keys to selling high-end products and treatments

Does your team struggle with not being able to sell high-end products and treatments? It is vital for a clinic with high end products and treatments to have the right processes, offers and training in place to bring in the right clients. With the right promotion and the advanced sales techniques you too can have the ultimate sales machine for your clinic.

#### In this session learn:

- How to find and attract the ideal clients and how to avoid the mistakes clinics make trying to sell to the wrong crowd.
- How to create the ultimate promotion to create interest and intrigue with your clients and get them raising their hand even before your
- How to train your team to sell high-end products and treatments with confidence and ease and avoid costly sales mistakes.

Panel: "The Great Resignation"

The biggest challenge facing the beauty industry right now is keeping and finding skilled staff. This panel

support where staff want to stay and how to motivate

will look at how to find staff, create the culture and



DANIELA

**BOERMA** 

11.45am - 12.30pm

How to build a profitable

Daniela Boerma has been in the industry for over 38 years, successfully running businesses from both from her home and in salons. Now the founder of the award-winning Bliss Day Spa in Caringbah Sydney, Daniela loves what she does and is passionate about helping others find their path. Join Daniela to hear what it takes to build a profitable business - all the inside tips and tricks.

### In this session you will learn:

- · How to increase revenue through choosing the right equipment for your business and when to
- How to budget correctly once you know your numbers
- How to ignite the power within through education and motivation.

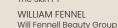




TAMARA REID ABIC & Timely GAY WARDLE

Gay Wardle Education







1.30pm - 2.15pm

and skills shortage

and reward your employees.











### 2.15pm - 3.00pm Panel: Social media success in salons (when you're short on time)



STREAM 2

### **Dermal Health** & Wellness

### **Saturday 20 August**



SARAH **HUGHES** 

### 11.00am - 11.45am Key Considerations in the Consultation

The foundation of effective service delivery, home care sales and customer retention is the skin consultation, analysis and customised treatment

This session will look at:

- Advanced analysis of skin conditions and how they relate to choosing the correct ingredient and device technology
- Important conversations to have with the client to ensure the treatment delivers on both the needs of the skin & the wants of the customer
- The new way of conducting digital consultations both prior to and within the salon
- Using advanced skin analysis equipment and how to integrate with traditional skin analysis
- Why detailed skin analysis is vital each visit and how to keep it relevant & engaging for the



**DOMINIQUE** SALEMI

### 11.45am - 12.30pm

### The gut-skin hormone connection – an inside out approach to treating skin

Join Dominique as she discusses how to approach inflammatory skin conditions in your clinic from the inside out, looking at the gut, internal health and hormones, and the role of nutrition to support skin

In this session you will learn:

- · The common drivers of chronic and inflammatory skin conditions
- Practical ways to support these conditions topically and internally.
- The impact in which the gut, liver and hormones affect our skin
- Key nutrients and dietary changes that support optimum skin health

### **Sunday 21 August**



**GAY WARDLE** 

### 11.00am - 11.45am Atopic dermatitis/eczema: inside out or outside in

Atopic dermatitis/eczema is one of the most common and most challenging skin conditions.
Uniquely organised by intrinsic and extrinsic aetiologies. During this talk we discuss the myriad of causes that start from both inside of the body and from external environmental issues. The onslaught of this disease can start at any stage of life from babies, to childhood, teenage years and adulthood.

We will start with an overview of the disease and then delve into both internal and external pathogenic factors. There can not be a one-size-fits-all approach to when treating dermatitis/eczema but we will certainly touch on some treatments that can give relief to the condition.



FIONA TUCK

Vita-sol

### 1.30pm - 2.15pm

### Essential fatty acids, omega supplementation and the skin

This presentation will cover essential fatty acids, their function and role in skin care. Understand the difference between the different EFA forms and why choosing the right form is imperative to achieving results. Fiona will discuss common EFA myths, what to look for when choosing supplements and what to

Learning outcomes:

- Understand the different types of EFA's & common myths
- Learn which lipids and EFA's benefit the skin
- Nutritional and genetic influences that affect
- Side effects to be aware of with EFA supplementation
- What to look for and avoid when choosing an
- EFA supplement The importance of staying within scope of





### 2.15pm - 3.00pm

### Natural extracts to help calm and manage inflammatory skin conditions

Dr Marçal will discuss inflammation in the skin, how this can be addressed topically and natural extracts that can be used to help manage inflammatory skin concerns. She will summarize some known inflammatory skin conditions seen in the clinic and how they may present.

Dr Marçal will also discuss the importance of recognizing modalities in the clinic that have the potential to induce uncontrolled inflammation

- Identifying factors contributing to inflammation
- A summary of modalities in the clinic that may induce inflammation and how we can help keep induced inflammation in check
- · Learning natural actives that help calm and reduce inflammation through the skin



#### 11.45am - 12.30pm

### Managing stress through nutrition and lifestyle

Research has linked high levels of ongoing stress with numerous health problems, and these include inflammatory skin conditions.

Join Chiza to learn more about the impact of stress on various organ systems and effective ways to manage stress through dietary and lifestyle

Key Learnings:

- Understand the physiological differences between short and long term stress
- · Learn about the impact of stress on aut
- Learn about the relationship between diet and
- Learn about effective solutions to stress management



1.30pm - 2.15pm

### **Unpacking skincare** ingredients

Join Rita as she discusses the effectiveness and safety of ingredients in cosmetics and navigates the jargon, hype and claims that are confusing

In this session you will learn:

- The science of your skin
- · The benefits of particular ingredients.
- The synthetic versus natural debate
- Ingredient efficacy and synergy -concentrations, quality, origins and how they work with other ingredients.



2.15pm - 2.45pm

Panel: A deep dive on combination therapies for skin perfection

Presented by











3.15pm - 4.00pm

### Panel: The Clean Beauty movement & the conscious consumer

Clean Beauty is part of a growing worldwide wellness trend, with the market size expected to double from 2016-2024.

This panel will delve into:

- · What does clean beauty mean?
- · Who is the conscious consumer and why is it important to understand their values?
- How do salons appeal to the conscious consumer and become an eco-friendly, sustainable salon.











### **Saturday 20 August**





TINA VINEY ractitioners Advisorv Vetwork

### 11.00am - 11.45am Where is the aesthetics industry heading?

We live in a rapidly changing world. Meanwhile, competition is fierce, new technologies and nnovations are flooding our industry punctuated with alobal uncertainties. The threats are real, but so are the incredible opportunities.

The language of success has changed. We need a new mindset, a new way of looking at our future.

This compelling lecture will present an update of where the Aesthetic Industry is Heading. It will also address the key attributes we will need to develop to ensure our challenges become our stepping-stones



FIONA **KUYSTERS** JK Aesthetics



#### 11.45am - 12.30pm

How non-surgical cosmetic treatments (cosmetic injections) can enhance your skin treatments

In this interactive session Fiona will share her knowledge on the shifting trends and advancements in the field of aesthetics, including the evolution and rise of non-surgical/minimally invasive treatments into the

In this session you will learn:

- How non-surgical cosmetic treatments (cosmetic injections) can enhance your skin treatments
- · How to identify the areas of cosmetic injecting treatment according to individual client needs
- · A holistic approach to beautification and treating
- · How best to address patient concerns tailoring a treatment plan to meet client concerns
- Gain an insight into how your cosmetic injector



DR MARIUSZ **GAJEWSKI** 

#### 11.00am - 11.45am

Beauty through a needle: The top 5 things you need to know about dermal fillers and antiwrinkle injections

With more than 500,000 procedures carried out each year, cosmetic injectable treatment has become Australia's most sought-after non-surgical skincare solution. As beauty practitioners, it is important to fully understand the nature and risks of various

Key Learnings:

- What are Dermal Fillers?
- · What are Wrinkle Injections?
- Be able to talk confidently when answering your client's questions about cosmetic medicine
- How can they complement my existing practice?



**MADELINE** FIRKINS SM Aesthetic

### 11.45am - 12.30pm Advancements and results with threads

PDO Threads launched into the Australian market a few years ago and have created a lot of interest. An aesthetic treatment to provide a non-surgical face lift and improve skin elasticity, this session examines how they are currently being used in a practicing cosmetic clinic, their success and considerations.

This session will look at:

- What are Threads and how and where can they be used?
- What has changed and developed in this treatment?
- · Risks and Complications?
- How can they complement your existing



**KAREN CHO** 

### 1.30pm - 2.15pm

**Multi-cultural Australia:** increasing your client base with skin types IV, V and VI and treat them safely with energybased devices

In this session, we will explore:

- · Areas of growing trends and analysis of patient
- How medical devices such as picosecond lasers contribute to enhancing clinical outcomes and improving patient welfare on skin types IV, V and IV.
- Reviewing the action mechanism of ultrashort picosecond laser in treating various clinical indications with the support of clinical
- The combination treatment of energy-based devices to potentially expand the customer



LASHANA SHEPHERD

#### 3.15pm - 4.00pm

Choosing the right aesthetic devices for your business and effectively use multimodalities

Investing in beauty technology is expensive and you want to make sure that you have the equipment that achieves the best outcomes for your clients. This session will look further into:

- · What you should invest in first?
- Understanding skin anatomy and its interaction with LED, laser and IPL devices
- The advantages and disadvantages of each device type and the opportunities to use in
- Selling your treatment to clients for the right
- What to look for when choosing equipment
- · How to make the return on your investment before equipment is obsolete?
- What skills and qualifications are required and where do you receive the training?



METRO-DORA **CLIFFORD** 

1.30pm - 2.15pm

The difference between Melasma, sun damage and Hyperpigmentation and how to treat these conditions in your clinic

How to manage recalcitrant pigmentation in Australian sun-damaged skins and in particular, with Asians living in Australia. The focus is on how to treat these skin conditions using the Q-Switched Nanosecond laser or the Pico-second laser.

This presentation will cover questions on can pigmentation be treated with IPL or the Long Pulsed Lasers, how do these treatments differ from treating with the Laser Genesis mode and when should you use the 1320nm in Nd.Yag Long Pulse mo



**DR MARTINA** LAVERY

### 2.15pm - 3.00pm

### How Covid has impacted the heart shaped face

The challenges of 2020/21 COVID living has impacted all facets of our lives. The uncertainty and anxiety has escalated stress in our bodies. Our faces are changing too! .... Gone is the coveted heart-shaped face, the highly sought-after feminine face shape requested by on trend beauty seekers globally morphed to the masculine square jawline...

The culprit ... the masseter muscle ... over used and bulked up during times of stress .. presenting with facial pain, sore joint and broken/sensitive teeth.

This presentation will discuss:

- 2020/21 CHANGING TIMES: CHANGING FACES The significance of stress during COVID
- How the face shape changes from heart shape to square due to masseter muscle bulking
- · How to treat and prevent



2.15pm - 3.00pm

#### Plasma Fibroblast – what you need to know

Plasma fibroblast has evolved over the past two years and become an important treatment for all aestheticians in their clinics. When correctly used it produces amazing results.

In this session you will learn:

- The importance of prepping the skin to reduce adverse reactions/risks and increase
- The latest techniques that are safer and deliver exceptional results
- Combining plasma with other modalities
- What to look for when choosing a plasma pen







NANCY ABDOU



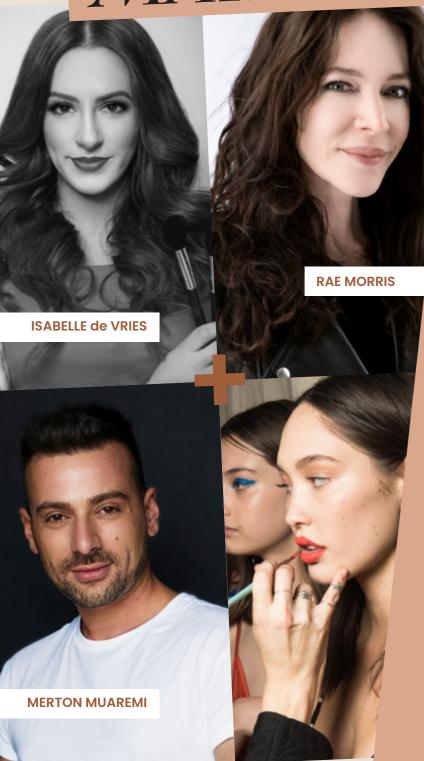
### 3.15pm - 4.00pm

Panel: Remaining relevant in today's changing beauty market and how to successfully transition into aesthetics

How are Salons ensuring that they are remaining relevant in today's changing Beauty market? What does it take to successfully transition into Aesthetics? This panel will look at the technology, education & training, marketing and collaboration required and how the journey can be in made in stages to match a

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# afterpay& MAINSTAGE



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2022

ends 26 June

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