

# A win-win for great skin

Photos WILLIAM DAVENPORT

Women of Wellington rejoice – the newly crowned New Zealand Therapist of the Year Rachel Robertson works her magic right here in Thorndon at Skin Therapy



Helen Daly and Rachel Robertson

*You have recently been named NZ Therapist of the Year – how does that feel?*

To hold the title of NZ Therapist of the Year 2011/2012 is a pretty amazing feeling! I have worked really hard to be at the top of the industry and be able to provide my clients with the absolute best. It has been an extremely busy few years running the business, having a baby and launching Prologic, my own professional skin care line, but it has also been so rewarding.

I guess it really has been recognition for the 13 years that I have dedicated to the industry. I don't see this

as my job: it's my life, career and passion all rolled into one.

*The clinic also did very well at the beauty therapy awards.*

It did, this is the first year we have entered Skin Therapy into the 'Best Clinic' category. This is open to every single clinic in the country so the criteria was pretty tough and the entry was about 400 pages. We were named in the Top 5 clinics in NZ and were the only Wellington Clinic to make the finals. Helen Daly,

Skin Therapy's manager, also made the Top 5 for NZ Therapist of the Year. I think it's pretty amazing to have won the title of NZ Therapist of the Year, have my manager be in the top five (and the only other Wellingtonian to make the finals) and have the clinic be named in the top five in the country. We have worked really hard for this, but it is what we do on a daily basis with every single client anyway.

*You must have a real passion for what you do.*

Absolutely, as I said before this is my life, career

and passion all rolled into one. The passion comes from a desire to help and educate people. I have been specialising in advanced skin care and treatments for five years now, so I see my job as really important. There is a lot of inaccurate information and a lot of marketing hype, people don't really understand what they are buying or what their skin really needs. I want to be able to educate people, give them the understanding and skills to get the absolute best out of their skin.

This understanding really does change people's lives, the amount of times I have been told after doing an Advanced Skin Analysis Consultation 'It all makes sense, why haven't I been told this before?'. The reward for me is seeing the results that my clients get. One example is a client that hadn't left the house for 20 years without wearing make-up, she now feels so confident and happy with her skin that she hardly ever wears makeup, the words 'you changed my life Rachel' still sit with me all the time. That's enough of a reward and more than enough to keep the passion going.

I also have a passion for educating our younger therapists coming through. As the Wellington Area Rep for the NZ Beauty Therapy Association my role is to look after all of the Wellington members and also the students. I speak at all of the Beauty Therapy Schools throughout the year about the industry and educate them. After 13 years I wanted to give back to an industry that has given me so much.

*That passion has also led you to developing your own skincare range. Can you tell us more about it.*

Yes, Prologic has been launched and is doing amazingly well. Having my own skin care range is something that I have wanted to do for many years, after studying Cosmetic Chemistry last year I decided it was the right time. After launching Omega 3 Treatment Oil in October last year, it hasn't stopped. The Omega 3 Treatment Oil surpassed my expectations and is selling so well, we have had such amazing results with it that we entered a case study on it into the NZ Beauty Awards.

I wanted to produce a range of products that was unlike anything else I had seen or worked with. Prologic came from the 'Pro' as in we are pro-educating and 'logic' as in the logic behind the ingredients. I wanted skin care that had a real effect on the skin, not a product that promised results, yet when you looked

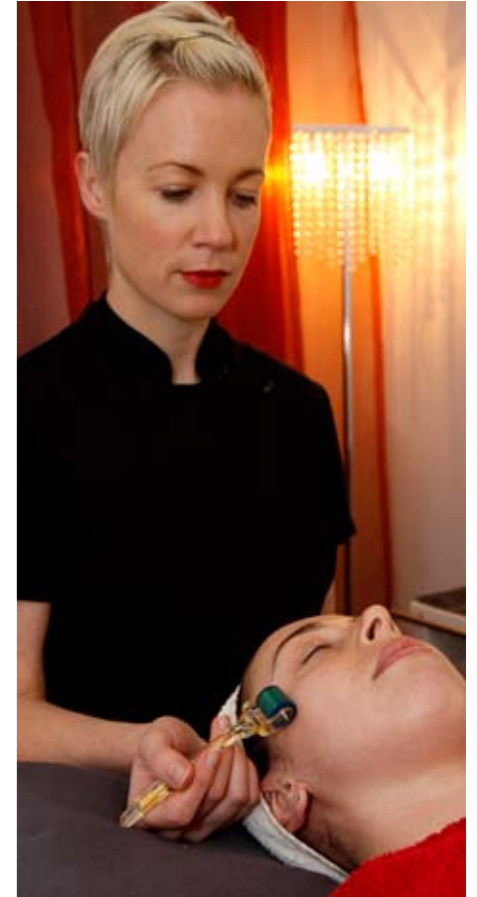


at the ingredients on the back, you knew it was not going to deliver. Prologic stands for real ingredients and real results. After more than a year of formulating and working with a pharmaceutical lab I have now launched five products in total, the Omega 3 Treatment Oil, Pre Cleanse Oil, Cream Cleanser, Gel Cleanser and Pigment Cleanser. Still to come this year are two treatment products for pigmentation and three repairing products for cell damage and anti-ageing.

It has been a huge dream that has become a reality, it's busy running two businesses, having a 2-year-old and the normal things that women do, but I wouldn't want it any other way.

*You have obviously been a busy lady – what's next?*

Well, winning NZ Therapist of the Year, along with both Helen and the clinic doing well has really thrown



us into the spotlight. Skin Therapy is really busy and we are continuing to grow. We are in the process of looking for another amazing therapist to join our team. We recently launched a new medical grade treatment for anti-ageing and pigmentation, we will continue to push the boundaries and offer our clients the very best.

I plan to have the Prologic range complete in the next 6-9 months. At that point it will be available at Advanced Skin Care and Beauty Therapy Clinics throughout NZ, then exported internationally. I want to do as much of the hands-on training myself as possible, Prologic is about educating, not just selling someone a product – no one knows that product like me.

Next year I would also like to run some educational seminars for both the public and therapists about 'Skin' – what it needs to function and how it really works.

But most of all I want to keep working hands-on with my clients, seeing those amazing results.

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