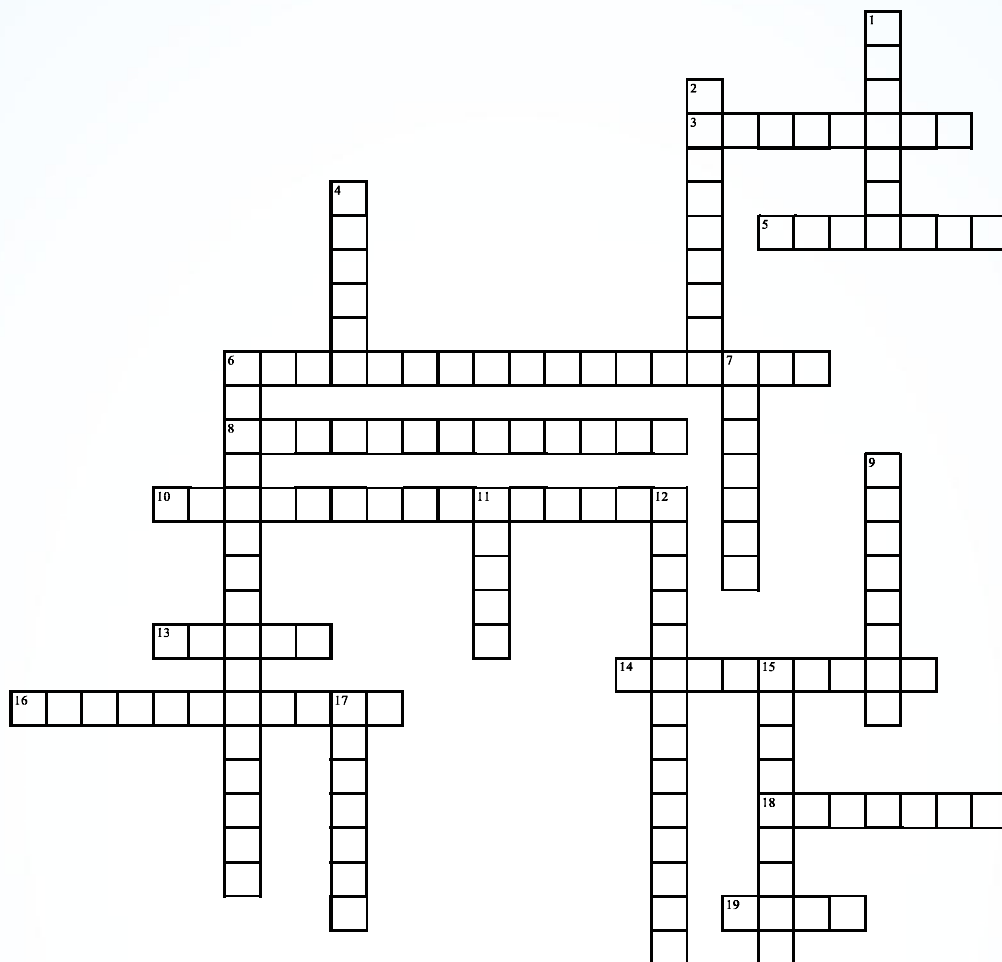


# AIA Puzzler

The answers to the puzzle below can be found within the editorial content of this issue.



## Across

3. Offering an improved treatment to clients.
5. When the client seeks information or advice from a professional.
6. Darkening of the skin.
8. This depends on the staff's ability to communicate the value of the upgrades to the clients.
10. The FDA admits to having no federal standards governing the use of this term on products.
13. This type of foundation should be used while highlighting and contouring.
14. High fructose corn syrup is also referred to as this. (Two words)
16. This scale is the current method to classify skin colors and their reaction to ultraviolet light.
18. Helps ease dry skin by creating a barrier on top of the lip's mucous membranes. (Two words)
19. Helps not only describe your services and add-ons, but conveys who you are as a business.

## Down

1. Makeup is based on the basic principles of catching light and creating these.
2. This type of ingredient attracts water to the upper layers of the skin.
4. A convenient educational program with an array of different resources.
6. Loss of pigmentation.
7. When your body becomes nonresponsive to this, it can result in obesity.
9. Having this type of imbalance can cause excess hair growth and acne.
11. When waxing, you are aiming for this part of the hair to weaken in order for hair to grow back finer.
12. Refers to certain ingredient's ability to clog pores, encourage blackhead formation, or aggravate existing breakouts.
15. Balms with this oil in them can help nourish brittle nails.
17. An unfriendly strain of yeast that lives in the gastrointestinal tract.

