

Cosmetic clinic marks ten years in the business with sales growth

In Edinburgh we have the very first clinic to register with Healthcare Improvement Scotland (HIS), and it seems their responsible attitude is paying off as sales are growing at 21%.

Dermal Clinic in Morningside now regards itself as a flag bearer for best practice, and to grow the business has introduced innovative new treatments. These include medically led weight loss, a treatment for thin eyelashes, new skin treatments and tattoo removal procedures.



Calling for tighter regulations on unqualified practitioners, the clinic practises what it preaches with staff training for their 10 employees. Jackie Partridge, the clinic founder, was headhunted to lead a Scottish Government initiative introducing new laws for independent clinics such as Dermal Clinic.

Jarrold Partridge, who runs the clinic with wife Jackie who is an accomplished cosmetic nurse, said: "This is a testament to our team – and to the power of doing things the right way.

"What's even more pleasing is to get these figures just ahead of our 10th anniversary in November. Now we plan to celebrate that with some of the most loyal staff, customers and suppliers who've helped us with this achievement."

The clinic was shortlisted for five awards at the Scottish Medical Cosmetic Awards earlier this year and has three

nominations at The Look Awards 2017.

Jackie, who has collected numerous cosmetic nursing accolades, said: "It's been a real year of success on multiple fronts, but for me the biggest success is that we continued to shine a light on the real and powerful benefits of ethical cosmetic treatments.

"Too often in the media there is a focus on botched treatments or people are turned off by so-called 'trout pouts' and the over exaggerated use of fillers and Botox. In fact, these are extremes and in no way represent what we do at Dermal Clinic.

"One of the keys to our financial performance is that we give people measured advice, treatments that are right for them and which deliver subtle-yet-effective results. We give our customers the confidence to feel comfortable in their own skins."



Jackie says that Dermal Clinic's message about responsible practice, tailored treatments and measured results has struck a chord with the people of Edinburgh. However, the core customers are professional women, aged from their 30s to 50s, who juggle families and careers, often while working in the city's booming financial sector.

She added: "There may once have been a sense that cosmetic treatments were showy or tacky. Now we are seeing increasing interest and demand from professional, well-educated women who want to look their best while remaining natural."

In January, Dermal Clinic announced a partnership with Changing Faces as its chosen charity for 2017. The charity helps people with a disfigurement find a way to live the life they want. Its programmes offer specially-trained

practitioners at children's hospitals in Edinburgh and Glasgow to provide a skin camouflage service to show people how to use specialist products to conceal birthmarks, scarring and other skin conditions.



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