### **ONLINE EXCLUSIVE ARTICLE**



### Cultural Marketing: How Communication and Relationships Can Differ Due to Clients' Cultural Backgrounds

by Mara L. Shorr, vice president of marketing and business development for The Best Medical Business Solutions, and Angelica Pierini, administrator at Pierini Esthetic Surgery

The world is a diverse place that allows for the enjoyment of cross-cultural interaction. As a result, skin care professionals must be careful when trying to fit their spa's culture into a sea of sameness because their demographic makeup greatly affects a number of factors including the methods with which the spa is marketed to clients and how they are communicated with once they are in the spa.

To read more of Cultural Marketing: How Communication and Relationships Can Differ Due to Clients' Cultural Background, visit DERMASCOPE.com.

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