

# SKIN CARE PRODUCTS

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All our products are non-comedogenic (that just means they won't clog your pores), allergy-tested, dermatologist-tested, ophthalmologist-tested, fragrance-free, safe for sensitive skin, and NOT tested on animals.

All Mary Kay products come with a 100% guarantee. If you don't like a product for whatever reason, or if you just don't use something, please return it to me. Mary Kay will reimburse me. We don't want you to have that drawer full of "buying mistakes."

- **Satin Hands** ... The first step protects and conditions the skin while sealing in moisture. (Extra Emollient Night Cream is a product that was in the first Mary Kay Skin Care line in 1963! It's great for (From Pat: ad lib what you use it for ... without sounding like a "medicine man"). The second step exfoliates and cleanses. And the third step hydrates the skin. Have you ever applied hand cream and noticed just a few minutes later that it "didn't work"? That's because that top layer of dead skin cells acts as an "armor" preventing the moisture from getting to the skin below. Try applying the first and second steps to your legs and then shaving it off! Your legs have never felt so smooth! It's great to do just prior to applying Sunless Tanning.
- There are 5 basic steps to **Basic Skin Care**: Cleanse, Exfoliate, Tone or Freshen, Moisturize, and Protect.
- Although we used to have a five-step program designed for each skin type, Mary Kay understood that today's woman doesn't have time for 5 steps and they created the patented **TimeWise 3 in 1 Cleanser** so that you can complete 3 steps in one! Simply cleanse in the morning and the evening and you'll be cleansing, gently exfoliating, and toning your skin. Doesn't it make sense to a product which multi-tasks like we do? Remember that your skin cells are like roof shingles. So you'll want to "mess them up" while cleansing with an upward and outward motion. And when applying makeup you'll want to smooth them downward to give your skin a smoother texture and flatten those little peach fuzzies ... some of us have more than others!
- **TimeWise Day and Night Solutions** deliver our exclusive "Pro-newal" system with crucial daytime protection and nighttime renewal.
- The **Day Solution SPF 25** (for daytime use, From Pat: think "white/light" as in daylight) has protects you from UVA and UVB rays. Powerful micro-sized protectors and filters help prevent skin damage and discoloration before they occur! Don't you like the idea of being proactive when it comes to preventing the signs of aging? It's always better to prevent than to repair isn't it? This product also has calming peptides which help relax fine lines and wrinkles making them less noticeable. Day Solution looks like a moisturizer ... feels like a moisturizer ... but it is NOT a moisturizer. It's designed to be worn under your moisturizer. It does not hydrate the skin.

- The **Night Solution** (for nighttime use, From Pat: think “stars at night” for the little suspended Nutribeads) contains ingredients that help your skin repair and renew itself, reversing the signs of aging while you sleep! Don’t you wish we had more things in our lives that work while we sleep? This remarkable solution contains vitamins C & E (powerful antioxidants) as well as retinyl palmitate. They are located in the Nutribeads microcapsules which burst as they are pumped out delivering fresh ingredients that maintain their effectiveness! Isn’t that amazing? If you picture your skin as a beach and it’s all bumpy and you take a straight-edge to it every day, you’ll have a nice smooth patch of beach. If you stop it will go back to the way it was. That’s how these ingredients work to smooth your skin’s texture. That’s also why you want to be consistent in your Skin Care routine. It also has collagen-enhancing peptides. Visualize your skin as a brick wall and think about what happens to a brick wall after many years of neglect. The mortar breaks down and the bricks sag and shift. That’s exactly what happens to our skin. When you use the Night Solution every night you’ll strengthen the collagen (the mortar) and your skin cells (the bricks) are fully supported giving your skin a youthful look. Don’t you wish you could put this all over your body?
- **TimeWise Moisturizer** is an essential part of your basic Skin Care. An important benefit of our TimeWise Moisturizer is that it hydrates for 10 hours. Most moisturizers only moisturize 6-8 hours. When your skin is dehydrated, your makeup won’t last as long. Did you ever notice how your makeup “disappears” when you’re not feeling well, or are dehydrated (From Pat: like on airplane flights ... check out the mature flight attendant’s skin)? How about when you look in the mirror around 3 o’clock and can’t figure out what happened. You KNOW you put makeup on that morning! Just as important is its ability to accelerate the skin’s natural renewal process, revealing firmer, smoother skin with fewer lines and wrinkles!
- The skin in our eye area is not the same as the skin on the rest of our face. It is the thinnest and most delicate part of the face. It doesn’t have as many sebaceous glands and there is less collagen and elastin in the eye area. Since these unique characteristics require special attention, you only want to use products that are specifically made for the eye area. Additionally, all facial Skin Care products do something we call “migrate”. That just means that they move around after you apply them. You don’t see them move. But that’s why when you apply sunscreen so very carefully as to not get it in your eyes and suddenly it’s in your eyes!!! Products that are specifically made for your eyes won’t migrate into your eyes. You’ll want to use your pinkies and ring fingers only when working in the eye area. (They are the weakest fingers and we don’t want to pull the delicate eye skin away from the tissue below, helping Mother Nature along!!!) You’ll want to “stipple” the product going toward the nose under the eye and away from the nose on the eyelid going with the natural configuration of the tissue beneath the skin. (The tissue beneath the eye area is in a figure 8.)

- **Indulge Soothing Eye Gel** is for anyone with puffiness or wanting to prevent puffiness! This cool gel literally reduces puffiness almost instantly! It contains green tea extract known for its soothing and calming properties as well as free-radical scavenging! I have some customers who keep it in the fridge ... it feels so good and can be applied right over your makeup! Although it is most effective when regularly applied before your Firming Eye Cream.
- **Firming Eye Cream** is a must have! Our Firming Eye Cream is a luxuriously rich eye cream so advanced it improves firmness, lightens & brightens, provides intense moisturization, plus it minimizes fine lines and wrinkles. It also has collagen-enhancing peptides (remember the brick wall?) revitalizing cells for firmer skin.
- **Foundation** is the last essential step of the basic Skin Care, Protect. Mary Kay considers our Foundation to be part of the Skin Care line, not the color cosmetic line. It does have cosmetic benefits like evening out skin tone. In fact, when the right shade is applied properly, a great foundation can make all the difference in the world. If you are going to bother to take a few minutes each day to take care of your skin, doesn't it make sense to protect it? Think about what ends up on your windshield. You sure don't want that on your face! Keeping skin clean is essential to great skin. Foundation is the only product that actually sits on top of your skin. The rest of the products are effective on the lower layers of the skin. So, you'll want to wear a little foundation even when it's "not a makeup day." It will blend into your skin and won't be noticeable. The last thing you want anyone to say to you is, "Hey, great foundation!" The best place to determine the right shade is in natural sunlight. Tomorrow, stick your head out your window to check your shade in your side view mirror ...J ... if it's not a perfect match we'll change when we get together for your personalized makeover.
- Our **Microdermabrasion Set** is an incredible two-phase treatment for anyone who is looking for instant gratification! Would it surprise you to know that it is the 4<sup>th</sup> most popular non-surgical procedure performed in dermatologists' offices? In fact it's only recently that the FDA allowed cosmetic companies to produce and market this product. It used to only be available in doctors' offices and at high-end spas. And women were, and are still, paying \$250 per application! Ours is \$55 and delivers about 30 applications. And it has the same ingredient, alumina oxide crystals. (Not aluminum!!) It is an advanced exfoliator (Refine) that immediately energizes the skin to reveal a more radiant, healthy-looking surface. Ours is the only one I know of that has a second step (Replenish), which replenishes and soothes the skin with tea extract. It also aids in the rejuvenation process and protects against environmental pollutants.
- **Oil-Free Eye Makeup Remover** is the best way to remove your eye makeup. I don't recommend using our TimeWise Cleanser ... you don't want to get any of the "scrubbies" in your eye. You'll notice it leaves no film and for that reason it is so popular with my contact lens-wearers. This unique, two-phase product gently removes even waterproof eye makeup without rubbing, pulling or tugging. (Remember that the skin in the eye area is thinner and more delicate ... etc ...?)

It's perfect for those times when you are going someplace special after work and you want to shower and re-do your makeup. Remove your makeup with Oil-Free Eye Makeup Remover and you can immediately re-apply your makeup flawlessly because it doesn't leave a film.

- **Satin Lips** ... you are going to LOVE this product. I can't even keep it on my shelves during the winter months. Did you know that our lips have an extremely thin outer layer? As we age, the already thin layer becomes thinner. To make things worse, lip skin does not have sweat or sebaceous glands. Without the usual protective layer of sweat and body oils, the lips dry out faster, become chapped more easily and age faster than other parts of the skin. We all have the girlfriend who is "addicted" to Chapstick, right? The reason for that is that while those types of products have emollients they usually have alcohol or witch hazel as one of their main ingredients. People apply it ... feel better ... alcohol dries their lips again ... apply it again ... etc. It's basically job security for the Chapstick people! Our product does not have any drying agents. Satin Lip Mask will exfoliate those dead skin cells (remember Satin Hands?) while the Lip Balm will hydrate for up to 6 hours leaving your lips feeling and looking fabulous!