

## What differentiates RE9 from other products on the market

- Pure and safe – doesn't contain all the chemicals we just discussed
- It works – RE9 stands for results (show before and after photos)
- Works at all 3 levels of your skin – dermis, epidermis and subcutaneous
- Proprietary formulations by Dr. Peter Matravets (used to be with Aveda) so these formulations are not in any other product or for sale anywhere else
- Concentrated – a dot is a lot (good for your budget!!!)
- 9 advanced elements that provide the immediate results you will see when using this product– see page 3
- 6 key botanicals that contribute to the results– see page 3
- A.C.E. Vitamins – anti-oxidants in RE9
  - o All products have one “A”, one to three “C”s and one to two “E”s
    - A = Retinyl Palmitate
    - C = Magenesium Ascorbyl Phosphate, Ascorbyl Palmitate and Tetrahexyldecyl Ascorbate
    - E = Tocopheryl and Tocopheryl Acetate PLUS
      - Thioctic Acid (Alpha Lipoic Acid)

**Your face is a garden – if you want beautiful things to grow, you need to weed, feed and water it – let's see how ...**

*Have people use the products on their face or back of their hand (Pull out one at a time)  
Discuss this after you have spoken about the Company and the Arbonne  
Difference (all the chemicals not in our products)*

## WEED ...

### RE9 Cleanser:

- First of all, you don't want your skin to feel squeaky clean as it means you stripped it.
- Our skin has an acid mantle which protects our skin from free radicals, dirt, toxins etc.
- Most cleansers strip your acid mantle leaving your skin open to all the dirt, toxins etc. and creating sensitive skin, skin irritations, dry skin, oily skin
- This cleanses without stripping or drying your skin and removes eye makeup too.

### RE9 Toner:

You can spray toner directly onto your face or use a cotton ball to remove traces Of cleanser or makeup

- Our skin has a natural Ph of 5.5 - water has a Ph of about 12 (acidic as opposed to alkaline)
- Every time we wash our face, it takes 12-14 hours for our skin to naturally restore itself back to 5.5 and what do we do every 12 hours (wash our face again)
- This is why toner is such a critical step in the process
- This toner will help minimize pores and will correct the ph in your face back to 5.5 so that your skin is ready to receive the moisture that it needs in the next steps
  - o Antioxidant-rich, pH-balanced mist with vitamins A, C and E regenerates skin tone and firmness to deliver younger-looking skin. Returns skin to 5.5.
  - o Witch Hazel -closes pores
  - o Cucumber -moisturizes and soothes
  - o Watercress -conditions and moisturizes
  - o Ginseng Root -Tones

## FEED ...

### RE9 Serum:

- The serum is the magic product.
- Your skin will drink it in .
- It boosts the collagen in your skin .
- **The alpha hydroxy acids breakdown the glue that holds dead skin cells together so your skin is prepared to absorb moisture (which is your next step and so important to anti-aging).**
- **It's scientifically proven to diminish the appearance of lines, wrinkles and acne scars.**

## WATER ...

### RE9 Eye Cream:

- **The skin and oil glands around your eye are different than the rest of your face.**
- If you put a regular moisturizer around your eyes year after year, you'll stretch out those glands which cause puffiness and sagging.
- **Eye creams are made specifically for those glands.**
- Eyes are one of the first places people show aging, so you should start a good eye cream in your 20s for prevention. (show how to apply with ring finger)
  - o **Sesame Oil( moisture, anti-oxidant)**
  - o **Tea( anti- inflammatory, anti-oxidant)**
  - o **Hydrolyzed Lupine( essential amino acids)**

- **Caffeine ( helps absorb active ingredients)**
- **Brewers Yeast (Saccharomyces Cerevisiae)**
- **Helps hold moisture**

#### **RE9 Day Cream: Our protector**

- **2 types now – regular and extra moisture**
- Ours has an SPF of 20 and does not contain any benzenes (oxybenzene or avobenzene – it is zinc oxide based)
- This is an easy way to give your face a vitamin treatment in 5 seconds.
- **This day cream protects from sun damage, while pouring anti-oxidants into your skin and firming and tightening your face.**
  - **Sea Buckthorn**
  - **Vitamin C**
  - **Algae**
  - **Kudzu**

#### **RE9 Night Cream:**

##### **Our corrector**

- Your body repairs its cells while you sleep.
- The same happens with our skin.
- **This night cream repairs cell damage from the day, which is why it's called our Repair Night Cream.**
- It is light and is a critical anti-aging product.
- We **MUST** use a good night cream, especially if we have really dry OR really oily skin. **Bad night cream (or none) contributes to overly dry, overly oily or acne prone skin!**
  - **Rich in essential fatty acids :**
  - **Sweet Almond oil (nut), safflower, jojoba, sesame, wheat germ and sunflower.**
  - **Squalane grain: essential repair, essential fatty acids and cell regeneration.**
  - **Aloe to soothe**
  - **Vitamin A Retinol Palmate- a stable form**
  - **Vitamin C Magnesium Ascorbyl -crucial for collagen synthesis**
  
  - **Vitamin E Hydration- for moisture and oil balance.**

### **9 Advanced Elements (page 13 of catalogue)**

- 1) Algae – supports collagen through moisturization to help diminish the look of fine lines and wrinkles
- 2) Stabilized Vitamin C – supports moisture framework of skin
- 3) Bi-Hydria Complex – softens and conditions (Birch Leaf, Clover Blossom, Cucumber, St. John's Wart, Watercress and Gingsen Extract
- 4) Vitaspheres – deliver antioxidants A.C.E for smooth and supple skin
- 5) Elhibin and Stimu Tex – support moisture balance
- 6) Alph Lipoic Acid – antioxidant
- 7) Copper – softening properties
- 8) Alph and Beta Hydroxy Acids – reveal next layer of skin, reduce appearance of aging and improves texture of skin
- 9) Peptides – enhance skin smoothness, while diminishing the appearance of fine lines and wrinkles

### **6 Key Botanicals (page 13 of catalogue)**

- 1) Pineapple
- 2) Sea Buckthorn Oil
- 3) Kudzu Root Extract
- 4) Marine Lavender Extract
- 5) Hydrolyzed Lupine Protein and Alfalfa Seed Extract
- 6) Beech Tree Bud Extract