Environ® presents
Refresher Retail training
Why are you in partnership with Environ?

- Well respected in the beauty industry.
- Continuous product innovation.
- Leading edge technology.
- Continuous commitment to customer service and training.
what Environ can offer you

Increased profitability

Increased sales

Increased loyalty

Client satisfaction

Product satisfaction
Environ for life

Childhood

Adolescence
Environ for life

20’s

30’s
Environ for life

40’s

50’s

60’s
The challenge of absorption
1. The biggest challenge to the cosmetic industry is absorption of products into the skin.

2. The structure of the skin impedes absorption.

3. This poses an enormous obstacle in obtaining results through topical treatment.
the epidermis

Epidermis: 0.1 – 0.2 mm thick

Stratum Corneum: 0.01 – 0.02 mm thick

SC: Stratum Corneum
G: Stratum Granulosum
S: Stratum Spinosum
B: Basal Layer
the Environ solution
The unique Environ approach to enhance absorption:

1. Scientific combination of technologically advanced ingredients.
2. Combination of Pulsed Iontophoresis and
3. Low Frequency Sonophoresis
4. Cosmetic needling
5. Cool Peeling
Regular use of Environ home care in conjunction with ionzyme® DF treatments have delivered the following results in only three months.
Key Ingredients found in the Environ range
<table>
<thead>
<tr>
<th>Vit A</th>
<th>Vit C</th>
<th>Vit B</th>
<th>Antioxidants</th>
<th>AHA</th>
<th>BHA</th>
<th>Peptides</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retinyl Palmitate</td>
<td>Ascorbic Acid</td>
<td>B3</td>
<td>Lycopene</td>
<td>Lactic Acid</td>
<td>Salicylic Acid</td>
<td>Argireline®</td>
<td>Hyaluronic Acid</td>
</tr>
<tr>
<td>Retinyl Acetate</td>
<td>MAP</td>
<td>B5</td>
<td>Lutein</td>
<td>Glycolic Acid</td>
<td></td>
<td>Leuphasyl®</td>
<td>Squalane</td>
</tr>
<tr>
<td>Retinol</td>
<td>VCIP</td>
<td>B12</td>
<td>Beta- Carotene</td>
<td></td>
<td></td>
<td>Syn®ake</td>
<td>Tea Tree Oil</td>
</tr>
<tr>
<td>Vitamin E</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Matrixyl® 3000</td>
<td>Mineral Oil</td>
</tr>
<tr>
<td>Green Tea Extract</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Dermaxyl®</td>
<td>Colostrum</td>
</tr>
<tr>
<td>Honeybush Tea Extract</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>SepiWhite-MSH™</td>
</tr>
<tr>
<td>Rosemary Leaf Extract</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Kaolin Clay</td>
</tr>
<tr>
<td>Resveratrol</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Ceramide 2</td>
</tr>
</tbody>
</table>
Vitamin A

Retinoids (animal form)
- Acid
  - Retinoic Acid
- Alcohol
- Ester (fat)
  - Retinyl Palmitate
- Retinyl Acetate

Carotenoids (plant form)
- Beta-Carotene
Before

Horny Layer

Langerhans Cell

Fibroblast

After 3-6 months

Growth Layer

Melanin
Vitamin C

- Ascorbic Acid
- Magnesium Ascorbyl Phosphate
- Sodium Ascorbyl Phosphate
- Ascorbyl Tetraiso-palmitate
Benefits of using vitamin C:

- Stimulates healthy collagen production
- Treats pigmentation and sun damage
- Antioxidant, recycles vitamin E
- Offers natural UV protection
## Summary

<table>
<thead>
<tr>
<th>Lactic Acid</th>
<th>Glycolic Acid</th>
<th>Salicylic Acid</th>
</tr>
</thead>
<tbody>
<tr>
<td>Known to promote hydration levels and assist in the treatment of uneven skin tone.</td>
<td>Known to support desquamation.</td>
<td>Known to eliminate bacteria which cause acne.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Promotes exfoliation.</td>
</tr>
</tbody>
</table>
the penetration of UV-light
Environ product offering
the Environ product offering
AVST™ range

eye make-up remover
pre-cleansing oil
hydrating exfoliating masque
cleansing lotion
moisturising toner
AVST eye gel
AVST gel
AVST 1, 2, 3, 4 & 5
### AVST™ range

<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>eye make-up remover</td>
<td>• Honeybush Leaf Extract &lt;br&gt;• pro-vitamin B5</td>
<td>• Soothing &lt;br&gt;• Oil-free &lt;br&gt;• Safe for use by contact lens wearers &lt;br&gt;• Suitable for all skin types</td>
</tr>
<tr>
<td>pre-cleansing oil</td>
<td>• Jojoba Seed Oil &lt;br&gt;• Caprylic/Capric Triglyceride &lt;br&gt;• Hydrogenated Polydecene</td>
<td>• Emulsify excess surface oils &lt;br&gt;• Assists in removing environmental pollutants &lt;br&gt;• Leaves skin hydrated &lt;br&gt;• Normal to dry or sensitive skin types and acne-prone skin.</td>
</tr>
<tr>
<td>NAME</td>
<td>KEY INGREDIENTS</td>
<td>UNIQUE PROPERTIES</td>
</tr>
<tr>
<td>-----------------------------</td>
<td>-------------------------------------------------------------------------------</td>
<td>-----------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| hydrating exfoliant masque  | • Kaolin  
• vitamin E  
• pro-vitamin B5  
• Mineral Oil                                                | • Effective micro-exfoliant  
• Absorbs excess oils  
• Improves hydration  
• Suitable for all skin types |
| AVST eye gel                | • vitamin A  
• vitamin C  
• vitamin E  
• Dermaxyl®  
• Matrixyl® 3000  
• Rooibos  
• Honeybush Leaf Extract  
• Resverapure Resveratrol Extract | • Energising and firming  
• Assists in softening the appearance of fine lines and sun damage  
• Suitable for all skin types as well as first time users |
<table>
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<tr>
<th>NAME</th>
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<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
</table>
| moisturising toner    | • Pro-vitamin B5  
                          • Sodium PCA  
                          • Sodium Lactate  
                          • Vitamin B3  
                          • Honeybush Leaf Extract  
                          • Blend of botanical extracts  
                          • Lactic Acid | • Moisturizing  
                          • Soothing  
                          • Improve the appearance of uneven skin tone  
                          • Suitable for all skin types |
| cleansing lotion       | • Sorbitol  
                          • Olive Oil PEG-7 Esters  
                          • Jojoba Seed Oil  
                          • Cetearyl Olivate  
                          • Sorbitan Olivate | • Cleanses and conditions the skin  
                          • Leave the skin feeling soft and refreshed |
AVST™ range – vitamin A step-up system

AVST 5 → highest vitamin A concentration

AVST 4 → high vitamin A concentration

AVST 3 → moderately high vitamin A concentration

AVST 2 → medium vitamin A concentration

AVST 1 / AVST gel → lowest vitamin A concentration
<table>
<thead>
<tr>
<th>NAME</th>
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<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>AVST gel</td>
<td>• vitamin A&lt;br&gt;• vitamin C&lt;br&gt;• vitamin E&lt;br&gt;• Beta-Carotene&lt;br&gt;• pro-vitamin B5</td>
<td>• Cooling and soothing effect&lt;br&gt;• Helps improve the appearance of fine lines and uneven skin tone&lt;br&gt;• Suitable for all skin types, especially first time Environ users and oilier skins</td>
</tr>
<tr>
<td>AVST 1</td>
<td>• vitamin A&lt;br&gt;• vitamin C&lt;br&gt;• vitamin E&lt;br&gt;• pro-vitamin B5&lt;br&gt;• Rooibos Leaf Extract&lt;br&gt;• Honeybush Leaf Extract&lt;br&gt;• Resverapure Resveratrol Extract</td>
<td>• Nourishing and conditioning&lt;br&gt;• Helps improve the appearance of fine lines, uneven skin tone and sun damaged skin&lt;br&gt;• Suitable for all skin types</td>
</tr>
</tbody>
</table>
## AVST™ range

<table>
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<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
</table>
| **AVST 2** | • vitamin A  
• vitamin C  
• vitamin E  
• pro-vitamin B5  
• Rooibos Leaf Extract  
• Honeybush Leaf Extract  
• Resverapure Resveratrol Extract | • Nourishing and conditioning  
• Helps improve the appearance of fine lines, uneven skin tone and sun damaged skin  
• Suitable for all skin types |
| **AVST 3** | • vitamin A  
• vitamin C  
• vitamin E  
• pro-vitamin B5  
• Matrixyl®  
• Rooibos Leaf Extract  
• Honeybush Leaf Extract  
• Resverapure Resveratrol Extract | • Nourishing and conditioning  
• Helps improve the appearance of fine lines, uneven skin tone and sun damaged skin  
• Suitable for all skin types |
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
</table>
| AVST 4 | • vitamin A  
• vitamin C  
• vitamin E  
• pro-vitamin B5  
• Matrixyl®  
• Rooibos Leaf Extract  
• Honeybush Leaf Extract  
• Resverapure Resveratrol Extract | • Nourishing and conditioning  
• Helps improve the appearance of fine lines, uneven skin tone and sun damaged skin  
• Suitable for dry skin types |
| AVST 5 | • vitamin A (Retinyl Acetate)  
• vitamin C  
• vitamin E  
• pro-vitamin B5  
• Matrixyl®  
• Rooibos Leaf Extract  
• Honeybush Leaf Extract  
• Resverapure Resveratrol Extract | • Nourishing and conditioning  
• Helps improve the appearance of fine lines, uneven skin tone and sun damaged skin  
• Suitable for all skin types |
ionzyme® range

c-quence cleanser
c-quence toner
c-quence eye gel
c-quence serums 1,2,3 & 4
c-quence crème
c-quence energising masque
focus frown serum
focus hydrating serum
### ionzyme range

<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>c-quence cleanser</td>
<td>• pro-vitamin B5&lt;br&gt;• Olive Oil PEG-7 Esters&lt;br&gt;• Hydrolyzed Oats&lt;br&gt;• Jojoba Seed Oil</td>
<td>• Luxurious cream cleanser&lt;br&gt;• Softens and conditions&lt;br&gt;• Does not strip natural oils&lt;br&gt;• Suitable for all skin types especially dry skin conditions</td>
</tr>
<tr>
<td>c-quence toner</td>
<td>• Witch Hazel Water&lt;br&gt;• Matrixyl® 3000&lt;br&gt;• vitamin B3&lt;br&gt;• Transcutol</td>
<td>• Peptide enriched toner&lt;br&gt;• Assists in improving overall appearance of the skin&lt;br&gt;• Enhances the absorption of your vitamin enriched moisturizers&lt;br&gt;• Suitable for all skin types acclimatized to medium and higher levels of vitamin A</td>
</tr>
<tr>
<td>NAME</td>
<td>KEY INGREDIENTS</td>
<td>UNIQUE PROPERTIES</td>
</tr>
<tr>
<td>-----------------</td>
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<td>------------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| c-quence eye gel| • Matrixyl® 3000  
• Dermaxyl® 
• Argireline®  
• vitamin A  
• vitamin C  
• vitamin E | • Advanced anti-aging eye gel  
• Advanced peptide combination  
• Helps smooth appearance of fine lines and uneven skin tone  
• Suitable for all skin types |
ionzyme® range – vitamin A step-up system

- c-quence 1 – low concentration vitamin A + c-quence crème
- c-quence 2 – medium concentration vitamin A + c-quence crème
- c-quence 3 – high concentration vitamin A + c-quence crème
- c-quence 4 – highest concentration vitamin A + c-quence crème
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
</table>
| c-quence serum 1,2,3, and 4 | • vitamin A  
• vitamin C  
• vitamin E  
• Lycopene  
• Matrixyl® 3000  
• Dermaxyl® | • Assists in improving the appearance of uneven skin tone and sun damaged skin  
• Helps create a smoother texture with a youthful appearance  
• Suitable for all skin types except active problem skins |
| c-quence crème            | • vitamin C  
• vitamin E  
• pro-vitamin B5  
• vitamin B12  
• Green Tea  
• Lutein       | • Antioxidant enriched, moisturizing cream  
• Use in synergy with c-quence serums  
• Easily absorbed and provides ideal nourishment  
• Suitable for all skin types except problematic or congested skins |
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
</table>
| focus frown serum         | • Argireline®  
                          • Leuphasyl®  
                          • Vialox®                      | • Targeting serum  
                          • Assist in softening and improving the appearance of lines and tired-looking skin  
                          • Use in conjunction with cosmetic instrument for best results  
                          • Suitable for all skin types                                |
| focus hydrating serum     | • Sodium Hyaluronate  
                          • Pentylene Glycol                  | • Boosts hydration and adds volume to the skin  
                          • Use in conjunction with cosmetic instrument for best results  
                          • Suitable for all skin types                                |
## c-quence energising masque

<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>vitamin C</td>
<td>Micro-exfoliating energizing masque</td>
</tr>
<tr>
<td></td>
<td>Salicylic Acid - (Note: Avoid if an allergy to aspirin exists)</td>
<td>Revitalizes the appearance of the skin</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Improves appearance of uneven skin tone</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Use within 7-10 days after opening</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Suitable for uneven texture and sun damaged skin</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Not recommended for problematic skin conditions</td>
</tr>
</tbody>
</table>
β-active range

sebuprep
sebumasque
sebuwash
sebutone
sebugel A
sebuspot
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>sebuprep</td>
<td>• Mineral Oil&lt;br&gt;• Tea Tree Leaf Oil&lt;br&gt;• Salicylic Acid – (Note: Avoid if an allergy to aspirin exists)</td>
<td>• Multifunctional pre-cleanser that helps to dissolve excess oil&lt;br&gt;• Assists in relieving congestion&lt;br&gt;• Assists in improving the appearance of imperfections&lt;br&gt;• Suitable for acne-prone skin</td>
</tr>
<tr>
<td>sebumasque</td>
<td>• Kaolin&lt;br&gt;• Mineral Oil&lt;br&gt;• Tea Tree Leaf Oil&lt;br&gt;• vitamin E&lt;br&gt;• Salicylic Acid - (Note: Avoid if an allergy to aspirin exists)</td>
<td>• Deep cleansing micro-exfoliating masque&lt;br&gt;• Helps moisturize and smooth the texture&lt;br&gt;• Suitable for acne-prone skin</td>
</tr>
<tr>
<td>NAME</td>
<td>KEY INGREDIENTS</td>
<td>UNIQUE PROPERTIES</td>
</tr>
<tr>
<td>-----------</td>
<td>---------------------------------------------------------------------------------</td>
<td>-----------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>sebuwash</td>
<td>• Tea Tree Leaf Oil&lt;br&gt;• Salicylic Acid - (Note: Avoid if an allergy to aspirin exists)</td>
<td>• Low-foaming gel cleanser&lt;br&gt;• Gently deep cleanses to help alleviate congestion&lt;br&gt;• Suitable for all skin types including acne-prone skin</td>
</tr>
<tr>
<td>sebutone</td>
<td>• Tea Tree Leaf Oil&lt;br&gt;• Salicylic Acid – (Note: Avoid if an allergy to aspirin exists)&lt;br&gt;• Lactic Acid</td>
<td>• Rebalancing toner&lt;br&gt;• Assists in creating a smooth texture&lt;br&gt;• Removes excess oils from the surface of the skin&lt;br&gt;• Suitable for acne-prone skin</td>
</tr>
<tr>
<td>NAME</td>
<td>KEY INGREDIENTS</td>
<td>UNIQUE PROPERTIES</td>
</tr>
<tr>
<td>--------------</td>
<td>-------------------------------------</td>
<td>-----------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| sebugel A    | • vitamin A  
               • Tea Tree Leaf Oil  
               • Colostrum                       | • Rebalancing serum to help reduce an oily shine  
                                         • Assists in improving the appearance of imperfections  
                                         • Assists in calming redness and irritated skin  
                                         • Suitable for acne-prone skin |
| sebuspot     | • Tea Tree Leaf Oil  
               • vitamin B3  
               • pro-vitamin B5  
               • Acnacidol                     | • Target treatment for spots  
                                         • Helps calm redness and inflammation  
                                         • Suitable for all skin types       |
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
<th>CONTRA-INDICATIONS</th>
</tr>
</thead>
</table>
| Home Peel Kit  | **Trichloroacetic Acid (TCA) 2.5 %** *(Only sold by trained skin care therapists and doctors)* | • Helps to improve breakouts and relieves acne-prone skin  
• Revitalizes mature, sun damaged skin  
• Suitable for all skin types especially mature, sun damaged skin types and acne-prone skin | • Not recommended for easily irritated skin  
• Currently using cis-retinoic acid  
• Pregnancy  
• Diabetes  
• Chemotherapy, radiation  
• Porphyria, skin diseases  
• Recent Dermabrasion  
• Regular sun tanning |
intensive range

alpha toner forte
alpha hydroxy cream
alpha hydroxy gel
colostrum gel
antioxidant gel
super moisturiser
hydrating oil capsules
hair and scalp tonic
revival masque
retinol 1, 2 & 3
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>alpha toner forte</strong></td>
<td>• Glycolic Acid (pH 3.5 – 3.65)</td>
<td>• Not for 1st time Environ users</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Enhances the effects of moisturizers</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Gently micro-exfoliates</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Refines skin texture</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Suitable for sun damaged and acne-prone skin</td>
</tr>
<tr>
<td><strong>alpha hydroxy cream</strong></td>
<td>• Glycolic Acid</td>
<td>• Gentle skin renewal cream</td>
</tr>
<tr>
<td></td>
<td>• Lactic Acid (pH 4.1 - 4.3)</td>
<td>• Helps to energize the skin</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Gently exfoliates to refine the skin’s texture</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Helps with the treatment of acne-prone skin</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• All skin types, including sensitive and problematic</td>
</tr>
<tr>
<td>NAME</td>
<td>KEY INGREDIENTS</td>
<td>UNIQUE PROPERTIES</td>
</tr>
<tr>
<td>----------------</td>
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<td>-------------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| alpha hydroxy gel | • Glycolic Acid  
• Lactic Acid (pH 3.5 – 3.65)                                           | • Active, micro-exfoliating gel  
• Helps soften the appearance of rough skin with uneven skin tone  
• Gently exfoliates to refine skin texture  
• Helps with the treatment of acne-prone skin  
• Suitable for mature skin with sun damage and acne-prone skin |
| super moisturiser + | • pro-vitamin B5  
• Jojoba Seed Oil  
• Glycerin  
• vitamin E  
• Pentavitin®  
• RevidrateTM  
• Shea Butter  
• Ascorbyl - tetraisopalmitate | • A comforting cream  
• Assists in restoring hydration levels  
• Helps protect skin’s natural barrier  
• Use in conjunction with Vitamin A moisturizer  
• Suitable for all skin types, especially dry and sensitive skin types |
<table>
<thead>
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</tr>
</thead>
</table>
| colostrum gel   | • Colostrum  
• vitamin C  
• vitamin E  
• Cimifuga Racemosa Root Extract  
• Lavender Oil | • Nutritious revitalizing serum  
• Helps to enhance the immune function of the skin  
• Assists in calming and soothing inflammation  
• Assists in reducing the visible signs of aging  
• Suitable for all skin types especially mature, sensitive and acne-prone skin |
| antioxidant gel | • Beta-Carotene  
• vitamin C  
• vitamin E  
• pro-vitamin B5  
• Tea Tree Leaf Extract | • Protective gel with vitamins and antioxidants  
• Cooling and moisturizing  
• Assist in improving the appearance of inflamed skin  
• Suitable for all skin types especially sensitive, acne-prone and dehydrated skin |
### intensive range

<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
</table>
| hydrating oil capsules        | • vitamin A (Retinol)  
• vitamin C  
• vitamin E  
• Dimethylmethoxy Chromanol  
• Rosemary Leaf Extract  
• Beta Sitosterol            | • Moisturizes leaving the skin feeling soft and silky  
• Helps reduce free radical damage to the skin  
• Suitable for all skin types, especially dry skin conditions |
| retinol 1,2,&3                | • vitamin A (Retinol)  
• vitamin A (Retinyl Palmitate)  
• vitamin A (Retinyl Acetate)  
• Colostrum                  | • Intense vitamin A treatment  
• Helps improve resistant skin conditions and overall appearance  
• Assists in improving appearance of uneven skin tone and texture  
• Helps reduce and improve premature aging and fine lines  
• Suitable for sun damaged and acne-prone skin types as well as uneven skin tone and uneven texture |
## Intensive Range

<table>
<thead>
<tr>
<th>NAME</th>
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</tr>
</thead>
</table>
| Hair and Scalp Tonic | • Procapil  
• Vitamin B12  
• Pro-vitamin B5  
• Vitamin A  
• Vitamin E  
• Hydrolysed Keratin  
• Biotin | • Nourishing and conditioning hair and scalp treatment  
• Assists in improving the overall appearance of the hair and scalp  
• Suitable for fine hair and dry scalp conditions |
| Revival Masque     | • Asiatic Acid  
• Lactic Acid  
• Mandelic Acid | • Skin regeneration is promoted through Asiatic acid  
• Lactic acid provides a natural hydration boost  
• Synergistic approach in creating smoother, younger and a more refined textured skin appearance |
evenescence range

clarifying lotion
c-boost
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
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</thead>
</table>
| clarifying lotion  | • SepiWhite-MSH™<sup>™</sup>  
• vitamin B3  
• Transcutol            | • A lotion formulated to help create a more even and radiant skin tone  
• Helps with clarifying the complexion and leaves the skin looking radiant and renewed  
• Suitable for uneven skin tone |
| c-boost            | • vitamin C  
• vitamin E  
• Transcutol          | • A clarifying cream with a high dose of vitamin C  
• Protects skin against harsh external influences  
• Reduces the appearance of fine lines and uneven skin tone  
• Suitable for all skin types especially uneven skin tone |
body range

vitamin a c e body lotion
vitamin a c e body oil
vitamin a c e enhanced body oil
derma-lac lotion
body profile
hand and nail cream
shaving oil
body lotion
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
</table>
| vitamin A C E body lotion| • vitamin A (Retinyl Palmitate)  
• vitamin C  
• pro-vitamin B5  
• vitamin E | • Vitamin enriched body cream  
• Helps shield, hydrate and condition the skin  
• Assists in improving the appearance of sun damaged skin  
• Suitable for all skin types especially for exposed areas of the body |
| vitamin A C E body oil   | • vitamin A (Retinyl Acetate)  
• vitamin C  
• vitamin E  
• Jojoba Seed Oil | • Easily absorbed body oil  
• Helps shield, hydrate and condition the skin  
• Assists in improving the appearance of sun damaged skin  
• Suitable for all skin types |
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
</table>
| vitamin a c e enhanced body oil   | • vitamin A  
• vitamin C  
• vitamin E  
• Soybean Seed Oil  
• Rosemary Leaf Extract | • Progression from vitamin a c e body oil  
• Helps shield, hydrate and condition the skin  
• Assists in improving the appearance of sun damaged skin  
• Suitable for all skin types |
| derma-lac lotion                  | • Ammonium Lactate  
• Urea  
• Lactic acid (pH 4.4 – 4.7) | • Helps to deeply moisturize and soften the skin  
• Supports the natural exfoliating function of the skin  
• Use in combination with recommended vitamin A body product  
• Can be used on face and body  
• Suitable for all skin types |
<table>
<thead>
<tr>
<th>NAME</th>
<th>KEY INGREDIENTS</th>
<th>UNIQUE PROPERTIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>body profile</td>
<td>• Pronalen Modeling™</td>
<td>• Body sculpting gel</td>
</tr>
<tr>
<td></td>
<td>• Myriceline™</td>
<td>• To assist in firming the skin tone</td>
</tr>
<tr>
<td></td>
<td>• vitamin E</td>
<td>• Helps to gently moisturize and refine the skin’s texture</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Suitable for all skin types</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Not to be used during pregnancy</td>
</tr>
<tr>
<td>hand and nail</td>
<td>• pro-vitamin B5</td>
<td>• Moisturizing, non greasy hand and nail cream</td>
</tr>
<tr>
<td>cream</td>
<td>• vitamin E</td>
<td>• Assists in creating a smooth well cared for appearance</td>
</tr>
<tr>
<td></td>
<td>• Mineral Oil</td>
<td>• Suitable for all skin types</td>
</tr>
<tr>
<td></td>
<td>• Glycerin</td>
<td></td>
</tr>
<tr>
<td>NAME</td>
<td>KEY INGREDIENTS</td>
<td>UNIQUE PROPERTIES</td>
</tr>
<tr>
<td>-----------------</td>
<td>-------------------------------------------------------------------------------</td>
<td>-----------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>shaving oil</td>
<td>• Jojoba Seed oil</td>
<td>• Oil-gel that helps provide a comfortable, close shave</td>
</tr>
<tr>
<td></td>
<td>• Tea Tree Leaf Oil</td>
<td>• Conditions the skin while shaving</td>
</tr>
<tr>
<td></td>
<td>• Bisabolol</td>
<td>• Does not sensitize the skin</td>
</tr>
<tr>
<td></td>
<td>• vitamin A</td>
<td>• Suitable for all skin types</td>
</tr>
<tr>
<td></td>
<td>• vitamin E</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• vitamin C</td>
<td></td>
</tr>
<tr>
<td>vitamin a, c, e</td>
<td>• Retinyl Palmitate (vitamin A)</td>
<td>• helps to shield, hydrate and condition the skin</td>
</tr>
<tr>
<td>body lotion</td>
<td>• Ascorbyl Tetraisopalmitate (vitamin C)</td>
<td>• assists in improving the appearance of sun damaged skin</td>
</tr>
<tr>
<td></td>
<td>• Tocopheryl Acetate (vitamin E)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Panthenol (pro-vitamin B5)</td>
<td></td>
</tr>
</tbody>
</table>
cosmetic roll-CIT®

cosmetic focus-CIT™

cosmetic body roll-CIT™

cleaning solution
Technique

Always roll vertically, obliquely and horizontally to ensure the best coverage of the selected area. Use mild but firm pressure.
**Reminder**

**Skin types:**
- All skin types

**Contra-indications:**
- Severe solar keratosis
- Eczema
- Psoriasis
- Raised moles
- Warts
- Skin cancer
- Problematic skin conditions.
Cleaning solution

- A cleaning solution formulated to thoroughly cleanse the needling instruments without damaging them
- Cleanse 1 x a week
- Soak device in cleansing solution for 10 - 15 minutes
- Rinse well with warm water
Case studies
let’s talk about your sales opportunities

1. Let’s look at moisturizing products:

<table>
<thead>
<tr>
<th>super moisturiser</th>
<th>hydrating oil capsules</th>
<th>focus hydrating serum</th>
<th>c-quence crème</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>
let’s talk about your sales opportunities

2. Let’s look at exfoliating products:

<table>
<thead>
<tr>
<th>hydrating exfoliant masque</th>
<th>sebu-masque</th>
<th>energising masque</th>
<th>home peel kit</th>
<th>alpha gel</th>
<th>alpha cream</th>
</tr>
</thead>
<tbody>
<tr>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
let’s talk about your sales opportunities

3. Let’s look at toning products:

<table>
<thead>
<tr>
<th>Moisturising Toner</th>
<th>Alpha Toner Forte</th>
<th>C-Quence Toner</th>
<th>Derma-Lac Lotion</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>Main properties / ingredients</td>
<td>Preferred client selection</td>
<td></td>
</tr>
<tr>
<td>-----------------------</td>
<td>-------------------------------</td>
<td>---------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>home peel kit</td>
<td></td>
<td>Problem skin/ thick stratum corneum – Not sensitive skins</td>
<td></td>
</tr>
<tr>
<td>energising masque</td>
<td></td>
<td>Sun damaged skin/uneven skin tone/not sensitive skins</td>
<td></td>
</tr>
<tr>
<td>hydrating exfoliant masque</td>
<td></td>
<td>All skin types/very gentle</td>
<td></td>
</tr>
<tr>
<td>alpha hydroxy gel</td>
<td></td>
<td>Problem skin/thick stratum corneum/</td>
<td></td>
</tr>
<tr>
<td>alpha hydroxy cream</td>
<td></td>
<td>Sun damaged skin even sensitive skin/</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>Main properties / ingredients</td>
<td>Preferred client selection</td>
<td></td>
</tr>
<tr>
<td>------------------</td>
<td>--------------------------------</td>
<td>----------------------------</td>
<td></td>
</tr>
<tr>
<td>moisturising toner</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>alpha toner forte</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c-quence toner</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>sebutone</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>dermalac lotion</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Moisturizers

<table>
<thead>
<tr>
<th>Product</th>
<th>Main properties / ingredients</th>
<th>Preferred client selection</th>
</tr>
</thead>
<tbody>
<tr>
<td>super moisturiser +</td>
<td>Very dry skin even sensitive skin/client who prefers rich, comforting feeling on skin</td>
<td></td>
</tr>
<tr>
<td>focus hydrating serum</td>
<td>Committed client who will use roll-CIT / dehydrated skin</td>
<td></td>
</tr>
<tr>
<td>hydrating oil capsules</td>
<td>Client who prefers luxurious end feel / who wants to only apply occasionally and not daily</td>
<td></td>
</tr>
<tr>
<td>vitamin a c e body oil</td>
<td>All skin types including acne-prone</td>
<td></td>
</tr>
<tr>
<td>antioxidant gel</td>
<td>All skins/Sensitive skin needing to be calmed</td>
<td></td>
</tr>
<tr>
<td>moisturising gel</td>
<td>All skins/cost effective/soothing</td>
<td></td>
</tr>
</tbody>
</table>
Case study 1

- Female client, 55 years old
- First time user of Environ
- Dry skin with moderately visible sun damage and dilated capillaries
- Works in an air-conditioned environment
- Does not exercise but follows a healthy diet
- No supplementation taken daily
- Infrequent sun exposure
Case study 2

- Male client, 16 years old
- First time user of Environ
- Problematic skin with sensitivity
- Currently using Isotretinoin
- Allergic to aspirin
- Exercise regularly and follows a healthy diet
- No supplementation taken daily
- Daily sun exposure
Case study 3

- Female client, 42 years old
- Combination skin with generalized pigmentation and visible fine lines
- Exercises daily and follows a healthy diet
- Daily sun exposure

Current regime:
eye make-up remover, pre-cleanser, balancing masque, c-quence cleanser, moisturizing toner, c-quence eye gel, focus frown serum, c-quence 2 (third bottle), colostrum gel, Environ SPF 25, Vitamin A & D & Colostrum supplements.
Case study 4

- Female client, 35 years old
- First time user of Environ
- Combination skin with localized pigmentation on the forehead area
  Fine lines on the forehead and around the eye area
- Active lifestyle
- She enjoys the feeling of foam but does not enjoy her skin feeling tight after cleansing
- Conscious of her body, takes care of her hands and feet
- Waxes legs, bikini and underarm areas every month
- No supplementation taken daily
- Daily sun exposure
- She has used Vitamin A products before
welcome to the world of Environ

www.environskincare.com
www.dermaconcepts.com
Environ World