

FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING

HR SKIN CARE

APPENDIX

# AN UNPRECEDENTED PARTNERSHIP RESULTS IN THE 1<sup>ST</sup> COSMETIC MESOLIFT



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING THE SALE HR SKIN CARE APPENDIX IN FRONT OF THE MIRROR HIGHLIGHTING RADIANCE ELENA RUBINSTEIN



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THE RANGE

THE SALE

HIGHLIGHTING BADIANCE HR SKIN CARE

APPENDIX

#### 2009

# A NEW PRODIGY: THE 1<sup>ST</sup> HIGHLY CONCENTRATED ANTI-AGEING PEEL



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THE RANGE

THE SALE

HIGHLIGHTING

HR SKIN CARE

APPENDIX

# PRODIGY Re-PLASTY

HIGH DEFINITION PEEL



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE APPENDIX





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### IN FRONT OF THE MIRROR

'My skin has lost its softness, wrinkles have appeared, and I can't hide my pigmentation spots anymore...'

WRINKLES - BLEMISHES - DYSCHROMIA





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THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

### PEELING?

THE 2<sup>nd</sup> MOST REQUESTED COSMETIC MEDICAL PROCEDURE TO REGAIN IDEAL SKIN QUALITY

'the objective of anti-ageing peel is to regain a new and enhanced skin: correct wrinkles, smooth irregularities and reduce spots and dyschromia'

Dr Pfulg



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL

A HIGHLY CONCENTRATED ANTI-AGEING PEEL

To REVEAL A HIGH DEFINITION SKIN: SMOOTH, UNIFORM, RADIANT





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL

A REPLICA OF THE SOPHISTICATED PEELING PROCEDURE OF LACLINIC MONTREUX AT HOME.

PEELING - CORRECTION - PROTECTION

TRIPLE ACTION PROTOCOL FOR EACH PRODUCT



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THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL

1. PEELING: The PEEL-SOLUTION

#### THE PEEL-SOLUTION:

An original formula with 3 acids (glycolic + phytic + lactic), Replica of the exfoliating solution used in Laclinic Montreux

→ For a refined, soft, radiant and uniform skin



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

HIGHLIGHTING RADIANCE

HR SKIN CARE APPENDIX

#### **PRODIGY** Re-PLASTY

HIGH DEFINITION PEEL

2. CORRECTION: highly concentrated anti-ageing active ingredients

THE SALE

Highly concentrated anti-ageing active ingredients specific to each care (Pure retinol, LHA, HEPES)

→ For a rejuvenated skin, with wrinkles and small lines smoothed away.



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

HIGHLIGHTING RADIANCE

THE SALE

HR SKIN CARE APPENDIX

#### **PRODIGY** Re-PLASTY

HIGH DEFINITION PEEL

- 3. PROTECTION: anti UVA/UVB, anti-free radicals, moisturizing
  - Anti-UVA/UVB filters (Mexoryl) Active ingredients with powerful anti-free radical (vitamin E),
  - moisturizing and keratolitic (urea) properties
- → For a skin protected against free radicals and photoageing and perfectly moisturized.



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PROFESSIONAL RESULTS\*

without the side effects of peeling

# AFTER 15 DAYS EQUIVALENT CLINICAL RESULTS AS AFTER 1 PEEL SESSION AT LACLINIC-MONTREUX

\* Proved by the University Hospital of Besançon, the world leader in clinical studies



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE APPENDIX

#### PROFESSIONAL RESULTS \* without the side effects of peeling

WRINKLES SMOOTHED AWAY

SPOTS CORRECTED

**GLOWING SKIN TEXTURE** 

\* Proved by the University Hospital Besançon, Ithe world leader in clinical studies



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANG

THE SALE

HIGHLIGHTING RADIANCE

PINITERAL

HR SKIN CARE

APPENDIX





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL

HIGH POTENCY RETINOL
ANTI-WRINKLE SPOT REDUCING
NIGHT CONCENTRATE



Intense anti-wrinkle action
Anti-free radicals
Spot reducing

INTENSE WRINKLE REFINING CREAM SPF 10 / PA +++



HELENARI MINSTEIN
PRODIGY
Re-PLASTY

Intense smoothing action Anti-UVA/UVB protection

SMOOTHING RENEWING INSTANT DEEP PEEL MASK



Instant peel & moisturizing for an immediate new skin effect



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

PRODIGY Re-PLASTY

HIGH DEFINITION PEEL high potency retinol anti-wrinkle spot reducing night concentrate

Star

A RECORD CONCENTRATION OF RETINOL FOR INTENSE RESULTS ON SPOT AND WRINKLE REDUCTION



PRODIGY Re-PLASTY

anti-winkle spot reducin hight concentrate concentre nut unti-ndes reduction to his suractive intimo



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE

#### **PRODIGY** Re-PLASTY

HIGH DEFINITION PEEL high potency retinol anti-wrinkle spot reducing night concentrate

#### **PEELING**

PEEL-SOLUTION Glycolic + phytic + lactic acids

ANTI-SPOT RENEWING **ACTION** 

#### CORRECTION

PURE RETINOL (0.1%) + Precursor of encapsulated retinol

INTENSE REGENERATING **ANTI-WRINKLE ACTION** 

#### **PROTECTION**

VITAMIN F

**ANTI-FREE RADICALS** 

→ REFINED SKIN - WRINKLES AND FINE LINES SMOOTHED AWAY - MORE UNIFORM COMPLEXION





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL
high potency retinol anti-wrinkle
spot reducing night concentrate

#### CORRECTION

PURE RETINOL (0.1%)

HIGH EFFICIENCY

**ANTI-WRINKLE** 

CONCENTRATE



Encapsulated VITAMIN A PALMITATE

A HIGH TOLERANCE PROGRESSIVE DIFFUSION DURING THE NIGHT

DOUBLE ACTION ANTI-WRINKLE EFFICIENCY





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE

#### **RETINOL: THE BENCHMARK ANTI-**WRINKLE MOLECULE OF **DERMATOLOGISTS**

A DOUBLE LEVEL ACTION

In the basal layer >

stimulation of cell

renewal

On skin surface > regenerated epidermis

> smoothed wrinkles

> reduced spots

**STIMULATES** 

REGENERATES

REGENERATED SKIN, SMOOTHED WRINKLES



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

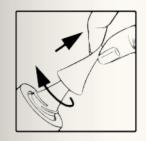
#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL high potency retinol anti-wrinkle spot reducing night concentrate

THE POWER OF PURE RETINOL IS PRESERVED

A patented AIRLESS PUMP BOTTLE

An ULTRA-PRECISE DOSAGE thanks to the innovative valve









FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL high potency retinol anti-wrinkle spot reducing night concentrate

#### WHEN?

Once a day, IN THE EVENING avoiding eye contour.

- Use systematically with a day cream containing photoprotection.
- Do not mix with another product containing retinol.





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL intense wrinkle refining cream SPF 10 / PA +++

ONE OF THE HIGHEST CONCENTRATIONS IN LHA
IN THE COSMETIC INDUSTRY FOR SKIN RENEWAL





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE APPENDIX

#### **PRODIGY** Re-PLASTY

HIGH DEFINITION PEEL intense wrinkle refining cream SPF 10 / PA +++

PEELING

PEEL-SOLUTION Gglycolic + phytic + lactic acids



SPOT REDUCING & RENEWING ACTION CORRECTION

LHA (0.35%) Lipo Hydroxy Acid



**ANTI-WRINKLE SMOOTHING ACTION**  **PROTECTION** 

SPF 10, PA+++



ANTI UVA/UVB **PROTECTION** 



SMOOTH, FLAWLESS AND RADIANT SKIN



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THE RANGI

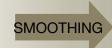
THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

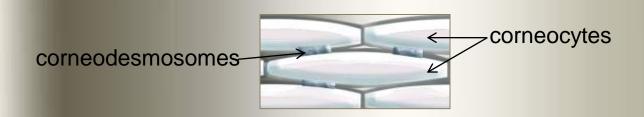
APPENDIX

#### LHA: HIGH PRECISION EXFOLIATION

#### A SOFT AND PRECISE EXFOLIATING ACTION



> Light desquamation thanks to a precise action targeted on corneodesmosomes



SMOOTHES SKIN WITH NO DESQUAMATION





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE HIGHLIGHTING RADIANCE

HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL intense wrinkle refining cream SPF 10 / PA +++

#### WHEN?

Once a day, IN THE MORNING avoiding eye contour.





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL Instant glow peel mask

INSTANT RADIANCE. NEW SKIN EFFECT





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL smoothing renewing instant glow peel mask

#### PEELING

PEEL-SOLUTION
Glycolic + phytic +
lactic acids



SPOT REDUCING & RENEWING ACTION

#### CORRECTION

HEPES (10%) № @



INSTANT EXFOLIATING ACTION

**PROTECTION** 

**UREA** (10%)



OPTIMAL MOISTURIZATION



→ RADIANT, SOFT AND SMOOTH SKIN, AS NEW



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THE RANG

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

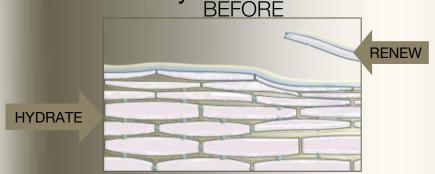
APPENDIX

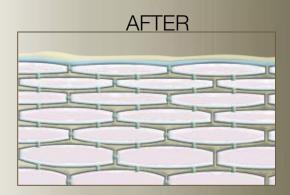
#### HEPES + UREA: AN INSTANT SKIN RENEWING DUO

The highest concentration of HEPES (10%), an exfoliating active ingredient as efficient as glycolic acid

for an INSTANT RENEWING action on the outer layers of the skin.

BEFORE





**INSTANT NEW SKIN EFFECT** 



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

#### PRODIGY Re-PLASTY

HIGH DEFINITION PEEL smoothing renewing instant glow peel mask

#### WHEN?

Once to twice a WEEK
Apply a thick layer on the entire face, on a clean
and dry skin, avoiding eye contour.

Leave for 5 minutes, then rinse with water.

#### TIPS & TECHNIQUES:

Do not hesitate to advise that the glow peel mask can be used on the hands to reduce spots and smooth the skin.





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGI

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

## AFTER 15 DAYS, THE SKIN QUALITY OBTAINED IS EQUIVALENT TO AN ANTI-AGEING PEELING SESSION AT LACLINIC-MONTREUX

WRINKLES SMOOTHED AWAY

SPOTS REDUCED

**GLOWING SKIN TEXTURE** 





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

## AN UNPRECEDENTED TEST PLATFORM AT THE UNIVERSITY HOSPITAL OF BESANÇON (FRANCE)



Star



IMMEDIATE RESULTS ON SMOOTHING (smoother skin by 81%)-SELF EVALUATION.

REDUCTION IN WRINKLES -7% - CLINICAL EVALUATION

RESULTS AFTER 2 MONTHS ON SPOT REDUCTION (-11%) – CLINICAL EVALUATION







5% HEPES = 10% GLYCOLIC ACID

IMMEDIATE RESULTS ON RADIANCE (more radiant skin 63%) and SKIN TEXTURE (softer skin 78%) SELF EVALUATION



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

### CLINICAL STUDY AT THE UH OF BESANCON – LACLINIC MONTREUX RESULTS EQUIVALENT TO A PEELING SESSION AT LACLINIC MONTREUX

- CLINICAL EVALUATION
  Equivalent and significant results:
  - roughness
  - spots
  - complexion irregularities

- 2 CLINICAL OBSERVATIONS
  Results after 15 days:
  - smoother skin (80% of women)
  - softer skin (80% of women)
  - smoothed fine lines (40% of women)
  - radiant complexion (60% of women)
  - visible effects (60% of women)
  - high-definition skin (50% of women)











#### NOUVEAU PRODIGE: L'INTERVENTION PEEL HAUTE DÉFINITION



#### **PRODIGY**

#### Re-PLASTY

HIGH DEFINITION PEEL

RÉSULTATS PROFESSIONNELS VISIBLES DÉS 15 JOURS :

RIDES RE-LISSÉES DYSCHROMIES CORRIGÉES GRAIN DE PEAU ÉBLOUISSANT

Pour la première fois, une gamme d'interierfore cométiques interturées intége la Peel-solution, coaque d'active passants qui réplace l'accelerce d'un peelingant-ège à LACLING-MONTREJE.



"L'objectif du peeling anti-âge est de retrouver une peau neuve, sublime: comiger les rides, lesser les rirégularités et réduire les faches et dyschromies."



Dr Michel Pluig, chaungen plasticien pionnier des techniques de ponta fondateur de LACLING-MONTRIEUX, chinque suisse mondialement réputife pour l'innovation de ses procédures.

www.halanarubinateir.com - www.ladinic-montraux.com



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING
PEELING

THE RANG

THE SALE

HIGHLIGHTING RADIANCE

PINITERAL

HR SKIN CARE

APPENDIX

# THE SALE HELENATO TENSTEIN



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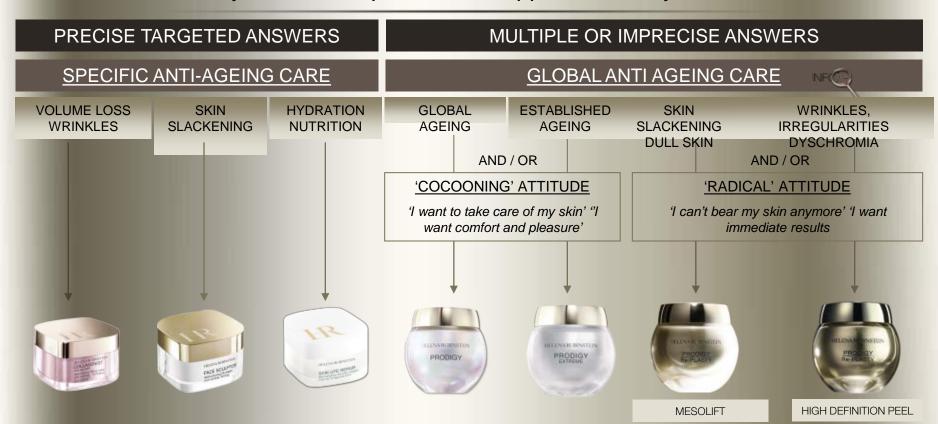
THE RANG

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

'Madam, what would you like to improve in the appearance of your skin? SHOW ME...?





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDI:

# **CHOOSE YOUR PRODIGY**

VISIBLE SIGNS OF AGEING

ALL SKIN TYPES

ADVANCED SIGNS OF AGEING

DAMAGED SKIN

LONG TERM ANTI-AGEING TREATMENT

**PRODIGY** 

GLOBAL ANTI-AGEING CONCENTRATE



SMOOTHING – TONING RADIANCE HYDRATION UNIFORMITY PRODIGY EXTREME

ULTIME REJUVENATING CREAM



REPLUMPED
FURROWS
ENHANCED DENSITY
EXTREME
NUTRITION

SPECIFIC SIGNS OF AGEING

SLACKENING SKIN - DULL COMPLEXION SPECIFIC SIGNS OF AGEING

V RINKLES – IRREGULARITIES - DYSCHROM A

INSTANT ANTI-ÂGEING COSMÉTIC ACTION

PRODIGY Re-PLASTY

**MESOLIFT** 



IDEAL PLASTICITY
INJECTS RADIANCE
ACTIVE LIFT

PRODIGY Re-PLASTY

HIGH DEFINITION PEEL



SMOOTHED WRINKLES REDUCED DYSCHROMIA GLOWING SKIN TEXTURE



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

# KEY POINTS

- THE NEW PRODIGY RESULTING FROM AN UNPRECEDENTED PARTNERSHIP between Helena Rubinstein and Laclinic Montreux:
- AN ANTI-AGEING PEELING INTERVENTION HIGHLY CONCENTRATED in active ingredients, replicating the peeling protocol of Laclinic Montreux

# PRODIGY Re-PLAST

HIGH DEFINITION PEEL

- 3 complementary anti-ageing actions:
   PEEL CORRECTION PROTECTION
- After 15 days only, visible professional results: SMOOTHED WRINKLES, REDUCED SPOTS, GLOWING SKIN TEXTURE
- The star product:
   HIGH POTENCY RETINOL ANTI-WRINKLE SPOT REDUCING
   NIGHT CONCENTRATE





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE

# THE ROUTINE



### **PRODIGY** Re-PLASTY

HIGH DEFINITION PEEL intense wrinkle refining cream SPF 10 / PA +++



**EXTREME SMOOTHING EFFECT** SPOT PREVENTION



### **PRODIGY** Re-PLASTY

HIGH DEFINITION PEEL high potency retinol anti-wrinkle spot reducing night concentrate



**INTENSE** ANTI-WRINKLE EFFECT **ANTI-FREE RADICALS** 

1 to 2 times A WEEK, Morning or evening Leave on for 5 minutes, then rinse with water.

### **PRODIGY** Re-PLASTY

HIGH DEFINITION PEEL smoothing renewing instant glow peel mask



IMMEDIATE NEW SKIN **EFFECT** 

**EYE CONTOUR** 



**MÉSOLIFT** reviving extreme gel for eyes





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEFLING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

# PRIORITY PRODUCT









FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANG

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANG

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDI

### HIGHLIGHTING A HIGH-DEFINITION SKIN



The rejuvenating and smoothing liquid light foundation serum reduces the signs of fatigue



The magic concealer soothes away eye fatigue and illuminates the shaded areas of the face.



Indispensable for a radiant face.
Choose a 'glowing' tone





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

## HIGHLIGHTING A HIGH-DEFINITION SKIN

# PRODIGY LIQUID LIGHT FOUNDATION

radiance serum foundation line smoothing visibly rejuvenating SPF 15 THE REJUVENATING POWER OF LIGHT

- THE 1ST LIQUID LIGHT FOUNDATION that combines the ANTI-AGEING PROPERTIES OF A SERUM with THE UNIFYING POWER OF A FOUNDATION
- REJUVENATING LUMINOUS SHINE
- SOOTHES AWAY TIREDNESS INSTANTLY,
- SMOOTHING AND ANTI-CREASE EFFECT ON FEATURE
- UNIFIED AND FLAWLESS FINISH
- EXTREME COMFORT





IN FRONT OF THE MIRROR

FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE

# **GLOBAL ANTI-AGEING CARE**



PRODIGY EXTREME

**INSTANT COSMETIC INTERVENTIONS** LOSS OF TONICITY - DULL SKIN

PRODIGY Re-PLASTY - MESOLIFT



PRODIGY Re-PLASTY - PEEL

### SPECIALIST ANTI-AGEING CARE



ANTI-WRINKLES - TONICITY
COLLAGENIST





IN FRONT OF THE MIRROR FROM DERMATOLOGICAL PEELING TO ANTI-AGEING
PEELING

THE RANG

THE SALE

HIGHLIGHTING RADIANCE

PINITERAL

HR SKIN CARE

APPENDIX





FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE APPENDIX

### FAQ

#### Can I offer PRODIGY Re-PLASTY - HIGH DEFINITION PEEL to clients with sensitive skin?

PRODIGY Re-PLASTY has been conceived for optimal tolerance. Nevertheless, in the same way LaClinic advise against peeling for sensitive skin, PRODIGY Re-PLASTY - HIGH DEFINITION PEEL is not recommended for sensitive skin.

#### Can I introduce PRODIGY Re-PLASTY - HIGH DEFINITION PEEL as an anti-spot range?

The principle of an anti-spot product is to inhibit the synthesis of melanine in the melanocytes. PRODIGY Re-PLASTY - HIGH DEFINITION PEEL has no action on melanocytes, but enhances cell renewal thanks to its peeling action. The renewal of the epidermis cells clarifies and reduces spots. It is therefore not an anti-spot range but a lightening and clarifying range.

#### Can you combine the PRODIGY Re-PLASTY - HIGH DEFINITION PEEL and PRODIGY Re-PLASTY - MÉSOLIFT ranges?

Yes. You could, for example, use concentré nuit anti-rides suractivé - rétinol in the evening and Lifting-Radiance Extreme Concentrate with the Intense Lifting-Radiance Cream SPF 15 or the crème relissage rides intense - SPF 10 in the morning, and of course: Reviving Extreme Gel for the Eyes.

#### Which night cream do you recommend applying over concentré nuit anti-rides suractivé - rétinol?

Concentré nuit anti-rides suractivé - rétinol can be used alone or under any of the Helena Rubinstein night creams, and in particular with PRODIGY NIGH TISSULAR. However it is important not to apply a night cream that contains retinol or AHAs.

#### What do you say to a client who finds PRODIGY Re-PLASTY - HIGH DEFINITION PEEL uncomfortable on the skin?

If you use the entire range or experience repeated discomfort, apply the Night serum less frequently, apply the Night serum on a different evening to the Night mask and if the phenomenon persists, discontinue using the Night serum.

Using the retinol-containing serum can cause feelings of discomfort at the beginning of the treatment. These reactions should gradually diminish. If they do not, the client should apply the serum less frequently or stop using it if no improvement is seen.



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

### FAQ

#### What is special about the packaging of concentré nuit anti-rides suractivé - rétinol?

This "airless" packaging is nitrogen filled. This very complicated packaging process preserves the effectiveness and stability of retinol.

#### Can you use the PRODIGY Re-PLASTY - HIGH DEFINITION PEEL range continuously?

Yes, except in summer or if you travel to a sunny destination.

#### Why does crème relissage rides intense only has an SPF 10?

Used daily, an SPF 10 product guarantees sufficient anti UVB protection when applied over the night concentrate. The most important thing is that is protects you from UVAs. The crème relissage rides intense SPF 10 offers PA+++ protection. This is the maximum protection against UVAs.

#### What is the fragrance used for the range?

PRODIGY Re-PLASTY - HIGH DEFINITION PEEL uses the main notes of PRODIGY Re-PLASTY - MESOLIFT

#### What is the difference between the anti-wrinkle night concentrate and POWER A?

The PRODIGY Re-PLASTY - HIGH DEFINITION range has a triple action: peeling, correction and protection, while POWER A only acted as an anti-wrinkle corrector. In addition, the anti-wrinkle night concentrate contains the highest concentration of pure retinol in this specific segment, while POWER A contained on one hand a precursor of retinol (Vitamin A Palmitate) and on the other, the enzyme allowing the transformation of the precursor of retinol into pure retinol. The transformation was made during the application on the skin with no guarantee regarding the concentration of pure retinol.

#### What is the concentration of the peeling solution at LaClinic?

Depending on the patient's skin type, practioners adapt the concentration of the peeling solution, which can reach 70% of glycolic acid.

## LIVE BRILLIANTLY



IN FRONT OF THE MIRROR

FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

# **MERCHANDISING**







IN FRONT OF THE MIRROR

FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE

APPENDIX



INSTANT ANTI-AGEING COSMETIC INTERVENTIONS

PRODIGIOUS ANTI-AGEING SKINCARE



2



IN FRONT OF THE MIRROR FROM DERMATOLOGICAL PEELING TO ANTI-AGEING PEELING

THE RANGE

THE SALE

HIGHLIGHTING RADIANCE HR SKIN CARE

APPENDIX

## **COMPETITION**

ESTĒE LAUDER

# LANCÔME



CHANEL









PERFECTIONIST PEEL

**RESURFACE PEEL** 

3 MINUTE CELLULAR RESURFACING MASK NEW SKIN SMOOTHING PROGRAMME



FROM DERMATOLOGICAL PEELING TO ANTI-AGEING

THE SALE

HIGHLIGHTING RADIANCE

HR SKIN CARE APPENDIX

# DERMATOLOGICAL PEELINGS

	CONCERNS	ACTIONS	MAIN INGREDIENTS	SIDE EFFECTS
SOFT	<ul><li>Skin radiance</li><li>Skin texture</li><li>Spots</li><li>Wrinkles and lines</li></ul>	Light exfoliation of the outer layers of the epidermis	Glycolic acid (5-70%) Salicylic acid (LHA) Other fruit acids Lactic acid Phytic acid TCA 15-20%	Redness Tightness Sensitivity to sunlight
MEDIUM	<ul><li>Dark spots</li><li>Wrinkles</li></ul>	Deep exfoliation of the middle layers of the epidermis	Resorcinol TCA 20-30%	Redness Small burns Itchiness Shedding Sensitivity to sunlight
DEEP	<ul><li>Scars</li><li>Deep wrinkles</li></ul>	Acid burnt into the deep layers of the epidermis	Phenol (very aggressive derivative of alcohol)	Itchiness, redness, Desquamation Pain, intense burns Hypopigmentation High sensitivity to sunlight