

## NANCY K. BROWN PRODUCTS for SERIOUS SKIN, BODY & FOOT CARE

### for the face

#### 1. CLEANSE

- aloe milk cleanser 8oz / 240ml
- aloe facial shampoo (peach or classic) 8oz / 240ml

#### 2. TONE & BALANCE

- aloe liquid toner 8oz / 240ml
- aloe mist toner 4oz / 120ml or 8oz / 240ml

#### 3. CORRECT

- aloe exfoliant gel glycolic 5% 2oz / 60ml or 8oz / 240ml
- aloe exfoliant gel glycolic 10% 2oz / 60ml or 8oz / 240ml

##### for SKIN DISCOLORATION, SUN-DAMAGED SKIN

- aloe exfoliant gel glycolic 5% + Hydroquinone 2oz / 60ml
- aloe exfoliant gel glycolic 10% + Hydroquinone 2oz / 60ml
- botanical clarifying creme + Hydroquinone / Retinyl 1oz / 30g

##### for OILY & ACNE-PRONE SKIN

- aloe exfoliant gel glycolic 5% + 2% salicylic (Betahydroxy) 2oz / 60ml
- aloe exfoliant gel glycolic 10% + 2% salicylic (Betahydroxy) 2oz / 60ml

#### 4. HYDRATE

- aloe vera gel hydrator 8oz / 240ml
- aloe pro gel hydrator 4oz / 120ml or 8oz / 240ml
- aloe hydrant essence 4oz / 120ml

#### 5. PROTECT & PREVENT

- *AloCel C* topical vitamin c / anti-oxidant therapy creme 1 oz / 30 g
- aloe moisture lotion 8oz / 240ml
- all purpose creme 2oz / 60 g
- aloe night creme 2oz / 60 g
- firming night creme 2oz / 60 g
- rejuvenating night creme + 6% glycolic 2oz / 60 g
- rejuvenating night creme + 8% glycolic 2oz / 60 g
- SunDefense® Moisturizer 15 4oz / 120ml
- SunDefense® Moisturizer 34 4oz / 120ml
- total sunblock /shield 20+ 4oz / 120ml
- total sunblock /shield 30+ 4oz / 120ml
- *serum #1 moisture binding complex* 50 application capsules
- *serum #2 anti-ageing complex* 50 application capsules

### for foot & body

- toning creme for bust & neck 2oz / 60 g
- body sculpting creme 8oz / 240ml
- hand & body lotion + 12% glycolic 8oz / 240ml
- body polish 8oz / 240ml
- foot repair creme 4oz / 120ml
- aloe vera liniment 8oz / 240ml
- capsaloe liniment 4oz / 120ml

For product descriptions ask your skin care professional for the Nancy K. Brown 'CUSTOMER PRODUCT INFORMATION' brochure.

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your comments and suggestions are important to us: nkb@nancykbrown.com

## WHY SHOULD I EXFOLIATE MY SKIN?

It is a natural part of effective skin care. Exfoliation removes the layers of dead skin cells which form a barrier on top of healthy, life skin. If not removed this dead skin clogs pores, ducts and follicles, resulting in skin problems. As a result of environmental pollution, climate and age the skin's ability to exfoliate itself is diminished. Allowing dead skin cells to accumulate, providing a breeding ground for bacteria and a place for debris to attach. This interferes with the skin's proper functioning, detracting from its youthful appearance, making skin look dull and flat. Opening the door for skin problems. Without the removal of this barrier, no skin care product is able to reach the areas where needed and merely lubricate dead skin, starving the life skin underneath of much needed moisture and nutrients, wasting your time and money. Removal, exfoliation, of this barrier with the help of Glycolic, enables active skin care products to perform what they are intended to do, allowing for improved functioning of the skin, revealing healthy new skin underneath. Glycolic, the best and most effective of the A.H.A.'s because of its small size, works by dissolving the "glue" like substance that holds dead skin cells on top of the skin and trapped in the ducts, pores and follicles.

## WHO CAN BENEFIT FROM SKIN EXFOLIATION?

Skin Care Professionals recognize exfoliants, especially Glycolic, to be an integral and regular part of an effective skin care regimen. Exfoliation provides benefits to all skin types, all age groups, men and women, from midteens on.

Exfoliation is not only beneficial for those who need help to control a skin condition, it is highly recommended for the prevention of future skin problems and helping to keep skin healthy and slow down the visible signs of aging.

## WHY ALOE EXFOLIANT GLYCOLIC?

*Aloe Exfoliant* is an effective blend of the purest Glycolic and Whole Leaf Cold Processed Aloe Vera. This unique combination of active botanicals provides you with the exfoliating power of Glycolic and the proven healing, nourishing, hydrating and stimulating properties of Aloe Vera.

*Aloe Exfoliant Glycolic* is made with the finest Ultra Pure Crystalline Grade Glycolic without any impurities ensuring the highest quality possible for maximum effectiveness. *Aloe Exfoliant Glycolic* is non-comedogenic, non -allergenic and gentle. Exfoliates without damaging the skin's natural protection.

We use only Whole Leaf Cold Processed Aloe Vera providing you with the maximum quantity and quality of ingredients and benefits that Aloe Vera has to offer, without taking away, altering or destroying what has taken nature millions of years to perfect.

All Nancy K. Brown products from our cleansers, toners, exfoliants to sunscreens and sunblocks are formulated with active botanicals to provide natural and effective skin care. Skin care your skin can use, you will see the difference.

You may have used other A.H.A.'s and other skin care lines in the past, now find out for yourself what properly formulated Glycolic, true Aloe Vera and Nancy K. Brown Skin Care can do for your skin.

Nancy K. Brown Products are available at:

# NANCY K. BROWN



Preventive and Corrective  
Skin, Body & Foot Care



*Any idea  
what effective Skin Care  
can do for your skin?*

www.nancykbrown.com

## Nancy K. Brown Skin Care System

skin care that cares, made simple and effective.

### CLEANSE

- most important step in your twice daily skincare routine.
- removes dirt & debris from your skin.
- use a soap free water rinsable cleanser that does not leave a ‘film’ on your skin.
- for maximum results include neck and bust area when cleansing face.

### TONE & BALANCE

- tones your skin.
- normalizes your skin’s pH balance.
- refreshes your skin.

### CORRECT

- removes dead skin cells (exfoliate)
- reveals healthy skin.
- prepares your skin to better use active products.
- stimulates your skin’s cell renewal.
- stimulates your skin’s collagen production.
- aids in the repair of skin blemishes, environmental damage.
- lightens and removes hyperpigmentation (dark spots)
- reduces fine lines and wrinkles.
- combats dry skin, smooths rough texture.

### HYDRATE

- brings essential moisture into your skin, where it is needed most.
- a must for every skin type, even oily.

### PROTECT & PREVENT

- MOISTURIZE – seals in moisture brought into your skin and prevents its loss to the environment.
- PREVENT – protect your skin against future sun & other environmental damage. (As much as 90% of skin damage is caused by the sun. Wrinkles, blemishes, discolorations, etc).
- essential part of any good skin care regimen.
- essential even by accidental sun exposure.

## RESULTS - what the experts say about ALOE EXFOLIANT GLYCOLIC

“Unlike other chemical peeling agents, which cause nonspecific damage to improve the skin, Glycolic has a specific, non-damaging mechanism to improve the skin. Repeated Glycolic use has a continuously added effect to improve the skin. Glycolic is directly responsible for stimulating the changes in collagen production.”

**Lawrence S. Moy, M.D.**

“There is an overall softening and improvement in skin smoothness which is perceptible within one week of use. There is a reduction in fine lines of about 28%, elasticity has improved 20% and the overall skin tone showed significant improvement after only 4 weeks use of *Aloe Exfoliant Glycolic*.”

**Peter T. Pugliese, M.D.**

“Glycolic is the better and safest exfoliating agent, ..., it can stimulate the formation of collagen in the superficial dermis, improving the skin vascularity and the elastic fibers of the reticular dermis.”

**Romula Mene, M.D.**

“...recent multi-institutional studies confirm the clinical observations that sustained topical A.H.A. (Glycolic) use can induce profound and beneficial effects on dermal components of the skin.”

**E.J. Van Scott, M.D.**

# HOW TO USE

✿ The *INITIAL WEANING IN PERIOD* is very important. It is the time during which your skin is introduced to Glycolic and the cleaning out of the dermis is begun.

For best results we offer the following instructions:

1. First 2 weeks apply *Aloe Exfoliant* every other night,
2. 3rd and 4th weeks apply *Aloe Exfoliant* nightly,
3. From 5th week on, apply *Aloe Exfoliant* morning and night.

During these first four weeks, perform steps 1,2,4 & 5, morning and evening as is appropriate for skin type. Perform step 3 according to *INITIAL WEANING IN PERIOD* schedule. After the *initial weaning in period*, you and your skin care professional will analyze your skin and establish a skin care regimen that answers your skin care needs.

### *CLEANSE: – Step 1*

- Apply cleanser to wet skin. Work gently with hands into a lather.
- Rinse off thoroughly, use tepid water, avoid loofah, rough washcloth.

**Use:** *Aloe Milk Cleanser or Aloe Facial Shampoo.*

### *TONE & BALANCE: – Step 2*

- Spray toner on face or cotton pad, gently smooth over face.
- Allow to be fully absorbed.

**Use:** *Aloe Liquid Toner or Aloe Mist Toner.*

### *CORRECT: \* – Step 3*

- Onto dry skin, apply a thin, even layer of *Aloe Exfoliant*.
- Allow to be fully absorbed (10 minutes, for undiluted absorption).
- Leave on skin.

**Use:** *Aloe Exfoliant, concentration suitable for skin type, 5% or 10%.*

### *HYDRATE: – Step 4*

- After Exfoliant is fully absorbed, apply Hydrator as needed.

**Use:** *Aloe Vera Gel Hydrator or Aloe Pro Gel Hydrator or Aloe Hydrant Essence.*

### *PROTECT & PREVENT: – Step 5*

- Apply moisturizer overtop as needed.

#### *Daytime*

**Use:** *SunDefense Moisturizer 15 or 34, or Total Sunblock 20+ or 30+, or Aloe Moisture Lotion, All Purpose Creme or AloCel C*

#### *Nighttime*

**Use:** *Aloe Night Creme or AloCel C as needed.*

The results of Aloe Exfoliant are cumulative and build upon themselves. Continued use, as part of your regular skin care routine, will provide continued benefit.

## BENEFITS of ALOE EXFOLIANT GLYCOLIC

- Exfoliates, gently removes the layers of dead skin cells by dissolving the “glue” like substance that bonds dead skin cells to healthy new skin underneath.
- Dislodges oil, dirt and dead skin cells from pores, ducts & follicles.
- Enhances other skin care product effectiveness and functionality.
- Helps remove comedones and other infectious bacteria from skin.
- Opens up and aids in removal of active acne.
- Minimizes enlarged pores.
- Exfoliates without damaging the skin’s natural protection.
- Is restorative, nourishing and stimulating to the skin, improves skin’s appearance and texture. Combats dry skin, smooths rough texture, softens skin.
- Normalizes the natural process of cell renewal, stimulates cell turnover rate, helping to bring newer, younger skin to the surface more quickly.
- Gives skin newer fresher look, removing the dullness & muddiness.
- Reduces fine lines and wrinkles.
- Aids in the repair of sun-damage, lightens (hyper)pigmentation. Evens out skin tone.
- Makes makeup look better, by providing a smoother skin surface
- Keeps makeup looking fresh and colourtrue longer, by keeping oil in check.
- Exfoliates razor bumps, ingrown hair on face and body.
- Removes keratoses.

## QUESTIONS & ANSWERS

- Initially some dryness and/or flakiness may be experienced, this is only temporary. If dryness occurs, increase the amount of hydrator and moisturizer as needed.
- Some skins may experience a ‘tingling’ sensation, this simply means the product is working. You can calm down the exfoliant’s action by applying the hydrator and moisturizer as needed.
- The use of any exfoliant may initially cause minor breakouts. This is the result of its cleaning out of the dermis, in particular the clearing of plugged ducts, pores, follicles and oil glands and the bringing of debris and contaminants found there to the surface. This is beneficial and will subside once the dermis is cleaned out. It is only temporary.
- It may take up to two weeks before results are visible. Do not become discouraged, remember dedication will bring results, stay with your routine.
- After the application of Aloe Vera some redness may occur. This is very beneficial, the ‘redness’ will go away in a short period of time. The redness that may occur is a visible demonstration that our Whole Leaf Cold Processed Aloe Vera is an active botanical and is doing its beneficial work. It is the result of increased blood circulation and oxygen to the skin, aiding in cellular respiration and the removal of waste and toxins.

## SOME MISCONCEPTIONS

“Can exfoliant cause broken blood vessels”? No!! Broken capillaries are caused by too much sun. It is a form of sun damage!

“Does Glycolic make skin sensitive to the sun”? No!! Glycolic is not a photosensitizer, it removes the layers of dead skin cells, which do not offer any protection from the sun!

“Does Glycolic thin the skin”? No!! Glycolic removes only the layers of dead skin cells, not living cell layers!

“Can I over excite my skin with regular Glycolic use”? No!! The regular, proper use of Glycolic promotes proper skin cell functioning, within its natural limits!