

**[ comfort zone ]**

SUBLIME SKIN

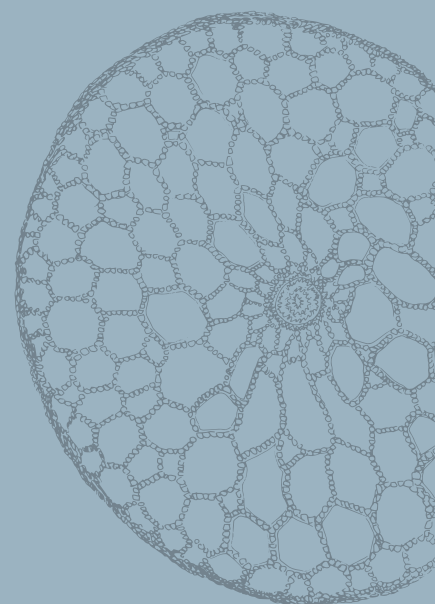
HORMON-AGING™

regenerating

redensifying

nourishing

SYSTEM DOSSIER





# SUBLIME SKIN

## HORMONES AND WOMEN

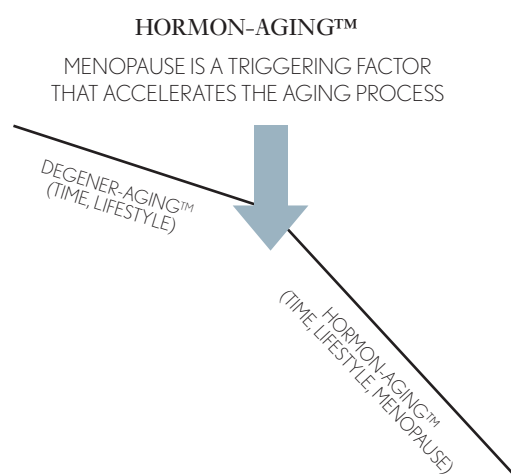
Hormones play a central role over the course of every woman's life. It is well-known that their cyclical fluctuations can influence the physical, mental and emotional well-being. This is particularly true during menopause, the phase when the ovaries stop functioning with a subsequent decrease in estrogen production, and also when the impact of hormones on the body and on emotions becomes much more apparent. Menopause is an inevitable and natural part of a woman's life, which on average happens around the age of fifty. Despite creating some unpleasant side effects, it can and should be experienced as the physiological beginning of a new phase of life and not as the end of something. Choosing an integrated, well thought-through approach, designed with the help of experts, is vital to help cope with this time of significant change with a feeling of vitality and positivity. And this is even more important considering that thanks to scientific progress, today's life expectancy is longer than before. There is even more time to enjoy your post-menopause life, which may amount to a third of your total existence!

## HORMON-AGING™

[ comfort zone ] considers aging as a multi-factor process, which can be affected not only by the passing of time and lifestyle in general, but also by hormonal deficiency caused by menopause. This is why we have chosen to define all skin changes in this phase as Hormon-aging™:

- extreme dryness
- thinning and increased fragility
- loss of density

There is also an increase in the typical signs of Degener-aging™, such as deep wrinkles, loss of skin tone and facial sagging.



## FOCUS ON

### MENOPAUSE

It can start around the age of 40, with irregular menstrual cycles due to the drop in progesterone and subsequent drops in estrogen. It is influenced by genetic and environmental factors, the balance between body fat and muscle, and definitely by lifestyle.

Menopause is considered to have occurred once 12 months have passed since the last period. Hot flashes and other unexpected discomforts are very common.

POST-MENOPAUSE is when a new hormonal balance is established and the temporary side effects have decreased.

## CELLULAR ANARCHY

Why do hormones play such a key role with the onset of menopause? The reason is that they create an "anarchy" in the organism and in the skin. Hormones are powerful messengers within the circulatory system. They spread and reach target cells found in clusters, organs and tissues, often far from their point of secretion - and influence the way they function.

## SUBLIME SKIN

Hormones are responsible for an intricate and complete communication network, the endocrine system, which maintains balance in the body and ensures that all organs, including the skin, are functioning properly. Any variation causes a positive or negative reaction which can influence both the physical state as well as the emotions. On a physical level, the drop in estrogens results in greater bone fragility. The metabolism slows down and causes a redistribution of fatty deposits which tend to accumulate around the abdomen, thighs, buttocks and jawline, while diminishing on face, neck, hands and arms.

As for the skin, the drop of estrogens leads to visible signs of aging, such as extreme dryness, thinning, fragility and loss of skin density. These effects are made even more dramatic by the impaired skin's cellular communication, which is another consequence of menopause. No cell lives in isolation: a complex communication network coordinates the growth, differentiation and the metabolism of the skin cells. In some cases, the cell-to-cell link is close, but in others when further apart, communication only happens through messenger molecules being sent.

### PHYSIOLOGICAL CHANGES IN THE SKIN

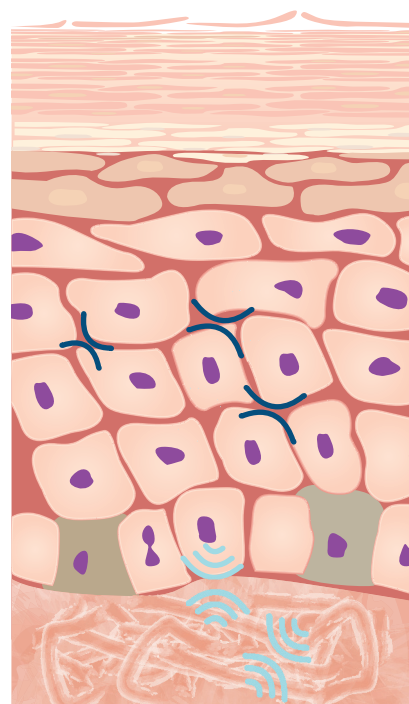
The three physiological processes which are mainly affected by menopause are cellular communication, skin regeneration and vitamin D synthesis.

#### 1. INEFFICIENT CELLULAR COMMUNICATION

Influenced by the drop in estrogen levels and as a result of the normal aging process, the slowdown in direct communication between neighbouring skin cells, and the exchange of the signals between cells in the epidermis and the dermis layers, accelerates the normal processes of aging. This significantly damages the skin's functioning. There is also a significant reduction in the quantity of the protein channels, the connexins. They are essential to create bridges for communication between adjacent cells, while the Skin Growth Factors (SGF), are physical messengers, that link the cells between epidermis and dermis. This overall reduction dramatically affects the skin's functionality. The turnover of epidermal keratinocytes slows down, fibroblast activity reduces and the skin, which has less structure, is likely to age much more quickly.

EPIDERMIS

DERMIS



### 2. SLOWER REGENERATION

With the drop in hormone levels and the decrease in functionality of the cellular communication systems, cellular metabolism begins to slow down.

The epidermis becomes thinner while the outermost layer of the epidermis becomes thicker due to accumulations of dead cells (corneocytes) on the surface.

The skin becomes less dense and loses its structure as a consequence of the reduction in elastin, and more significantly in collagen. Collagen changes in consistency, becoming fragmented in appearance. Its progressive reduction starts from the age of forty, but it only accelerates from menopause onwards. On average, a woman going through menopause loses 2,1% of her collagen every year. The reduction is actually quicker during the first few post-menopause years compared to the years to follow: it is estimated that the amount of collagen in the skin falls by around 30% over the first five years.

### 3. COMPROMISED VITAMIN D SYNTHESIS

Vitamin D is often compromised in menopausal women. Despite its name, it is not actually a vitamin: it is a pro-hormone which communicates and sends messages to further-away cells. It is essential for managing calcium and phosphorous levels and for bone mineralization. Vitamin D also has a direct effect on the skin, where it is not only synthesized but also carries out a regulatory role. Around 90% of vitamin D synthesis happens in the skin where the precursor is present and is activated by UVB rays. Vitamin D strongly influences the integrity of the cutaneous barrier, through the link with the VDR receptor. Once it has created a link to the receptor, it regulates the turnover of the keratinocytes and the formation of lipids in the outer epidermis, stimulating the key steps of the synthesis of the barrier: differentiation, cornification and desquamation. A decline in vitamin D and in its receptors means that the epidermal barrier becomes thinner, more fragile and less functional.

## VISIBLE CHANGES IN THE SKIN

At the skin level, the impact of hormonal changes and cellular anarchy are very specific and become visible from the pre-menopausal period, generating different effects from person to person depending on the remaining estrogen in the body.

### EXTREME DRYNESS

The outer layer of the epidermis has a vital role in retaining moisture and thus the softness and flexibility of the skin. In normal conditions, the outer layer exfoliates naturally, resulting in a release of substances which work to create a natural moisturizing factor (NMF) which includes amino acids, lactic acid, urea, sugars and salts. It is essential to retain water on the surface of the epidermis.

During menopause, due to the slowdown in cellular turnover, the production of NMF reduces and, when added to the lower levels of vitamin D, the skin's moisture barrier becomes more fragile, with a subsequent increase in transepidermal water loss (TEWL). This phenomenon explains the significant increase in skin dryness, which is a typical side-effect of menopause.

### THINNING AND FRAGILITY

With menopause, the wall-like structure of the skin barrier, which is made of corneocytes (the bricks) and lipids (the cement), weakens. The reduction of NMF deeply compromises the correct functioning of the skin barrier. The skin becomes more open to attacks from atmospheric and environmental agents (sun, wind, dust, pollution), intense temperature changes (sudden and extreme cold or heat), and harsh cosmetics which can provoke sensitivity and intolerances.

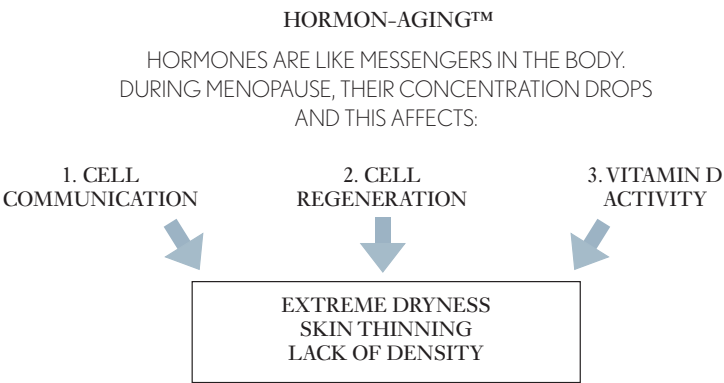
SUBLIME SKIN

SUBLIME SKIN  
HORMON-AGING™

LOSS OF SKIN DENSITY

The reduced functionality of fibroblasts significantly affects skin density: the loss of the tissue structure causes skin thinning and loss of elasticity. The dermal layer reduces in thickness by 1% every year in the 18 years following menopause. Every year, the skin loses approximately 1,1% of its tone, and its elasticity reduces by about 1,5%. These two factors combined compromise also the amount of hyaluronic acid and thus the water content of the skin, making it look less plump and full.

Sublime Skin line extension targeting Hormon-aging™ offers an, integrated approach which has been specifically created for menopausal women. It comprises two new formulations for home care and professional use, plus a new regenerating facial and lifestyle tips created by our Research Team, supported by the experts Nutridermatologist Dr. Maria Bucci and Dr. Alyssa Burns-Hill, a Hormone Health Specialist.



CELL-SUPPORT  
TECHNOLOGY™

Sublime Skin Oil Serum and Oil Cream fight the visible effects of Hormon-Aging™ such as extreme dryness, thinner, more fragile skin and loss of density. The exclusive Cell-Support Technology™ uses the synergistic effect of chicory extract, a biotechnological marine extract and eco-sustainable maracuja oil, to restore optimal functionality of the skin and contrast cellular anarchy. Its main 3 actions in response to estrogen drop are:

- 1. Revitalizes the cellular communication to recreate the ideal conditions for dermal and epidermal functioning.
- 2. Promotes cell regeneration from within by stimulating the metabolism of the cells of the epidermis and dermis, it favors an increase in collagen, elastin and hyaluronic acid, for a denser, more elastic skin.
- 3. Stimulates vitamin d activity in the skin for a stronger barrier, reducing the thinning and fragility of the skin, and consequently improving its level of hydration.

	OIL SERUM	OIL CREAM
CELLULAR COMMUNICATION		BIOTECHNOLOGICAL MARINE EXTRACT
SKIN REGENERATION	ECO-SUSTAINABLE MARACUJA OIL	
VIT.D ACTIVITY		CHICORY EXTRACT
NOURISHMENT		ABYSSINIAN OIL

# SUBLIME SKIN

## TEXTURES

Oil-based textures, highly nourishing with a “skin support” structure. Formulated with Abissinian oil, rich in Omega 3 and 6, they guarantee the optimal penetration of active ingredients and a sustained well-being of the skin.

## HEMECARE

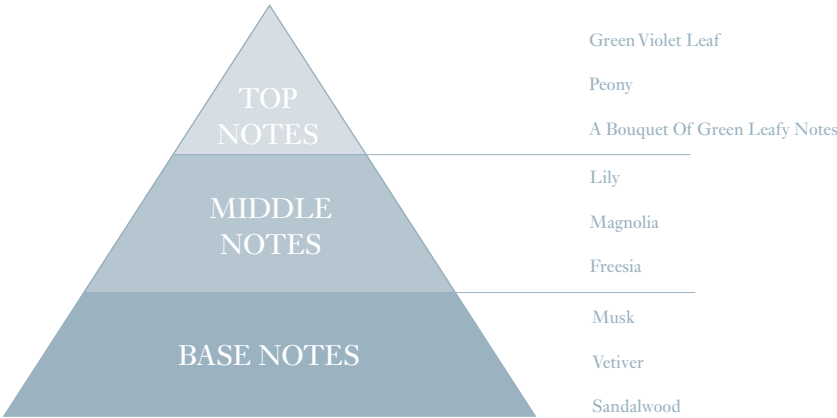
The OIL CREAM, with a lecithin-based structure that mimics the cell membranes, provides the skin with deep daily nourishment and stimulates the mechanisms that make it more supple and compact.  
The OIL SERUM, for overnight use, supports cell regeneration from within for a nourished and smooth skin.

## PROFESSIONAL

SUBLIME SKIN HORMON-AGING™ FACIAL  
Designed to alleviate the undesirable effects of Hormon-Aging™ on both skin and emotions, the facial treatment fights thinning of the skin, extreme dryness, loss of skin density and any feelings of fragility. Thanks to the revitalization of the cellular communication, the synergistic effect of the botanical ingredients, innovative textures, and two special massage techniques - Dermal Petrissage and Kobido - this facial offers a deep regeneration of the cutaneous structure and a new-found serenity and vitality.

## THE FRAGRANCE

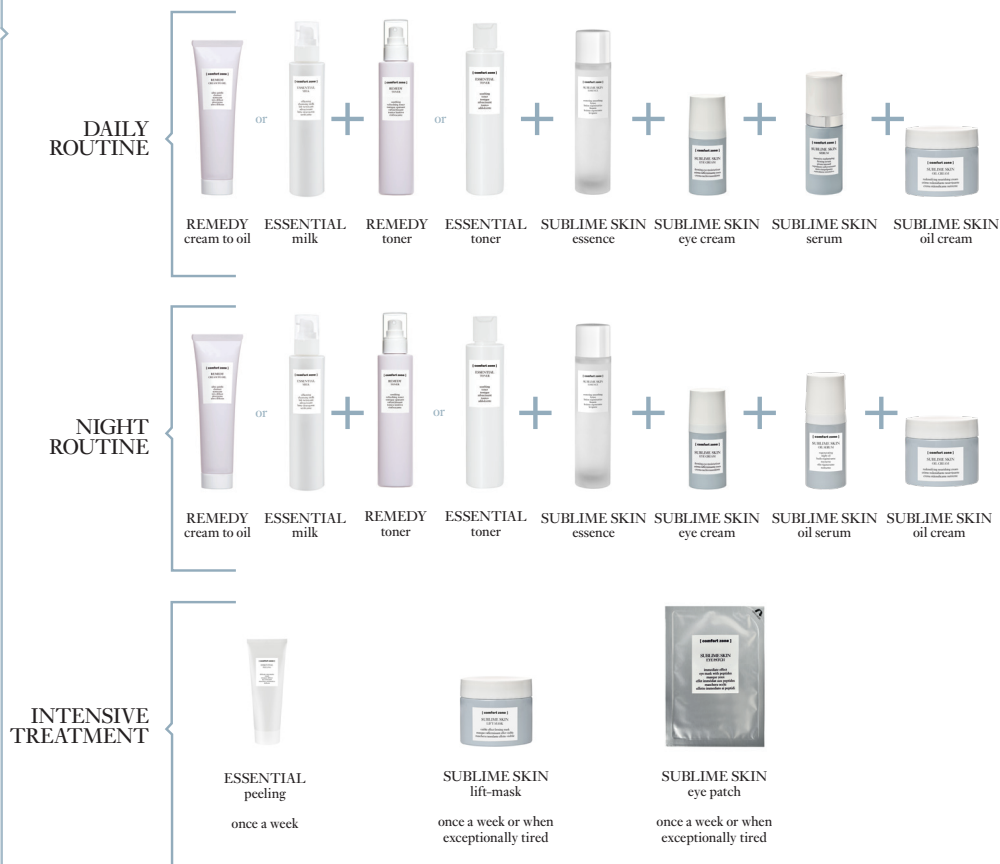
We always select fragrances which are evocative of the action of the product and use them at minimum concentrations to make our formulas exquisite and safe on the skin.



The elegant bouquet of flowery notes of peony, magnolia and violet leaf, harmonize in a base of musk, vetiver and sandalwood. It interprets and identifies the line with a touch of feminine elegance which celebrates both the natural and technical aspects of the products.

# SUBLIME SKIN

## BEAUTY ROUTINE



## SCIENCE-BASED CONSCIOUS FORMULAS™

Cosmetic products feed and nourish the skin. For this reason we pay close attention to what goes into our formulas. We select the finest natural-origin active ingredients, molecules and cutting-edge technological systems for delivering them. Every ingredient is chosen carefully to ensure maximum effectiveness and safety, and that it is pleasant to use. The silicones have been replaced with natural oils and butters that offer the same silkiness and softness for a “real active beauty” on the skin. Our products are made in Italy using electricity from renewable sources. The CO<sub>2</sub> neutral packaging has been designed to minimize its environmental impact, reducing the use of raw materials and superfluous elements.



**FREE FROM**  
SILICONES, PARABENS,  
MINERAL OILS, ARTIFICIAL COLORS,  
ANIMAL DERIVATIVES.

SUBLIME SKIN proposes an integrated approach which combines the use of home care products and professional treatments, with nutritional and lifestyle advice to address menopause with positivity and vitality.

## MENOPAUSE: THE HOLISTIC APPROACH

It is fundamental for each spa therapist to have a bigger picture that goes beyond the simple cutaneous manifestation, in order to offer a professional response and an adequate solution to this phase of life. Following, some insights on the mental and physical evolution of women during menopause and a few precious lifestyle tips to encourage maximum comfort during the professional treatment and for home care.



# SUBLIME SKIN

## PHYSICAL MANIFESTATIONS

On a physical level:

- The basal metabolism decreases and it is easier to gain weight, particularly around the middle.
- One may suffer from insomnia or mood swings.
- Uncontrollable vasomotor reactions can occur (such as hot flashes or sweating).
- Skin loses tone and becomes more wrinkled and discoloured.
- Hair becomes weaker and may fall out in greater quantities.
- Some health risks increase, due to less protection offered by estrogen, such as cardiocirculatory illnesses, hypertension and bone calcification.
- The immune system is less efficient due to the natural decline in organ function, but also due to a deficiency in vitamin D, which is one of the key defining factors of menopause. The body is more exposed to illness and takes longer to recover.

## PROFESSIONAL EMPATHY

Concerning the treatment, the efficacy of the active ingredients and specific manual techniques need to be enhanced by an empathetic approach, which will have an extremely positive impact on appearance and mood. In addition to a strong technical training, the spa therapist should keep in mind that even though menopause is associated with a wide variety of manifestations that affect all women, each person experiences them in a very personal way, with varying emotional reactions and needs. It is essential to observe and comprehend the individual needs of each client, in order to build a relationship of trust and understanding, and to correctly interact.

Some women may want to talk about what they are going through, which means that active listening will be fundamental. Others may prefer silence and look for a relaxing and caring moment, determined by the empathic touch that can help them connect with their body and its changes.

## LIFESTYLE TIPS

Comprehending that these changes are physiological is the first step towards awareness. At the same time, it is important to carry out some modifications and implement a lifestyle that can have a positive impact on mind, body and skin. This should be done at all stages of life but with menopause, it is important not to lose time, and take care of yourself in the most complete and effective manner, to create a new dimension of vitality.

## FOOD

A balanced diet allows not only to maintain the right body weight, which can often be difficult due to a slower metabolism, but nourish your body with the right nutrients to deal with this phase of hormonal change.

**PROTEIN:** it is important to eat the right quantity of protein, which can come from plant-based sources (cereals, vegetables) and also the right amount of fibre (wholegrain bread and pasta and plant-based foods). It is also useful to eat more seeds, which provide protein, without having to increase your daily quantity of meat or dairy products. Chia seeds, hemp seeds and pumpkin seeds can be added to yoghurts, soup and desserts - with the latter being limited to special occasions!

## SUBLIME SKIN

**WATER:** it is key to properly hydrate your body, and drinking at least two litres of still water every day as well as reducing the amount of salt in your diet can help avoid water retention, which is a common effect of the slowdown in circulation. Drinking water with lemon can help to alkalize your body, and along with fruit and vegetable juices, can also help combat any unexpected pangs of hunger which may strike due to hormone level drops rather than a lack of calories.

**ALCOHOL AND COFFEE:** for those who suffer from hot flashes or disturbed sleep, it is recommended that both alcohol and coffee are consumed in moderation.

**SUGAR:** reducing desserts, finding natural substitutes (such as stevia) to sweeten coffee or tea, and consuming dark chocolate are simple steps which can have a significant benefit in controlling weight and also reducing the amount of visceral fat (generated by alternating glycemic highs and lows).

## PHYSICAL ACTIVITY

A moderate but constant level of physical activity helps to keep an active metabolism and thus control body weight fluctuations. Choosing sports like yoga and pilates are particularly recommended for anyone with mood swings, as they also benefit your psychological and emotional balance.

Physical activity also stimulates the production of well-being hormones such as endorphins and serotonin, which have an impact on your mood and can help to regulate your sleeping habits.

## SLEEP

Insomnia or disturbed sleep patterns is a common and often underestimated menopausal problem. It is essential to find solutions for this issue as it doesn't just impact women's quality of life, but may also lead to increased health risks such as cardiovascular weaknesses and depression. Some natural solutions can give great results: combining a meditative activity in the evening, such as yoga, with specific vitamin supplements can frequently return sleeping patterns back to normal, without the need for any medication.

## SMOKING

Smoking is a significant hindrance during menopause. It negatively influences hot flashes, increases the risk of osteoporosis and cardiovascular illnesses, and damages skin by reducing oxygenation, making it appear duller.

## USEFUL SUPPLEMENTS

**MULTIVITAMIN:** for general nutritional needs.

**OMEGA 3:** an important support for the immune system, which can control lipid metabolism, the brain function and overall mood balance.

**VITAMIN D:** acts in synergy with other vitamins and mineral salts to promote the correct level of calcification of the bones. It also supports the immune system and glucose metabolism.

**5-HYDROXYTRYPTOPHAN:** useful for regulating sleep and reducing anxiety.

**SPECIFIC SUPPLEMENTS FOR HOT FLASHES:** there are various types (based on black cohosh, red clover or soy isoflavones). Reactions may vary by person and so it is worth finding the best supplement for your needs.

**MAGNESIUM SUPREME (MAGNESIUM SALT):** this is recommended for anyone with a slow digestion, as well as to balance mood and sleep. Warm baths with magnesium sulphate can be taken: when absorbed via the skin, it has a relaxing effect on muscles and reduces anxiety and tension.

## SUBLIME SKIN

### HOME CARE

#### OIL CREAM

redensifying nourishing cream



pH 5-5.5

PACKAGING  
glass jar  
DIMENSION  
60 ml

#### PRODUCT

Deeply nourishing and redensifying oil cream with Cell-Support Technology™, formulated to counter extreme dryness, thinning and loss of density which are typical of menopausal skin. It nourishes and reactivates the weakened cutaneous mechanisms affected by estrogen drops. SCIENCE-BASED CONSCIOUS FORMULA™ without silicones, with 97,8% of natural-origin ingredients.

#### CHARACTERISTICS

The lamellar texture in oil provides a feeling of immediate comfort and of profound nourishment that lasts throughout the day. It strengthens the connections between the layers of the skin, encourages new collagen production and stimulates vitamin D receptors, for a skin that is deeply nourished, firmer and regenerated.

#### BENEFITS

Texture in lamellar oil  
Highly redensifying  
Immediate sensation of comfort  
Long-lasting nourishment

#### HOW IT WORKS

CHICORY EXTRACT by stimulating vitamin D receptors found in the basal layer of the epidermis, it encourages the epidermal differentiation process which strengthens the cutaneous barrier and combats the typical thinning effect of Hormon-aging™.

BIOTECHNOLOGICAL MARINE EXTRACT in the salt flats of Agua Amarga in Spain, a difficult environment for living creatures, a species was discovered - Halomonas eurihalina - which can adapt to the harsh, changing environment. The extract obtained improves the connection among keratinocytes and cells of the epidermal and dermal layers, thus optimizing the skin's function and synthesis of new collagen.

ABYSSINIAN SEED OIL, SHEA BUTTER AND PLANT-BASED SQUALENE FROM OLIVE OIL create a rich, velvety texture making the skin feel immediately softer and protected for longer. The Omega 3 and 6, tocopherol and phytosterol contents, help to retain water and improve cutaneous hydration levels.

#### HOW TO USE

Apply to face and neck and massage until completely absorbed.

#### EFFICACY TESTS

+14% increase in synthesis of collagen\*.

\*In vitro test on fibroblasts, application of Sublime Skin Oil Cream.

#### COMPLEMENTARY PRODUCTS



## SUBLIME SKIN HOME CARE

### OIL SERUM regenerating night oil



**PACKAGING**  
plastic airless bottle  
**DIMENSION**  
30 ml

#### PRODUCT

Nourishing, regenerating oil serum with Cell-Support Technology™, designed to stimulate cellular regeneration during the night and combat extreme dryness, thinning and loss of density, which are typical of menopausal skins. Thanks to eco-sustainable Maracuja oil, it re-energizes the cellular turnover weakened by the estrogens drop. SCIENCE-BASED CONSCIOUS FORMULA™ without silicones, with 99,5% of natural-origin ingredients.

#### CHARACTERISTICS

This unique oil-to-serum texture gives this product its distinctive sensorial pleasure and immediate comfort. Maracuja oil stimulates cell turnover and promotes a delicate regeneration from within. The rich formula, largely made from natural ingredients, delivers the right amount of nourishment, for firmer, comfortable skin by morning time.

#### BENEFITS

Concentrated oil-serum texture  
Gently regenerates from the inside, without using acids  
Long-lasting nourishment  
Preservative-free

#### HOW IT WORKS

ECO-SUSTAINABLE MARACUJA OIL obtained from passion fruit seeds (*Passiflora edulis*) it is a by-product of the Peruvian agro-alimentary industry. The oil is obtained through molecular distillation, an innovative extraction technique which uses high speeds and high temperatures in extremely short bursts, in order to avoid any damage to the quality of the ingredients and to maximize the concentration. Rich in tocotrienols, the oil enhances cellular regeneration through stimulating the fibroblasts to produce more collagen and elastin. ABYSSINIAN SEED OIL is rich in Omega 3 and 6, tocopherols and phytosterols, to nourish and protect skin. The oil provides a wonderful sensorial experience which leaves the immediately smoother, more protected and silkier.

#### HOW TO USE

Apply a small quantity to face and neck at night and massage until completely absorbed. Follow with the cream when skin is very dry.

#### EFFICACY TESTS

+54% increase in synthesis of hyaluronic acid\*;  
+16% increase in synthesis of collagen\*;  
+17% increase in synthesis of elastin\*;

\*In vitro test on fibroblasts, application of the Sublime Skin Oil Serum.

#### COMPLEMENTARY PRODUCTS



## SUBLIME SKIN PROFESSIONAL

### OIL CREAM redensifying nourishing cream



pH 5-5.5

**PACKAGING**  
plastic jar  
**DIMENSION**  
200 ml

#### PRODUCT

Deeply nourishing and redensifying oil cream with Cell-Support Technology™, formulated to counter extreme dryness, thinning and loss of density which are typical of menopausal skin. It nourishes and reactivates the weakened cutaneous mechanisms affected by estrogen drops. SCIENCE-BASED CONSCIOUS FORMULA™ without silicones, with 97,8% of natural-origin ingredients.

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#### HOW TO USE

Exclusively for professional use. Follow the indications on the technical treatment sheets. Apply and massage until completely absorbed.

## COMPLEMENTARY PRODUCTS



SUBLIME SKIN  
PEEL BOOSTER



SUBLIME SKIN  
DELICATE PEEL



SUBLIME SKIN  
PEEL-OFF MASK



SUBLIME SKIN  
OIL SERUM

## SUBLIME SKIN PROFESSIONAL

### OIL SERUM regenerating nourishing oil



**PACKAGING**  
plastic airless bottle  
**DIMENSION**  
50 ml

#### PRODUCT

Nourishing, regenerating oil serum with Cell-Support Technology™, designed to stimulate cellular regeneration during the night and combat extreme dryness, thinning and loss of density, which are typical of menopausal skins. Thanks to eco-sustainable Maracuja oil, it re-energizes the cellular turnover weakened by the estrogens drop. SCIENCE-BASED CONSCIOUS FORMULA™ without silicones, with 99,5% of natural-origin ingredients.

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#### COMPLEMENTARY PRODUCTS



SUBLIME SKIN  
PEEL BOOSTER



SUBLIME SKIN  
DELICATE PEEL



SUBLIME SKIN  
PEEL-OFF MASK



SUBLIME SKIN  
OIL CREAM

# SUBLIME SKIN

## HORMON-AGING™ FACIAL

### AIM OF TREATMENT

Designed to alleviate the undesirable effects of Hormon-Aging™ on both skin and emotions, the treatment counters thinning of the skin, extreme dryness, loss of skin density and any feelings of fragility. Thanks to the Cell-Support Technology™, the innovative textures and two special massage techniques, Dermal Petrissage and Kobido, the facial reactivates cellular communication, offering deep regeneration of the skin and a new-found serenity and vitality.

### RECOMMENDED

For anyone experiencing menopausal symptoms: thinning of the skin, extreme dryness, loss of skin density and psycho-physical fragility.

### BENEFITS

Revitalizes cellular communication  
Regenerates tissues from the inside  
Redensifies skin and increases collagen, elastin and hyaluronic acid production  
Combats thinning and increased fragility

### DURATION

75 minutes

### WARNINGS

Do not use AHA around the eyes, on broken skin, in the presence of active acne, on skin affected by the Herpes Simplex virus, in the presence of fragile capillaries, melasma, in the case of allergies or hyper-sensitivity to any of the components in the products, on skin which has undergone aesthetic surgery, laser treatments, microdermabrasion, until at least a 3/4 month period has passed. Stop using the product in the case of irritation. Contact of the product with the skin must be limited in frequency and duration as indicated in the instructions of use. AHA may increase skin's sensitivity to the sun and particularly the possibility of sunburn. It is advised to limit sun exposure and to use a sun protection of SPF30 or higher.

### PROFESSIONAL PRODUCTS

TRANQUILLITY™ BLEND  
REMEDY CREAM TO OIL  
REMEDY TONER  
ESSENTIAL ACID PREPARATOR  
SUBLIME SKIN PEEL BOOSTER  
SUBLIME SKIN DELICATE PEEL  
ESSENTIAL NEUTRALIZER  
SUBLIME SKIN SERUM  
SUBLIME SKIN EYE CREAM (ADD-ON OPTIONAL)  
SUBLIME SKIN EYE PATCH (ADD-ON OPTIONAL)  
SUBLIME SKIN PEEL-OFF MASK  
SUBLIME SKIN SERUM IN OIL  
SUBLIME SKIN OIL CREAM  
[ comfort zone ] 2 BIG BRUSHES, 2 FACE BOWLS, FACE TOWELS

### TREATMENT STEPS

### WELCOME

1. Place dry [ comfort zone ] face towels over the guest's arms. Start with the specific TRANQUILLITY™ WELCOME RITUAL which is carried out in front of the guest, modified to create a feeling of empathy with women who are experiencing the menopause as a challenge to their sense of femininity, and focus on feelings of comfort and appreciation.

### SKIN PREPARATION AND ANALYSIS

2. Cleanse and tone the face, neck and décolleté, following the instructions of the SKIN PREPARATION with REMEDY CREAM TO OIL AND TONER. We suggest gently warming the cleansing cream in a bowl in the hot cabby, then applying with the large brush to increase feelings of comfort and relaxation.



## SUBLIME SKIN HORMON-AGING™ FACIAL

### TREATMENT AND MASSAGE

3. Using cotton pads, apply ESSENTIAL ACID PREPARATOR to the face, neck and décolleté. Allow to absorb.

4. Apply SUBLIME SKIN PEEL BOOSTER with another large brush and leave for 5 minutes. The dimensions of the brush help with a quick, practical application.

While this is working, follow the application techniques described in the Massage Dossier to apply the SUBLIME SKIN PEEL BOOSTER on both arms and hands, which will encourage muscles to release tensions and a feeling of overall relaxation. Some Korean reflexology points on the hand relieve local tensions and encourage a loosening of the spine.

5. Prepare SUBLIME SKIN DELICATE PEEL by mixing the two bases together, and apply with the large brush to the face, neck and décolleté, avoiding the eye area. Leave on for 10 minutes.

6. While this is working, with clean hands, carry out the special scalp massage, which will create a pleasant feeling of relief from any head tension, and also has a beneficial rebalancing effect on the whole body.

7. Remove the PEEL from the skin with a cool, damp [ comfort zone ] TOWEL.

8. Using cotton pads, sweep the treated areas with ESSENTIAL NEUTRALIZER.

9. Apply SUBLIME SKIN SERUM following the techniques in the Massage Dossier.

10. Wrap the hair in a turban using the towel and cover the eyes with two cotton pads soaked in cool water, making sure the eyebrows are covered. Alternatively, the SUBLIME SKIN EYE CREAM can be offered as an add-on, as can the SUBLIME SKIN EYE PATCH.

11. Prepare the SUBLIME SKIN PEEL-OFF MASK by pouring the powder from the BASE 2 envelope directly into the BASE 1 pot and mixing quickly. Apply the entire contents within 2 minutes to the face and neck with a spatula starting from the forehead, with long movements, making sure that it is an even layer with smooth edges. Leave on for 10-15 minutes.

12. While the mask is working, cover the arms with towels, remove the PEEL BOOSTER acid, and apply the ESSENTIAL NEUTRALIZER with the same technique as the ACID PREPARATOR. Apply the SUBLIME SKIN SERUM and carry out the specific massage which works on the muscles in the critical areas of the forearm and upper arm with a de-stressing and toning effect.

13. Remove the face mask and wipe away any excess with a cotton pad soaked in REMEDY TONER.

14. Apply SUBLIME SKIN SERUM IN OIL and gently massage the face, neck and décolleté for 15 minutes, paying particular attention to the lip area with the [ comfort zone ] DERMAL PETRISSAGE MASSAGE and KOBIDO. If the skin has not completely absorbed all serum, pat it with a damp towel.

### FINAL TOUCH

15. Apply SUBLIME SKIN OIL CREAM to the face, neck and décolleté, judging the quantity required by the skin condition, and use gentle strokes until it is completely absorbed.

16. Help the guest to a seated position on the bed. Before she stands up, to ensure that she is fully revitalized, and carry out the soothing, comforting techniques on the neck and shoulders.

### CONCLUSION AND PRESCRIPTION

Offer a cup of matcha tea or a rejuvenating juice along with a prescription card with the products recommended to prolong the treatment effects at home.

\*The brushes should be washed at the end of every treatment with neutral soap, and left to dry fully before being used in any other treatment.









# SUBLIME SKIN

AT A GLANCE - HOME CARE

CHICORY EXTRACT at skin level, it stimulates the functionality of the vitamin D receptors, strengthening the cutaneous barrier.

BIOTECHNOLOGICAL MARINE EXTRACT it improves the connections between keratinocytes and cells in both epidermis and dermis, thus optimizing the skin's function and the synthesis of new collagen.

ECO-SUSTAINABLE MARACUJA OIL derived from seeds discarded from the food industry, it is rich in tocopherols. It stimulates the fibroblasts to produce more collagen and elastin.

	PRODUCTS	DESCRIPTION	INGREDIENTS & ACTIONS	RESULTS	SELLING TIPS	LINK PRODUCTS
NIGHT REGENERATION	 <p>SUBLIME SKIN OIL SERUM 30 ml</p>	<p>nourishing night oil with regenerating properties to counter extreme dryness and skin thinning, typical of menopausal skin</p> <p>preservative-free 99,5 % natural-origin ingredients</p>	<p><b>ECO-SUSTAINABLE MARACUJA OIL</b> stimulates the fibroblasts to produce more collagen and elastin</p> <p><b>ABYSSINIAN OIL</b> nourishes and protects the skin</p>	<p>the skin is nourished, smooth and more protected</p> <p>apply the cream for a more intense nourishing action</p>	<p>recommend to apply the oil cream after this overnight treatment to guests with extremely dry skin</p>	 SUBLIME SKIN OIL CREAM   SUBLIME SKIN LIFT MASK
NOURISHMENT AND REDENSIFICATION	 <p>SUBLIME SKIN OIL CREAM pH 5 -5.5 60 ml</p>	<p>ultra-rich oil cream for menopausal skin to counter extreme dryness, skin thinning and loss of density</p> <p>97,8% natural-origin ingredients</p>	<p><b>CHICORY EXTRACT</b> at skin level, it stimulates the functionality of the vitamin D receptors, strengthening the cutaneous barrier</p> <p><b>BIOTECHNOLOGICAL MARINE EXTRACT</b> it improves the connections between keratinocytes and cells in both epidermis and dermis stimulating collagen production</p>	<p>the skin appears deeply nourished, redensified and compact</p>	<p>recommend after the oil serum also at night to guests with very dry skin</p>	 SUBLIME SKIN OIL SERUM   SUBLIME SKIN LIFT MASK

# SUBLIME SKIN

AT A GLANCE - PROFESSIONAL

- CHICORY EXTRACT at skin level, it stimulates the functionality of the vitamin D receptors, strengthening the cutaneous barrier.
- BIOTECHNOLOGICAL MARINE EXTRACT it improves the connections between keratinocytes and cells in both epidermis and dermis, thus optimizing the skin's function and the synthesis of new collagen.
- ECO-SUSTAINABLE MARACUJA OIL derived from seeds discarded from the food industry, it is rich in tocopherols. It stimulates the fibroblasts to produce more collagen and elastin.

	PRODUCTS	DESCRIPTION	INGREDIENTS & ACTIONS	RESULTS
	 <p>SUBLIME SKIN SERUM IN OIL 50 ml</p>	<p>nourishing regenerating oil serum to counter extreme dryness and skin thinning, typical of menopausal skin</p> <p>preservative-free 99,5% natural-origin ingredients</p>	<p><b>ABYSSINIAN OIL</b> nourishes and protects the skin</p> <p><b>ECO-SUSTAINABLE MARACUJA OIL</b> stimulates the fibroblasts to produce more collagen and elastin</p>	<p>the skin is nourished, smooth and more protected</p>
	 <p>SUBLIME SKIN OIL CREAM pH 5-5.5 200 ml</p>	<p>ultra-rich oil cream for menopausal skin to counter extreme dryness, skin thinning and loss of density</p> <p>97,8% natural-origin ingredients</p>	<p><b>CHICORY EXTRACT</b> at skin level, it stimulates the functionality of the vitamin D receptors, strengthening the cutaneous barrier</p> <p><b>BIOTECHNOLOGICAL MARINE EXTRACT</b> it improves the connections between keratinocytes and cells in both epidermis and dermis</p>	<p>the skin appears deeply nourished, redensified and compact</p>

SUBLIME SKIN

AT A GLANCE - TREATMENT

- CHICORY EXTRACT at skin level, it stimulates the functionality of the vitamin D receptors, strengthening the cutaneous barrier.
- BIOTECHNOLOGICAL MARINE EXTRACT it improves the connections between keratinocytes and cells in both epidermis and dermis, thus optimizing the skin's function and the synthesis of new collagen.
- ECO-SUSTAINABLE MARACUJA OIL derived from seeds discarded from the food industry, it is rich in tocopherols. It stimulates the fibroblasts to produce more collagen and elastin.

NAME	AIM	INGREDIENTS AND RESULTS	SELLING TIPS	NOTES
<p>SUBLIME SKIN</p> <p>HORMON-AGING™</p> <p>75 min.</p>	<p>It deeply nourishes and regenerates the skin, countering cutaneous thinning and fragility while increasing the production of collagen and elastin.</p>	<p>Thanks to the Cell- Support Technology™, it reactivates the cellular communication, favoring skin redensification. The empathic approach along with the Dermal Petrissage and the Kobido massage techniques regenerates the skin and bestows an overall feeling of serenity and vitality.</p>	<p>Recommended for peri-, post- and menopausal skin.</p>	<p>Avoid the use of AHA in case of melasma and hypersensitive skin.</p>

## SUBLIME SKIN

### CELL-SUPPORT TECHNOLOGY™

### CHICORY EXTRACT

### CELLULAR COMMUNICATION

### CONNEXINS

### BIOTECHNOLOGICAL MARINE EXTRACT

### ESTROGENS

### HORMON -AGING™

### MENOPAUSE

### ABYSSINIAN OIL

### MARACUJA OIL

### HORMONES

### POST-MENOPAUSE

### PRE-MENOPAUSE

### CELLULAR REGENERATION

### SGF (SKIN GROWTH FACTORS)

### VDR

### VITAMIN D

## GLOSSARY

The combination of chicory extract, biotechnological marine extract and eco-sustainable Maracuja oil. It deeply nourishes the skin and revitalizes the cell communication for optimal cutaneous redensification.

At skin level, it stimulates the functionality of the vitamin D receptors, strengthening the cutaneous barrier.

Communication between cells through connexins and chemical messengers such as the Skin Growth Factors (SGF), negatively influenced during menopause.

Protein channels that create communication bridges between adjacent cells.

It improves the connections between keratinocytes and cells in both epidermis and dermis, thus optimizing the skin's function and the synthesis of new collagen.

Hormones produced by the ovaries that drop with menopause.

Physiological and cutaneous manifestations typical of menopause such as extreme dryness, skin thinning and lack of density.

Period of life, experienced by women, where the ovaries activity ends. One is considered to be in menopause once the menstrual cycle has disappeared for at least 12 consecutive months.

Rich in Omega 3 and 6, it nourishes and makes the skin smooth and silky.

Eco-sustainable, it is derived from seeds discarded from food industry. Rich in tocopherols, it stimulates the fibroblasts to produce more collagen and elastin.

Messengers released in the circulatory flow that reach the target cells and influence their functioning.

Period subsequent to menopause where the symptoms disappear and a new hormonal balance is reached.

Period antecedent to menopause where the first symptoms of the reduction of estrogenic production appear.

A correct cellular metabolism ensures a good cellular turnover and an adequate production of collagen and elastin.

Tissue growth factors that link two distant cells.

Receptor of vitamin D at skin level.

Pro-hormone implied in the process of bones calcification, immune system and skin integrity.

## NOTES

## NOTES

## NOTES

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