

## NANCY K BROWN PRODUCTS for all your SKIN, BODY, HAND & FOOT CARE needs

### for the face

1. **CLEANSERS**
2. **TONERS**
3. **EXFOLIANTS / SKIN PEELS / FACE SCRUBS**
  - chemical - glycolic acids and salicylic acids
  - physical / mechanical - scrubs
4. **HYDRATION**
5. **MOISTURIZERS**
  - general / universal
  - night
  - vitamin therapy
6. **SUN DEFENSE® / ENVIRONMENTAL PROTECTION**
7. **SERUMS**
8. **EYE CARE**
9. **MASKS**

### WHY NANCY K BROWN ALOE VERA ?

All Nancy K Brown products are made with Aloe Vera, our's is 100% pure Whole Leaf Cold Processed Aloe Barbadensis - the richest and most potent of the more than 200 species of aloe in the world.

**WHOLE LEAF** - we use the entire leaf, so we do not waste nature's bounty - ensuring that your skin benefits from the maximum amounts of all the vitamins, minerals, vito-nutrients, bio-flavonoids, enzymes, amino acids and saccharides that occur naturally in Aloe Vera.

**COLD PROCESS** - we cold process (low heat pasteurize) our Aloe Vera to ensure that the enzymes remain active and the amino acids intact.

Nancy K Brown Aloe Vera does not contain fragrance, alcohol, color, fillers, disinfectants. Our Aloe Vera is a clear, golden color - not colored green with artificial dyes.

On Nancy K Brown ingredient listings you will find Aloe Vera at or near the very top - showing you that we strive to provide you with the best, most potent, effective **RESULT** delivering skin, body, hand and foot care products made with the highest quality ingredients - for unparalleled **RESULTS** and value for money!

For product descriptions see the Nancy K Brown website at [www.nancykbrown.com](http://www.nancykbrown.com)  
Nancy K. Brown 'CUSTOMER PRODUCT INFORMATION' brochure.  
Nancy K. Brown (N.K.B.) Aesthetics, Inc.® Canada T9E 0J1 MMXIX

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your comments and suggestions are important to us: [nkb@nancykbrown.com](mailto:nkb@nancykbrown.com)

### WHY SHOULD YOU EXFOLIATE YOUR SKIN ?

Exfoliation is a natural part of effective skin care, it removes the layers of dead skin cells that form a barrier ovetop 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 lubricates 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 Acid, 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 Acid, 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 Acid, 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 the most effective blend of the purest Glycolic and Whole Leaf Cold Processed Aloe Vera. This unique combination of active botanicals provides your skin 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, hydrators to sun defense shields are formulated with active botanicals to provide natural and effective skin care. Natural skin care your skin recognizes and can actually use, you will see the difference and **RESULTS**.

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 Acid, true Aloe Vera and Nancy K. Brown Skin and Body Care can do for you and your skin.

**Nancy K. Brown products are available from discerning skin care specialists, or at quality specialty salons & spas - ask for them.**  
**[www.nancykbrown.com](http://www.nancykbrown.com) or 1.800.665.4407 for more information.**

# NANCY K. BROWN



the world's best

**Aloe Vera and Glycolic Acid**  
Preventive and Corrective  
Skin, Body, Hand & Foot Care



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

[www.nancykbrown.com](http://www.nancykbrown.com)

# Nancy K Brown Skin Care System

skin care that works and cares, made simple and effective !

## CLEANSE

- most important step in your twice daily skin care routine.
- removes excess oils, salts, sweat, 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, chest and bust areas when cleansing face.

## TONE & BALANCE

- tones your skin.
- normalizes / rebalances your skin's natural pH balance.
- refreshes your skin.

## CORRECT

- removes dead skin cells (exfoliates)
- reveals healthy skin.
- prepares your skin to better use other skin care products.
- helps stimulate your skin's own cell renewal / turn-over.
- helps stimulate your skin's own natural collagen production.
- aids in the repair of skin blemishes, environmental damage.
- helps lighten and remove hyperpigmentation (dark spots)
- reduces fine lines and wrinkles.
- combats dry skin, smooths rough texture.

## HYDRATE

- brings essential hydration / moisture into your skin, where it is needed most.
- a must for every skin type, including oily, acne prone and acneic skins.

## PROTECT & PREVENT

- MOISTURIZE – seals in moisture brought into your skin (by hydrator) 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 - lines, wrinkles, blemishes, discolorations, etc).
- essential part of any good skin care regimen.
- essential even by accidental / occasional sun exposure - all year long.

## 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. May, 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 J. 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 Acid and the cleaning out of the dermis from stored debris, contaminants and pollutants begins. For best results we offer the following instructions for *Step 3* use:

1. First 2 weeks apply *Aloe Exfoliant (step 3)* every other night,
2. 3rd and 4th weeks apply *Aloe Exfoliant (step 3)* nightly,
3. From 5th week on, apply *Aloe Exfoliant (step 3)* 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, do not use a loofha or rough wash-cloth, instead use the *Face / Skin Shammy - Sponge Cloth*.

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

## **TONE & BALANCE: – Step 2**

- Spray toner directly 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® Glycolic*.
- Allow to be fully absorbed (8 - 10 minutes, for undiluted absorption).
- Leave on skin - **do not rinse off**.

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

## **HYDRATE: – Step 4**

- After Aloe Exfoliant is fully absorbed, apply Hydrator generously.

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

## **PROTECT & PREVENT: – Step 5**

- Apply moisturizer or serum overtop as needed - for time of day.

**Day-time:**

**Use:** *Sun Defense® Shield 20+ or 30+, Moisturizing Fluide,*

*Aloe Moisture Lotion, All Purpose Creme or AloCel C*

**Night-time:**

**Use:** *one of the Aloe Night Cremes, AloCel C or Serums as needed.*

\* The results of Aloe Exfoliant Glycolic are cumulative, build upon themselves. The continued use, as part of your regular skin care routine, will provide ongoing benefits.

**all Nancy K Brown products are proudly made in North America and are:**



**non-comedogenic, non-allergenic, free of alcohol, fragrance, color & disinfectants**

## 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.
- Helps open up and remove 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.
- Helps 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, helps removing the grayness, 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 for application.
- Keeps makeup looking fresh and colour true longer, by keeping oil in check.
- Exfoliates razor bumps, ingrown hair on face and body.
- Helps remove keratoses and keratosis polaris (pebbly plugs).

## 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 - helps prevent future major skin issues - such as bumpy skin.
- 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.

## MISCONCEPTIONS - exfoliation myths debunked !

“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 Acid, when properly formulated, employed & used with the proper support products is not a photosensitizer, it removes the layers of dead skin cells, that 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! Glycolic helps stimulate health skin functioning.

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