

## Product Training Guide



### What is Derm Exclusive®?

Derm Exclusive is an advanced anti-aging system that includes professional-grade products to target all four signs of aging: fine lines and wrinkles, dark spots, sagging skin, and dullness. Effective yet affordable, the system delivers results that are so powerful, they're *clinically proven* to be as good as—or even better than—what you'd see from a single cosmetic procedure\*, without the downtime, invasiveness, or cost.

See immediate results with Dr. Ordon's Fill & Freeze® Wrinkle Treatment, a breakthrough product that instantly smooths lines and wrinkles.\*\* But that's just the beginning: day by day, Derm Exclusive's complete anti-aging system is clinically proven to give you progressively smoother, more radiant skin.

Derm Exclusive contains no harmful preservatives or ingredients, such as sulfates, SD alcohol, parabens, formaldehyde, or hydroquinone. There are no ingredients derived from animals, and we never test on animals.

### Why is it effective?

Derm Exclusive contains ingredients often prescribed by doctors, such as retinol, salicylic and glycolic acids, antioxidants, collagen boosters, and peptides. Every product is carefully formulated to work on all skin types, with maximum effectiveness and minimal irritation. See page 2 for more information on Derm Exclusive's powerful ingredients.

### Derm Exclusive helps prevent and treat all major signs of aging

- Improves the look of lines and wrinkles while helping prevent new ones
- Fades age spots and evens out skin tone so you look younger longer
- Firms sagging, tired-looking skin and helps young skin stay lifted
- Shrinks the appearance of pores for a smooth complexion

\*Results based on a clinical pilot study comparing a single professional chemical peel, dermabrasion, and photofacial against women using Derm Exclusive for 28 days.

\*\*Achieved within 15 minutes of using Fill & Freeze.







### Dr. Ordon, Beverly Hills plastic surgeon and TV host

As a board-certified aesthetic, plastic, and reconstructive surgeon, Dr. Andrew Ordon has specialized in breakthrough anti-aging techniques for 30 years. He understands that while everyone wants to look their best, plastic surgery isn't always the answer. So after years spent searching for a safe, effective, and less expensive alternative, Dr. Ordon finally found the solution in Derm Exclusive. In his own words: "I'm so proud now that with Derm Exclusive, I can offer patients the same instant results they'd get by coming into my office—without the expense and without them having to leave home."

# Product Training Guide

## THE FOUR DERM EXCLUSIVE TREATMENTS AND THEIR BENEFITS

Benefits	Active Ingredients	Usage Instructions
<b>STEP 1 MICRO PEEL RESURFACING PADS</b>		
 <p>Inspired by professional chemical peels, these pads gently remove dead surface cells to exfoliate and brighten your skin. They also clean and help shrink the look of pores, while moisturizing ingredients calm skin.</p>	<p><b>Glycolic Acid:</b> Sweeps away dead skin cells.</p> <p><b>Salicylic Acid:</b> Exfoliates and helps clear pores to minimize their appearance.</p> <p><b>Malic Acid:</b> Gently exfoliates and balances your skin.</p>	<p><b>PM</b></p> <ul style="list-style-type: none"> <li>• Before first use, transfer pads from the stay-fresh pack to the Micro Peel jar. For best results, close the lid tightly and use the pads within 30 days.</li> <li>• Start with clean, dry skin. Use semicircular strokes to saturate your face and neck with the pad. Do not rinse.</li> </ul>
<b>STEP 2 INTENSIVE REPAIR SERUM</b>		
 <p>Helps undo years of premature aging—like dark spots and discoloration. Powerful enzymes accelerate recovery from everyday sun damage, while antioxidant vitamin C helps fade spots and even out skin tone.</p>	<p><b>Ultrasones®:</b> Enzymes that speed up your skin's natural repair process to help recover from sun damage.</p> <p><b>Photosomes®:</b> Help stimulate recovery when exposed to UV rays and protect the skin's natural immune system.</p> <p><b>Vitamin C:</b> Helps fade dark spots and prevent future sun damage.</p>	<p><b>AM/PM</b></p> <ul style="list-style-type: none"> <li>• Before first use, twist the top of the pump counterclockwise to unlock it.</li> <li>• Press the pump to release a pea-sized amount onto your fingers.</li> <li>• Massage onto your face, using upward circular motions.</li> </ul>
<b>STEP 3 COLLAGEN LIFT MOISTURIZER</b>		
 <p>Get the look of a laser firming treatment at home.* Advanced peptides firm, lift, and hydrate sagging skin, especially around the delicate eye area, while retinol helps increase skin's natural cell turnover and promotes collagen production.</p>	<p><b>Renovage:</b> Promotes skin's natural protection and repair process.</p> <p><b>Collaxyl®:</b> Boosts collagen production and helps prevent sagging to reduce the look of wrinkles.</p> <p><b>Encapsulated Retinol:</b> The gold standard wrinkle reducer and collagen builder.</p>	<p><b>AM/PM</b></p> <ul style="list-style-type: none"> <li>• Dispense a dime-sized amount of the product onto your fingers.</li> <li>• Use upward and outward strokes to massage Collagen Lift over your face, including the area around the eyes, neck, and décolleté.</li> </ul>
<b>STEP 4 FILL &amp; FREEZE WRINKLE TREATMENT</b>		
 <p>Dr. Ordon's breakthrough discovery instantly plumps lines and wrinkles while reducing the appearance of dark circles.** Your skin is visibly restored to a more natural, smoother state—just like you'd expect from injections and fillers. Ophthalmologist tested to ensure it's safe to use around your eyes.***</p>	<p><b>Argireline® and Myoxinol®:</b> Peptides that help diminish the look of fine lines and wrinkles caused by repeated facial movements.</p> <p><b>Matrixyl® 3000:</b> Helps promote collagen production and reduces the appearance of wrinkles.</p> <p><b>UGL Complex:</b> Improves elasticity and firmness and helps smooth away wrinkles.</p>	<ul style="list-style-type: none"> <li>• <b>AM:</b> After applying sunscreen, brush onto visible lines, like crow's feet, laugh lines, and between eyebrows. Smooth with fingertip.</li> <li>• <b>PM:</b> After applying Collagen Lift, brush Fill &amp; Freeze directly onto visible lines.</li> </ul>

Ultrasones, Photosomes, and Roxisomes are registered trademarks of Applied Genetics Incorporated. Argireline is a registered trademark of Lipotec, S.A. Myoxinol is a registered trademark of Cognis France. Matrixyl is a registered trademark of Sederma Corporation France. Collaxyl is a registered trademark of Vincience S.A. Joint Stock Company.

\*Results comparable to one laser treatment and achieved after 28 days of Derm Exclusive use.  
 \*\*Achieved within 15 minutes of using Fill & Freeze.  
 \*\*\*Fill & Freeze Wrinkle Treatment is not intended for use on the eyelids. Use caution to avoid contact with eyes.

## Product Training Guide

### OTHER DERM EXCLUSIVE PRODUCTS TO ENHANCE YOUR REGIMEN

THESE ADDITIONAL PRODUCTS WERE DEVELOPED SPECIFICALLY TO HELP YOUR DERM EXCLUSIVE REGIMEN WORK EVEN BETTER.

Benefits	Active Ingredients	Usage Instructions
<b>FACIAL CLEANSER</b>		
 <p>Enriched with antioxidants and anti-aging ingredients, this sulfate-free cleanser dissolves makeup and dirt without drying or irritation. Your skin is prepped and ready to receive the maximum anti-aging benefits of your Derm Exclusive treatments. Safe for use around the eyes.</p>	<p><b>Salicylic Acid:</b> Helps exfoliate dead skin cells and clean pores.</p> <p><b>Glycerin:</b> Helps maintain skin's moisture balance.</p> <p><b>Rosemary Extract:</b> A dual-action cleanser and toner that doesn't strip the skin of its natural oils.</p>	<p><b>AM/PM</b></p> <ul style="list-style-type: none"> <li>Always start with a clean face. Before using the Micro Peel Resurfacing Pads or Intensive Repair Serum, massage a quarter-sized amount onto your dry face and neck, using upward circular motions.</li> <li>Rinse with water, then pat dry.</li> </ul>
<b>AGE DEFENSE MOISTURIZER SPF 24</b>		
 <p>This creamy moisturizer with antioxidants and broad-spectrum UVA and UVB sunscreen helps protect skin from future wrinkles, age spots, and sagging. Use it every day—rain or shine—to keep your newly refreshed skin looking younger longer.</p>	<p><b>Shea Butter:</b> Antioxidant vitamins A, E, and essential fatty acids help prevent premature wrinkles, repair sun damage, and soothe dry skin. Shea Butter penetrates easily and doesn't clog pores.</p> <p><b>Venuceane:</b> Helps defend against cell-damaging free radicals, UV rays, and environmental pollutants. Its protection increases as temperatures and UVA levels rise.</p>	<p><b>AM</b></p> <ul style="list-style-type: none"> <li>After applying Collagen Lift, liberally apply to your face, neck, and décolleté to protect your skin.</li> <li>Reapply as needed or after prolonged sun exposure, swimming, or excessive perspiration.</li> </ul>
<b>VOLUME LIP THERAPY SPF 15</b>		
 <p>Adds luscious volume to your lips without painful injections. Formulated with Hyaluronic Filling Spheres and natural moisturizers to smooth and plump lips while promoting fuller, softer, nourished lips. SPF 15 protects delicate skin and helps guard against future wrinkles.</p>	<p><b>Shea Butter:</b> Antioxidant vitamins A, E, and essential fatty acids protect and soothe rough, chapped skin.</p> <p><b>Organic Beeswax and Carnauba Wax:</b> Soften delicate skin and form a protective barrier to guard against irritants.</p> <p><b>Volulip:</b> Plumps lips, strengthens the skin, and hydrates.</p>	<p><b>AM/PM</b></p> <ul style="list-style-type: none"> <li>Generously apply as needed to plump and moisturize your lips.</li> <li>Wear alone or over lip color for instant shine and volume.</li> </ul>
<b>INTENSE EYE RESCUE</b>		
 <p>Helps repair the appearance of fine lines and wrinkles as it hydrates. Powerful peptides, antioxidants, and superfruits improve the appearance of dark circles, puffiness, and wrinkles for visibly revitalized eyes.</p>	<p><b>Eyeliss and Haloxyl:</b> Peptides that help minimize puffiness and dark circles.</p> <p><b>Revital-Eyes:</b> Probiotics, green tea, and caffeine help increase circulation, decrease the appearance of dark circles, and improve skin tone.</p> <p><b>Pomegranate Carbohydrate:</b> Hydrates and provides immediate skin tightening and lifting to reduce the appearance of lines and wrinkles.</p>	<p><b>AM/PM</b></p> <ul style="list-style-type: none"> <li>Use after Collagen Lift</li> <li>With your ring finger, pat a small amount gently around the eye area.</li> </ul>
<b>NIGHT RENEWAL CREAM</b>		
 <p>Helps strengthen the skin's moisture barrier while plumping and reducing the appearance of wrinkles. It works overnight to help restore vital moisture, leaving skin supple and intensely nourished without feeling greasy.</p>	<p><b>HydroSeal:</b> Helps skin retain moisture and repair its protective barrier.</p> <p><b>Argireline:</b> A powerful peptide that helps smooth lines and wrinkles caused by repeated facial expressions.</p>	<p><b>PM</b></p> <ul style="list-style-type: none"> <li>Use in the evening after Collagen Lift.</li> <li>Smooth a dime-sized amount onto face, neck, and décolleté using upward circular motions.</li> </ul>


## Product Training Guide

### DERM EXCLUSIVE PURCHASE OPTIONS AND PRICE LIST

KITS	WHAT'S INCLUDED?	BONUS	RETAIL PRICE	TBB CLUB PRICE	COACH PRICE	PV/CV	HOME DIRECT?
<b>4-piece 30-Day Kit</b> (Home Direct)	<b>Micro Peel Resurfacing Pads</b> (15 pads, including storage jar) <b>Intensive Repair Serum</b> (1 fl. oz.) <b>Collagen Lift Moisturizer</b> (1 fl. oz.) <b>Fill &amp; Freeze Wrinkle Treatment</b> (0.04 fl. oz.)	+ <b>Fill &amp; Freeze Wrinkle Treatment</b> (0.04 fl. oz.)	\$39.95	\$35.96	\$29.96	15	Yes. After 30 days, this kit becomes part of the Home Direct autoship program. Customers will receive and be billed for a new Derm Exclusive 4-piece, 90-day kit +\$2 s&h every 90 days.
<b>4-piece 30-Day Kit</b> (One-time ship only)	<b>Micro Peel Resurfacing Pads</b> (15 pads, including storage jar) <b>Intensive Repair Serum</b> (1 fl. oz.) <b>Collagen Lift Moisturizer</b> (1 fl. oz.) <b>Fill &amp; Freeze Wrinkle Treatment</b> (0.04 fl. oz.)	+ <b>Fill &amp; Freeze Wrinkle Treatment</b> (0.04 fl. oz.)	\$49.95	\$44.96	\$37.46	15	No. Customers select this kit as a one-time shipment that does not automatically renew after 30 days.
<b>4-piece 90-Day Kit</b>	<b>Micro Peel Resurfacing Pads</b> (45 pads, including storage jar) <b>Intensive Repair Serum</b> (2 fl. oz.) <b>Collagen Lift Moisturizer</b> (2 fl. oz.) <b>Fill &amp; Freeze Wrinkle Treatment</b> (0.12 fl. oz.)	+ <b>Fill &amp; Freeze Wrinkle Treatment</b> (0.12 fl. oz.)  + <b>A signature Derm Exclusive travel bag</b>  + <b>FREE shipping</b>	\$119.85	\$107.87	\$89.89	60	Yes. With Home Direct, customers will receive and be billed for a new 90-day supply of Derm Exclusive +\$2 s&h every 90 days.
<b>7-piece 90-Day Kit</b>	<b>Micro Peel Resurfacing Pads</b> (45 pads, including storage jar) <b>Intensive Repair Serum</b> (2 fl. oz.) <b>Collagen Lift Moisturizer</b> (2 fl. oz.) <b>Fill &amp; Freeze Wrinkle Treatment</b> (0.12 fl. oz.) <b>Facial Cleanser</b> (6.0 fl. oz.) <b>Age Defense Moisturizer SPF 24</b> (1 fl. oz.) <b>Volume Lip Therapy SPF 15</b> (0.33 fl. oz.)	+ <b>Fill &amp; Freeze Wrinkle Treatment</b> (0.12 fl. oz.)  + <b>A signature Derm Exclusive travel bag</b>  + <b>FREE shipping</b>	\$164.55	\$148.10	\$123.41	85	Yes. With Home Direct, customers will receive and be billed for a new 90-day supply of Derm Exclusive (7-piece kit) +\$2 s&h every 90 days.
<b>2-piece Restore and Renew Duo</b> (One-time ship only)	<b>Night Renewal Cream</b> (90-day supply, 2.0 fl. oz.) <b>Intense Eye Rescue</b> (90-day supply, 0.5 fl. oz.)	-	\$59.85	\$53.87	\$44.89	45	No. Customers select this kit as a one-time shipment that does not automatically renew after 90 days.

## Product Training Guide

### INDIVIDUAL PRODUCT PRICING (SAVE MONEY BY PURCHASING A KIT)

ITEMS (ALL ARE 90-DAY SUPPLY)		RETAIL PRICE	TBB CLUB PRICE	COACH PRICE	VOLUME POINTS
	<b>Micro Peel Resurfacing Pads</b> (45 pads, including storage jar)	\$48.50	\$43.65	\$36.38	37
	<b>Fill &amp; Freeze Wrinkle Treatment</b> (0.12 fl. oz.)	\$44.00	\$39.60	\$33.00	33
	<b>Intensive Repair Serum</b> (2.0 fl. oz.)	\$47.50	\$42.75	\$35.63	36
	<b>Collagen Lift Moisturizer</b> (2.0 fl. oz.)	\$60.00	\$54.00	\$45.00	45
	<b>Age Defense Moisturizer SPF 24</b> (1.0 fl. oz.)	\$24.00	\$21.60	\$18.00	18
	<b>Volume Lip Therapy SPF 15</b> (0.33 fl. oz.)	\$19.50	\$17.55	\$14.63	15
	<b>Facial Cleanser</b> (6.0 fl. oz.)	\$19.95	\$17.96	\$14.96	15
	<b>Intense Eye Rescue</b> (0.5 fl. oz.)	\$40.00	\$36.00	\$30.00	30
	<b>Night Renewal Cream</b> (2.0 fl. oz.)	\$32.00	\$28.80	\$24.00	24

#### Is Derm Exclusive safe for my skin?

Consumer safety is a top priority at Beachbody®. To ensure that Derm Exclusive delivers great results for all skin types, we've carefully formulated it to exclude any ingredients that are known irritants or whose safety is questionable.

Derm Exclusive does NOT contain: parabens, animal products, sulfates, comedogenic ingredients, or hydroquinone. Derm Exclusive is dermatologist tested and approved, and is never tested on animals.

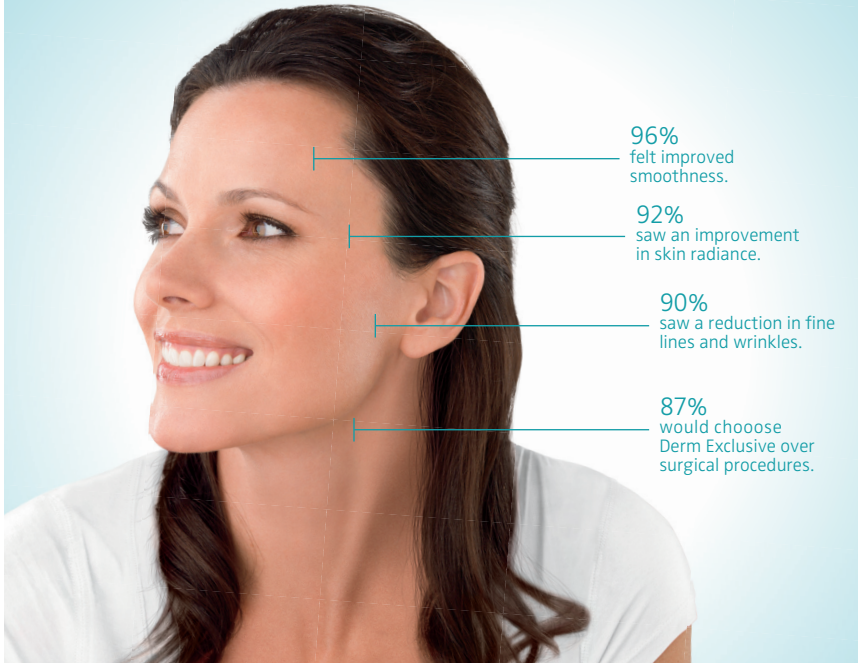
See the "No-No List" in the product toolkit for a complete list of the ingredients we choose not to include, along with the reasons why.

#### How to share Derm Exclusive with your customers

One of the best ways to share Derm Exclusive is by demonstrating it directly on your customers. Keep a set of products on hand so you can walk customers through the system. For hygiene reasons, you should only put the products on the backs of their hands, but it's a great way to show people how the products work together and what they feel like on the skin.

## Product Training Guide

### Customers agree—Derm Exclusive delivers real results!\*\*\*



#### Tips for using Derm Exclusive

The daily regimen is quick and simple. It takes a very short time to apply in the morning and evening. Here are some tips that users find helpful:

- **Follow the steps in the usage guide.** For best results, use the products in the order listed in the usage guide. They're designed to be used together for maximum effect.
- **Fill & Freeze Wrinkle Treatment:** Some users prefer to apply this under their makeup in the mornings, and some prefer to apply it over makeup. Also, Fill & Freeze can be applied with your ring finger rather than the attached brush. Experiment with it to see what works best.
- **For sensitive skin:** Derm Exclusive contains professional-grade ingredients, so we recommend starting slowly. Use the products once daily for a week to test the skin's tolerance, and gradually build up to twice a day.
- **Use Derm Exclusive for at least 90 days.** The longer customers use Derm Exclusive, the better their results get. Trying the products for at least 90 days allows users to get the most benefit as their skin goes through its natural renewal cycle. We strongly recommend that everyone start with a 90-day kit.

\*Results vary.

\*\*Results based on consumer perception study after 30 days of use.

© 2014 Beachbody, LLC. All rights reserved. Distributed by Beachbody, LLC, Santa Monica, CA 90404  
Beachbody, LLC, is the owner of the Derm Exclusive, Fill & Freeze, Beachbody, and Team Beachbody trademarks, and all related designs, trademarks, copyrights, and other intellectual property.

If you are a member of the Team Beachbody® community, contact your Coach for information and support, or log in at [TeamBeachbody.com](http://TeamBeachbody.com). For Beachbody® and Team Beachbody Customer Service, go to [Beachbody.com](http://Beachbody.com).

#### See real Derm Exclusive user results

Actual unretouched photos.



DECREASE IN THE APPEARANCE OF WRINKLES



INCREASED FIRMNESS AND ELASTICITY



BRIGHTER SKIN WITH EVENED-OUT COMPLEXION



VISIBLY SMOOTHER SKIN

#### Coach tools

Beachbody provides you with the tools to help talk about Derm Exclusive:

- FAQ
- Talking points
- Consumer Profile Chart
- eCards
- Sample email
- Ad banners for your personal website
- Ingredient list
- "No-no" list (what's not included)
- Recorded webinars

# Product Training Guide

— RETAILING TIPS —	
Who can benefit?	Why Derm Exclusive?
Women aged 35–45 who are beginning to see signs of aging	Derm Exclusive is the perfect regimen to slow down the look of aging instantly, and to help prevent new signs of aging in the future. It can improve the appearance of fine lines and spots while moisturizing and plumping your skin to help you look more radiant—and younger.
Women aged 45+ who have more visible signs of aging	Derm Exclusive can dramatically improve the look of wrinkles, sagging, dark spots, and other signs of aging by nourishing your skin with moisture, evening skin tone, and visibly plumping and smoothing lines. It also helps boost collagen so your skin becomes firmer and more lifted.
Women in their 20s who want to delay visible signs of aging for as long as possible	Start using Derm Exclusive now, and you're on your way to a lifetime of beautiful skin. It's much easier to prevent the signs of aging in the first place than try to fix them after they've already appeared. A healthy skincare regimen like Derm Exclusive will help ensure that you look as good as possible, for as long as possible.
Women of any age who are interested in having healthy, youthful skin	A good skincare plan can help keep you looking your best for as long as possible. Derm Exclusive has everything you need for clean, healthy, beautiful skin. You're probably going to use some products every day; why not use the ones that will make a true difference in how you look?
Women who are into fitness and healthy living, and want their faces to look as young as their bodies	Healthy skin is an important part of any total-body wellness program. You take good care of your body by working out and eating right. Now take care of the largest organ on your body—your skin. You work hard to look fit and healthy; doesn't your skin deserve the same treatment?
Women who are savvy about beauty and know all the latest innovations	Derm Exclusive contains only professional-grade ingredients that have been proven to work—safely and effectively. The latest technology in formulation ensures that the active ingredients are absorbed when and where your skin needs them, so you get the best results. We're proud of our commitment to delivering products that really work.
Women who currently get injections and fillers (such as Botox®), or cosmetic procedure patients who want to see if there's an alternative	Derm Exclusive is clinically proven to deliver results that are as good as—or even better than—what you can get from injections, fillers, or lasers. There's no "recovery" period or embarrassing bruising or peeling, and it costs much less than multiple appointments with a dermatologist's office or medspa. Try it for yourself and see how good your results can be.
Women who are curious about cosmetic procedures such as microdermabrasion, IPL photofacials, Botox, or other cosmetic procedures, but are hesitant to try them because of fear or price	No needles, no lasers, no pain, and no downtime. Derm Exclusive is safer, gentler, much less expensive, and a lot less hassle than scheduling appointments for cosmetic procedures with a dermatologist. And the results have been shown to be as good as those you can get from a doctor!
Women who want quality products at value pricing	Derm Exclusive was developed to the highest standards in beauty innovation, with the most advanced ingredients available today. Because we don't sell in retail stores, we're able to bring these high-end products to you at much lower prices.
"Low maintenance" types	Derm Exclusive is incredibly quick and easy to use, even for those who don't want to spend a lot of time on their beauty routines. Applying all four products takes just a few minutes.
Men can benefit too!	Derm Exclusive isn't just for women! It's also perfect for men who want to look younger and healthier. The products are not overly fragranced or "flowery," and they don't feel heavy or greasy on your skin. The packaging is simple and elegant, so men won't be embarrassed to have it in their bathrooms.

Botox is a registered trademark of Allergan, Inc.