

Product Training Guide

**What is Derm Exclusive®?**

Derm Exclusive® is an anti-aging skincare system featuring Fill & Freeze®, a breakthrough wrinkle treatment that delivers visible results instantly. The system includes four professional-grade Derm Exclusive products that target all four signs of aging—**fine lines and wrinkles, sagging skin, dark spots, and dullness**—to help your skin get a healthier, radiant, more youthful glow.

The results are so powerful, they're clinically proven to be as good as—or even better than—what you'd see from top cosmetic procedures.

Why is it effective?

Derm Exclusive delivers instant results you can see. How is this possible? The Micro-Smoothing Peptides in Fill & Freeze Wrinkle Treatment immediately plump lines and wrinkles while relaxing the “crease memory” that contributes to laugh lines and crow's feet.

But Derm Exclusive isn't just about instant results. The longer you use it, the better your skin will look! That's because Derm Exclusive contains only the highest-quality, most effective ingredients that are proven to enhance your skin's health and appearance. It addresses all four signs of aging by:

- Instantly smoothing the appearance of fine lines and wrinkles
- Fading age spots and evening out skin tone
- Firming and lifting sagging, tired-looking skin
- Shrinking the appearance of pores

Minnie Driver—Derm Exclusive's celebrity spokesperson

Minnie Driver, Academy Award–nominated actress and busy mom, was introduced to Derm Exclusive on a movie set. She loved her results so much she wanted to give the products her personal endorsement. We're proud to have her as our official Derm Exclusive spokesperson. (And yes, she continues to use and love Derm Exclusive!)



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THE FOUR DERM EXCLUSIVE TREATMENTS AND THEIR BENEFITS

Benefits:	Active Ingredients:	How does it compare to cosmetic procedures?
STEP 1 MICRO PEEL RESURFACING PADS		
 <p>Exfoliates dead surface cells to refresh your complexion and reveal your natural, youthful radiance. Your skin is now ready to absorb more of the powerful Derm Exclusive treatments.</p>	<p>Malic Acid: Derived from apples, this acid gently exfoliates and balances your skin.</p> <p>Glycolic Acid: Sweeps away dead skin cells to reveal clear, even, and radiant skin tone.</p> <p>Salicylic Acid: Exfoliates and helps clear pores to minimize their appearance.</p> <p>Moisturizing ingredients: Soothe and calm the skin.</p>	<p>The skin-smoothing effects are similar to a microdermabrasion or chemical peel, but without the downtime or pain.</p>
STEP 2 INTENSIVE REPAIR SERUM		
 <p>Helps repair past environmental damage and fade dark spots to restore brightness and even skin tone.</p>	<p>Ultrasones®: Enzymes that speed up your skin's natural repair process to help reduce everyday sun damage.</p> <p>Photosomes®: Help stimulate DNA repair when exposed to UV rays and protect the skin's natural immune system.</p> <p>Roxisomes®: Work quickly to help repair sun damage within the skin.</p> <p>Vitamin C: Antioxidant that helps fade dark spots, and also helps prevent future sun damage.</p>	<p>Get skin-brightening results similar to those of a laser photofacial treatment, without the expense or need for multiple office visits.</p>
STEP 3 COLLAGEN LIFT		
 <p>This luxurious face cream boosts collagen production for firm, lifted skin and reduces the appearance of wrinkles. It also doubles as your perfect eye cream.</p>	<p>Renovage: Corrects all signs of aging by promoting the skin's natural protection and repair process.</p> <p>Collaxyl®: Boosts collagen production and helps to prevent sagging, while also reducing the appearance of wrinkles.</p> <p>Encapsulated Retinol: Helps increase skin's natural cell turnover and promotes collagen production.</p>	<p>Much like laser skin-tightening treatments, it helps to restore elasticity in sagging skin.</p>
STEP 4 FILL & FREEZE® WRINKLE TREATMENT		
 <p>Instantly smoothes the appearance of lines and wrinkles and reduces dark circles.</p>	<p>Argireline® and Myoxinol®: These powerful peptides help relax facial muscles to diminish the appearance of fine lines and wrinkles caused by repeated facial movements.</p> <p>Matrixyl® 3000: Helps promote collagen production and stimulates the skin to restore itself naturally, reducing the appearance of wrinkles by decreasing their volume and depth.</p> <p>UGL Complex: Infuses the skin with deep moisture to improve elasticity and firmness and help smooth away wrinkles.</p>	<p>No need for injections and fillers to “freeze” your face. Micro-Smoothing Peptides help relax crease memory and offer long-term relief from visible laugh lines and crow's feet.</p>

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.

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Other Derm Exclusive products to enhance your regimen

These additional products were developed specifically to help your Derm Exclusive regimen work even better by prepping your skin and protecting your results. They're included with the 7-piece Ultimate Kit.

Facial Cleanser

A luxurious cleanser that helps your skin absorb the Derm Exclusive treatments better. It contains a gentle solution of salicylic acid to clean deep within pores, while antioxidants and moisturizers protect and refresh. It dissolves makeup and soothes skin without stripping it or causing irritation.

Age Defense Moisturizer SPF 30

Your newly treated skin may be more sensitive to the sun's rays. Protect your beautiful results and prevent future damage by using this broad-spectrum UVA and UVB sunscreen every day. It releases powerful antioxidants upon exposure to UV rays, helping to shield your skin from harm.

Volume Lip Therapy SPF 15

Plump your lips without painful injections. Hyaluronic Filling Spheres and natural moisturizers smooth and fill lines while helping to relieve dryness. SPF 15 protects delicate skin from the sun.

Is Derm Exclusive safe for my skin? Do you test on animals?

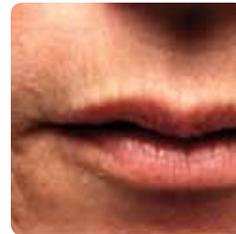
Derm Exclusive is safe and effective for all ages and skin types. It contains no harmful preservatives or ingredients, such as sulfates, SD alcohol, parabens, formaldehyde, or hydroquinone, and no ingredients derived from animals. It's dermatologist tested and approved, but never tested on animals.

See real Derm Exclusive user results

Actual unretouched photos.

BEFORE

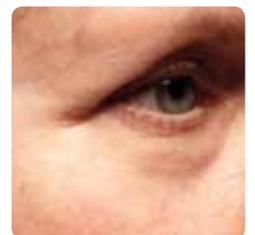
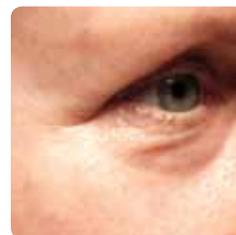
AFTER*



DECREASE IN THE APPEARANCE OF WRINKLES

BEFORE

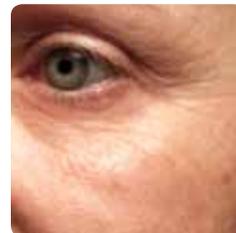
AFTER*



INCREASED FIRMNESS AND ELASTICITY

BEFORE

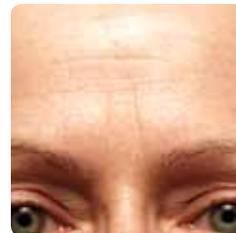
AFTER*



BRIGHTER SKIN WITH EVENED-OUT COMPLEXION

BEFORE

AFTER*



VISIBLY SMOOTHER SKIN

WE'D LOVE TO SEE YOUR AMAZING RESULTS. Please email your "before" and "after" photos to us at: SuccessStories@Beachbody.com, or write a review at TeamBeachbody.com.

*Results vary.

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WHAT ARE THE PURCHASE OPTIONS?

4-piece, 30-day Introductory Kit (One-time ship only)	Bonus	Home Direct
<p>Micro Peel Resurfacing Pads (15 pads, including storage jar)</p> <p>Intensive Repair Serum (1 fl. oz.)</p> <p>Collagen Lift (1 fl. oz.)</p> <p>Fill & Freeze Wrinkle Treatment (0.04 fl. oz.)</p>	<p>+ Fill & Freeze Wrinkle Treatment (0.04 fl. oz.)</p>	<p>No. Customers select this kit as a one-time shipment that does not automatically renew after 30 days.</p>
4-piece, 30-day Introductory Kit (Home Direct)		
<p>Micro Peel Resurfacing Pads (15 pads, including storage jar)</p> <p>Intensive Repair Serum (1 fl. oz.)</p> <p>Collagen Lift (1 fl. oz.)</p> <p>Fill & Freeze Wrinkle Treatment (0.04 fl. oz.)</p>	<p>+ Fill & Freeze Wrinkle Treatment (0.04 fl. oz.)</p>	<p>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 every 90 days.</p>
4-piece, 90-day Advanced Kit (Home Direct)		
<p>Micro Peel Resurfacing Pads (45 pads, including storage jar)</p> <p>Intensive Repair Serum (2 fl. oz.)</p> <p>Collagen Lift (2 fl. oz.)</p> <p>Fill & Freeze Wrinkle Treatment (0.12 fl. oz.)</p>	<p>+ Fill & Freeze Wrinkle Treatment (0.12 fl. oz.)</p> <p>+ A signature Derm Exclusive travel bag</p> <p>+ FREE shipping</p>	<p>Yes. With Home Direct, customers will receive and be billed for a new 90-day supply of Derm Exclusive every 90 days.</p>
7-piece, 90-day Ultimate Kit (Home Direct)		
<p>Micro Peel Resurfacing Pads (45 pads, including storage jar)</p> <p>Intensive Repair Serum (2 fl. oz.)</p> <p>Collagen Lift (2 fl. oz.)</p> <p>Fill & Freeze Wrinkle Treatment (0.12 fl. oz.)</p> <p>Facial Cleanser (6.0 fl. oz.)</p> <p>Age Defense Moisturizer SPF 30 (1 fl. oz.)</p> <p>Volume Lip Therapy SPF 15 (0.33 fl. oz.)</p>	<p>+ Fill & Freeze Wrinkle Treatment (0.12 fl. oz.)</p> <p>+ A signature Derm Exclusive travel bag</p> <p>+ FREE shipping</p>	<p>Yes. With Home Direct, customers will receive and be billed for a new 90-day supply of Derm Exclusive (7-piece kit) every 90 days.</p>

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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.

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

Derm Exclusive Kit Pricing

Note: All Derm Exclusive Home Direct orders are billed every 90 days, so you will be paid commission every 90 days.

4-piece, 30-day Introductory Kit (One-time ship only)	4-piece, 30-day Introductory Kit (Home Direct)**
Retail: \$49.95	Retail: \$39.95
Club: \$44.96	Club: \$35.96
Coach: \$37.46	Coach: \$29.96
Volume Points: 15	Volume Points: 15

4-piece, 90-day Advanced Kit (Home Direct only)	7-piece, 90-day Ultimate Kit (Home Direct only)
Retail: \$119.85	Retail: \$164.55
Club: \$107.87	Club: \$148.10
Coach: \$89.89	Coach: \$123.41
Volume Points: 60	Volume Points: 85

**After 30 days, this kit automatically renews as a 4-piece, 90-day kit on Home Direct. Customers will be charged the 4-piece, 90-day price on the first renewal, and all future Derm Exclusive Home Direct shipments.

Coach tools

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

- FAQ
- Talking points
- Consumer Profile Matrix
- eCards
- Sample email
- Ad banners for your personal Web site
- Ingredient list
- "No-no" list (what's not included)
- Recorded Webinars

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— 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.