

## Who's the Customer?

- Anyone with mild to moderate acne
- Teens
- Young adults
- Women 40+ experiencing acne for the first time or with recurring acne

- Clears up blemishes without irritation and helps maintain a clear complexion.
- Unclogs pores, removes excess oil and leaves skin feeling healthier.
- Fades the look of lingering acne spots.
- Attacks multiple factors that can contribute to acne breakouts.

## How Can I Get My Customers to Switch From a Competitor's Brand?

## When selling this skin care line, you may want to point out that the set:

- Clears blemishes without irritation; helps maintain a clear complexion.
- Unclogs pores, removes excess oil and leaves skin feeling healthier.
- Fades the look of lingering acne spots.
- Controls excess oil while helping to dramatically reduce the appearance of pores.
- Uses a combination of salicylic acid and benzoyl peroxide to attack multiple factors that can contribute to acne breakouts.
- Is mild enough to use daily. Skin looks and feels healthier without an uncomfortable tight feeling.
- Shown effective on teens to people in their 50s, males and females, different ethnicities.

