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repair

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AGE smart®

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repair 1%

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reversal
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complex

AGE smart®

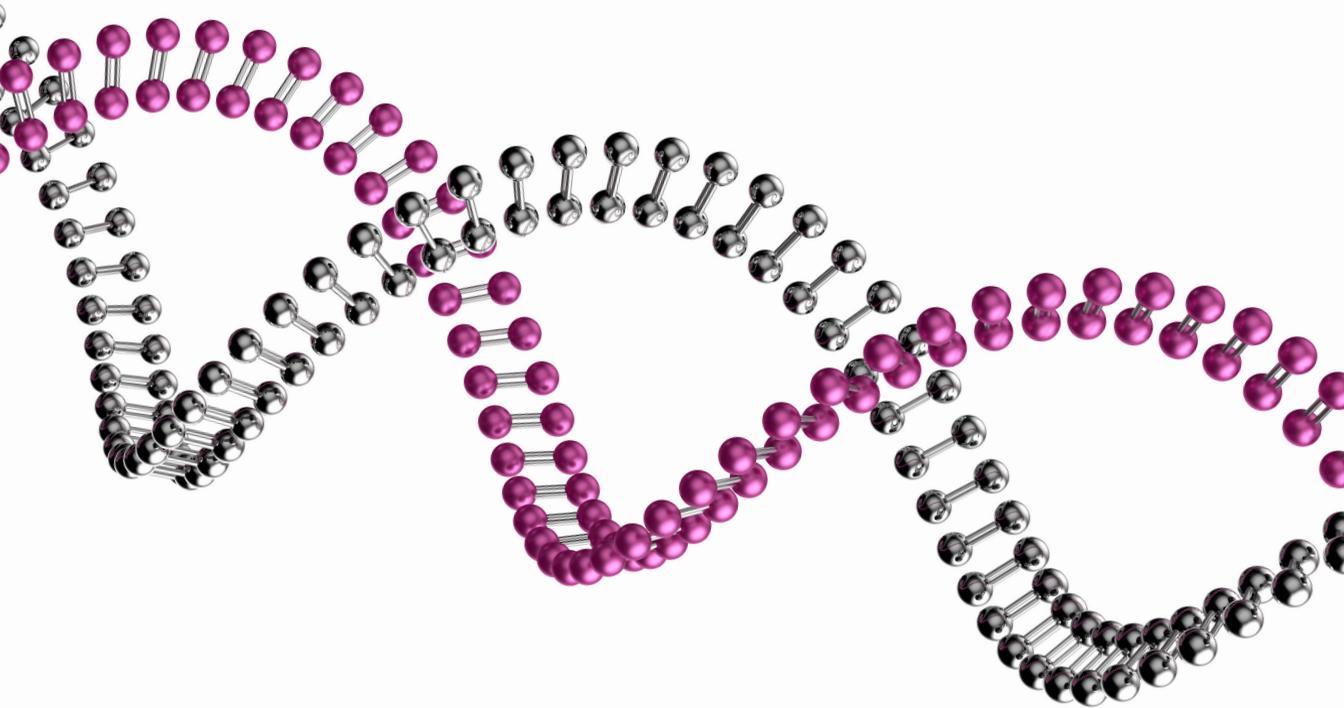
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introduction

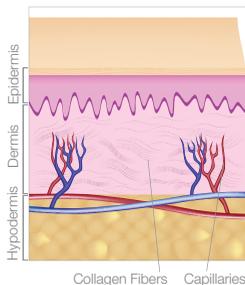
There are more than 500 million ageing consumers in the world today.¹ This population is contributing to the rising demand for products and ingredients that help treat the many signs of ageing skin. Wrinkles, fine lines and discolouration become visible as early as our 20s and continue to emerge well into our 50s as the structural integrity of our skin succumbs to physiological, environmental and lifestyle stressors.

At The International Dermal Institute, we have researched the most active ingredients available to target the triggers behind skin ageing, slow the ageing process of the skin and protect against premature skin ageing. Our research has yielded a variety of key ingredients known to counter the visible changes we see, such as increased wrinkle formation, loss of elasticity, decreased skin thickness, decreased water-binding properties and hyperpigmentation (age spots). These ingredients form the foundation of Dermalogica's best-selling AGE Smart® product line, designed to control skin ageing at the source.



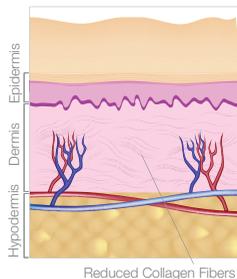
the structural changes of skin over time

As we age, our skin goes through structural changes that affect its appearance. Sun exposure, lifestyle habits and internal factors all lead to the key biochemical reactions that trigger skin ageing, which manifests as wrinkles, fine lines, pigmentation and dehydration.



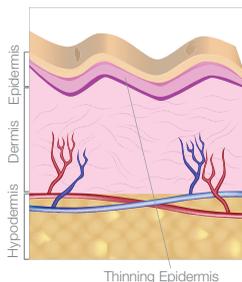
20s

Environmental damage and constant exposure to damaging UV rays begin to take their toll on skin. Free radicals attack the skin's structural integrity. Cell renewal and turnover rates begin to decline.



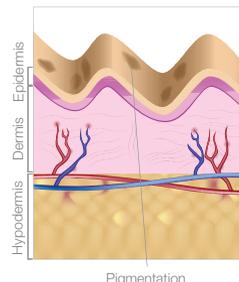
30s

In our 30s, collagen and elastin degrade, resulting in our first wrinkles. Cell renewal and turnover continue to decline, leading to a duller complexion and uneven skin tone.



40s

By our 40s, the skin is thinner, barrier lipids are not as pronounced and dehydration can be an issue. More prominent signs of skin ageing may also appear, such as dark spots and significant dullness.



50s+

The protective barrier lipid layer lessens, leading to less efficiency in retaining moisture and more potential for sensitivity and dehydration. Skin shows wrinkles, fine lines and pigmentation.

In general, two types of factors contribute to structural changes in ageing skin: 1) intrinsic factors such as our natural ageing process, which is largely controlled by genetics; and 2) extrinsic factors such as our lifestyle habits (e.g., smoking, drinking, etc.) and our environment (e.g., UV light and pollution). Unhealthy lifestyle decisions, such as not wearing sunscreen, can exacerbate the structural changes that occur in our skin. In fact, UV-induced sun damage accounts for over 80% of the structural changes that occur from skin ageing.

Scientists have now discovered that these intrinsic and extrinsic factors lead to structural changes by virtue of three primary biochemical reactions that occur within the skin and trigger the factors that cause skin ageing.

• **Reactive Oxygen Species (ROSs)**

Dangerous molecules, also known as free radicals, cause wrinkles and lessen the skin’s ability to repair itself. ROSs also destroy lipids and cause inflammation.

• **Matrix Metalloproteinases (MMPs)**

Enzymes that contribute to the breakdown of collagen while inhibiting new collagen formation.

• **Advanced Glycation End-products (AGEs)**

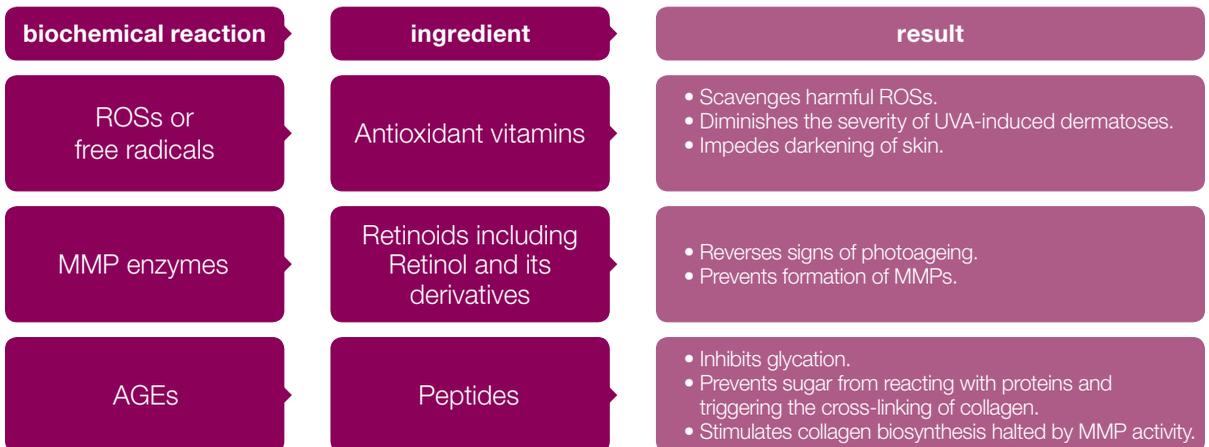
Formed by a reaction between sugar (glucose) and proteins (collagen). AGEs contribute to the cross-linking of protein fibres and result in wrinkles, as well as many other signs of skin ageing.

By addressing these biochemical reactions through key ingredients, we can help prevent or slow down the structural changes related to skin ageing, and repair existing damage. The top active ingredients that have been proven to address and treat these reactions are antioxidant vitamins, retinoids and peptides (see Figure 1).

Controlling Skin Ageing from the Source

Dermologica AGE Smart® products, including new Overnight Retinol Repair, offer three main benefits: 1) protection against skin-ageing catalysts, 2) impediment of the biochemical reactions that lead to skin ageing, and 3) repair of existing damage to the skin. Each product is formulated with ingredients shown to impact the reactions that lead to structural changes in aged skin.

Figure 1. How AGE Smart® controls the biochemical reactions that lead to skin ageing.





prescription

double cleanse
1st cleanse _____ am pm
2nd cleanse _____ am pm

exfoliant
_____ x per week
_____ x per week

masque
_____ am pm

toner
_____ x per week
_____ x per week

target
_____ am pm
_____ am pm

skin conditions:
b = breakout activity
c = comedones
d = dilated capillaries
dh = dehydration
m = milia
p = pigmentation
r = fine lines
s = deep lines
s = sensitivity/ redness

skin type
 Oily
 Normal/Combination
 Dry

advice and suggestions

6. Which of the following do you feel may be affecting your skin?
 work
 lack of sleep
 stress
 exercise
 seasonal weather

7. Are you pregnant, trying to become pregnant or lactating?
 Yes No

8. What about your skin would you most like to improve?

Signature: _____
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retinoids: Vitamin A

Retinoids are Vitamin A derivatives that help boost collagen production, increase cell turnover and accelerate skin renewal to even out discoloration and smooth the skin. The most powerful effects of retinoids are on collagen, the structural foundation of our skin. Retinoids have a dual effect here: they not only help to decrease the amount of collagen breakdown from sun exposure by preventing the rise of MMP enzymes called collagenase, but they also help to stimulate the production of new collagen.

There are different types of retinoids with varying degrees of effectiveness (see Figure 2):

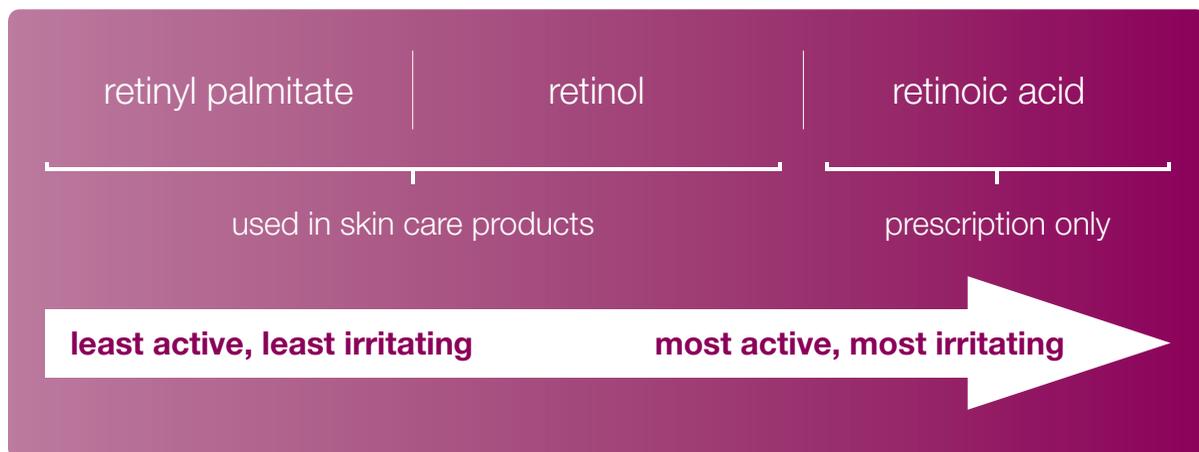
- **Retinoic Acid** is the only biologically-active form of a retinoid. This means that all other forms must be converted to Retinoic Acid for any physiological impact to occur. Retinoic Acid is available through a prescription in forms such as Isotretinoin and Tretinoin, and has the most potential for skin irritation.

- **Retinol** is the strongest form available without a prescription. While still highly-effective, Retinol is about 20% weaker than Retinoic Acid and is slowly converted into Retinoic Acid by skin enzymes.³ This also means there is less skin irritation than Retinoic Acid.

- **Retinyl Palmitate** is the mildest retinoid. It takes longer to convert to Retinoic Acid and chances of skin irritation are minimal.

Obviously, prescription-strength retinoids are most effective in treating skin ageing but they can cause a reaction in the skin. Retinol and Retinyl Palmitate can deliver similar results as a prescription retinoid, but because the skin must convert them to the biologically-active form, it takes longer and there is less potential for irritation.

Figure 2. The different forms of retinoids and their effectiveness.



Scientifically-Proven Results

While Retinol has been used in skin care products for many years, it has only been in the past 10 years that research has focused specifically on the action and mechanism of Retinol for treating photoaged skin. Scientific studies clearly substantiate that Retinol regulates epidermal cell growth, stimulates collagen synthesis, prevents atrophy of connective tissue, stimulates glycosaminoglycan (GAG) synthesis, is essential in reproduction of basal membrane cells and normalises pre-cancerous cells.^{2,4}

Of particular significance to the skin care industry was the publication of a study conducted at the University of Michigan Medical School.⁵ The study showed that Retinol improved skin texture and wrinkles on both photoaged skin and skin that had become wrinkled through the normal ageing process. Researchers tested lotions containing Retinol on the skin of elderly patients. A lotion containing 0.4% Retinol was used on one arm of each participant, while a lotion without Retinol was applied to the other arm. According to the study, wrinkles, roughness and overall ageing severity were all significantly reduced in the Retinol-treated arm compared with the control arm. The reduction of wrinkles in the study's participants was due to increased collagen production and a significant induction of GAGs, which are known to retain large quantities of water. In addition to stimulating collagen formation, it was shown that Retinol increased the rate of cell turnover and cell renewal – a critical aspect of treating ageing skin.⁵

The effect of Retinol on skin produces a dose-dependent response; the higher the dose, the greater the effect. Studies comparing 0.1% and 0.5% Retinol on the skin for 5–7 days indicated that with 0.1% Retinol, the epidermis was thicker and the stratum corneum less prominent while 0.5% Retinol showed an increase in cellular activity with a marked increase in the size of the epidermis. Additionally, the 0.5% Retinol showed heavy exfoliation of the stratum corneum (seen as peeling). One theory is that there is a direct relationship between the epidermis and the dermis; as the epidermis thickens, the dermis will

increase the support elements, namely the collagen and elastin. This is probably a result of the Retinol or Retinoic Acid on fibroblast activity. It has been suggested that Retinol application to the skin inhibits UV-induced MMP synthesis and the corresponding degradation of collagen. Additional studies using 0.1% Retinol demonstrated improvement in the appearance of fine lines around the eyes by increasing epidermal cell proliferation and epidermal thickening.⁶ Numerous studies using varying concentrations of Retinol all support the claim that topical Retinol positively treats the signs of ageing skin.⁷

Controlling Retinol Potency Through Dosage

Several unpublished studies have shown positive results when 0.15% Retinol was used for 3 months on women's skin.⁸ Study results included a 50% improvement in surface roughness, a 30% improvement in fine lines and wrinkles, and a 35% improvement in lentigines. Based on clinical observations, it was noted that patients should start using a product containing Retinol at a concentration of at least 0.1% for appreciable results.⁹ Better efficacy may be achieved with higher concentrations, since Retinol is dose-dependent, but higher concentrations have greater potential for skin irritation.

Why Does This Happen, and How Does Retinol Affect the Skin?

Understanding how retinoids impact our skin requires deeper knowledge of the importance of retinoid receptors in the skin.¹⁰

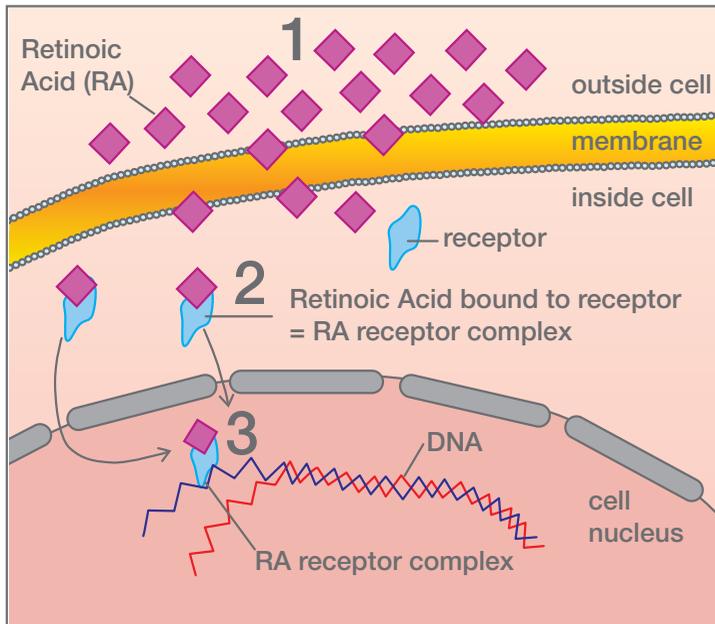
One of the benefits of using Retinol is that it produces changes in skin (in vivo) similar to those produced by Retinoic Acid but without measurable levels of irritation. Retinol is considered to be a prohormone of Retinoic Acid. It is believed that Retinol-induced responses in skin cells are due to its conversion to Retinoic Acid.

Within the cytoplasm of the cell, Retinol and Retinoic Acid are bound to specific cellular binding

proteins. (See Figure 3.) These proteins are involved in the regulation of the intercellular concentration of Retinol and Retinoic Acid by acting as both “storage sites” or “shuttle proteins” in retinoid metabolism. They maintain critical levels of free Retinol and Retinoic Acid in the skin, and they bind and release retinoids according to the needs of the cells.¹⁰

Studies showed that topically-applied Retinol (0.4%) was found to increase levels of these critical receptor proteins, similar to the increase induced by application of 0.025% Retinoic Acid.^{11,12} This data supports the claim that Retinol can illicit the same response as Retinoic Acid but at a weaker level, and that topically-applied retinoids trip cellular receptors and cause retinoid signaling that leads to specific biological responses.

Figure 3. 1: Enzymes in the skin convert topically-applied Retinol to Retinoic Acid (RA). 2: RA receptors bind with RA to enter the cell’s nucleus. 3: In the nucleus, the RA receptor complex triggers DNA to initiate collagen biosynthesis.



Challenges When Formulating with Retinol

As a result of these groundbreaking studies, the use of Retinol in skin care products has reached an all-time high. Retinol has been proven to increase collagen production, tighten pores and inhibit MMPs, but there are two main challenges when formulating with Retinol:

1. Skin Irritation

While the benefits of using Retinol on the skin are numerous, skin irritation is a key challenge to overcome when applying this highly-active molecule to the skin. In the early phases of Retinol treatment, the skin responds with the so-called “retinoid reaction” of itching, burning and peeling. This is believed to be caused by the lack of retinoid receptors in the skin. In order to control the retinoid reaction, there are several options:

- Pre-condition the skin and build a tolerance to the retinoids. During the pre-conditioning phase, the skin produces receptors to bind to the applied retinoid molecule, in turn leading to a reduced irritation
- Reduce the frequency of application
- Reduce the concentration of retinoid until one builds up a tolerance
- Apply soothing botanicals such as Aloe Vera gel extract, Licorice and Lavender
- Wear a physical sunscreen at all times during the day. (Skin is more sensitive to UV exposure when using Retinol, or any retinol for that matter.)

2. Stability

Due to the chemical structure of the Retinol molecule (it is not stable), particular care must be taken to ensure that the Retinol remains viable with time. Exposure to light, air and even other molecules can degrade the Retinol molecule.

Microencapsulation for Maximum Results

When evaluating the effectiveness of a Retinol

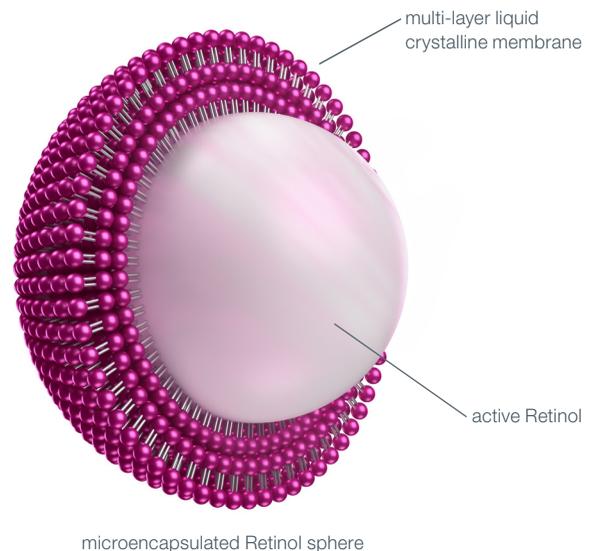
product, the stability of the Retinol molecules can be more important than the percentage of Retinol in the product. This is because unstable Retinol molecules can degrade before they even have a chance to penetrate the skin.

In Overnight Retinol Repair and Overnight Retinol Repair 1%, we use special microencapsulation technology to help ensure that the highly-active Retinol we use remains stable, maintains its concentration level and has a controlled-release delivery to help it penetrate deep into the skin without degrading.

Microencapsulation technology involves placing oil-soluble Retinol in a lipid microstructure that is surrounded by a multi-layer liquid crystalline membrane. (See Figure 4.) This also allows us to place the Retinol in a water-soluble formula, and gives us a significant advantage over non-encapsulated or unstable Retinol products on the market.

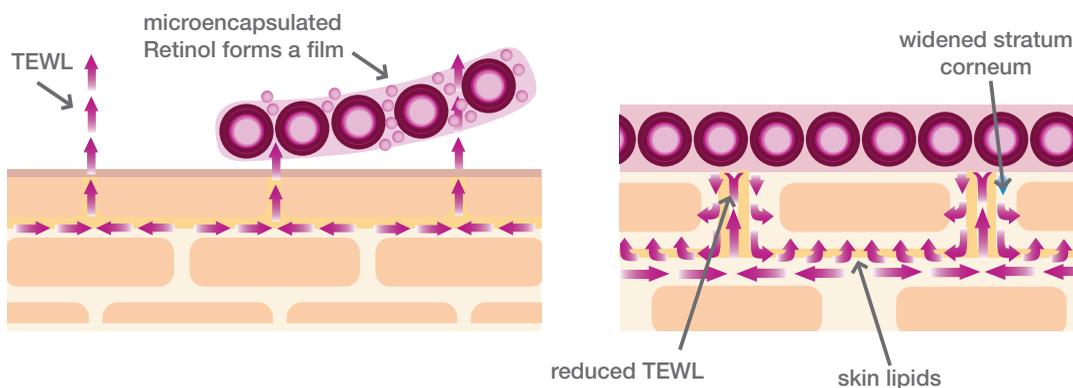
Because of its optimum particle sizes, microencapsulated Retinol is able to form an ultra-

Figure 4. A multi-layer liquid crystalline membrane enables controlled release of the microencapsulated Retinol.



thin, uniform film on the skin that helps reduce trans-epidermal water loss (TEWL). The non-evaporating water opens the pathways of the stratum corneum so that the microencapsulated Retinol can release from the film and move deep into the skin layers, where skin lipids are more accepting of oil-soluble ingredients. (See Figure 5.) This controlled-release delivery process begins as soon as the product is applied to the skin. After approximately two hours, microencapsulated Retinol will have penetrated the inner epidermis while non-encapsulated Retinol would still be sitting on top of the skin, degrading faster because of exposure to sunlight and air.

Figure 5. Microencapsulated Retinol forms a thin film that traps water in the skin and enables the Retinol to better penetrate skin layers.



other key ingredients

Because Overnight Retinol Repair is part of the AGE Smart® family, its benefits go beyond the many provided by its star ingredient. Inside these technologically-advanced formula, we've included a variety of ingredients that work synergistically to support the skin's structure and impact the biochemical reactions that lead to skin ageing. To date, this is what we know regarding how these ingredients work on the skin. Of course, science is always uncovering new methods by which they work, and revealing new possible agents to use in the future.

Sodium Ascorbyl Phosphate (Vitamin C)

We have included a stabilised form of antioxidant Vitamin C that stimulates collagen synthesis in conjunction with Retinol. Ascorbic Acid (Vitamin C) has been shown to stimulate collagen synthesis in dermal fibroblasts by increasing the rate of collagen gene expression in the fibroblast. The end result is enhanced collagen biosynthesis.¹³

Palmitoyl Tripeptide-5 and TAUT Peptide

While Retinol and Vitamin C induce collagen synthesis, we have supplemented them with two additional peptide molecules to optimise collagen formation. Peptides, made up of amino acids, act as cellular communicators, initiating a cellular activity such as collagen synthesis. In the case of age-fighting peptides, they help to revitalise the skin and counter the effects of UV-induced premature ageing.

Palmitoyl Tripeptide-5 is a laboratory-synthesised patented tripeptide molecule made up of Palmitic Acid-Lysine-Valine-Lysine that boosts collagen production and provides protection against collagen-degrading MMPs. This peptide has also been shown to stimulate (TGF-β) Tissue Growth Factor-Beta, a key element in the synthesis of collagen.¹⁴ The end result: Palmitoyl Tripeptide-5 helps treat wrinkles and firm the skin.

In addition to Palmitoyl Tripeptide-5, we have also included Tetradecyl Aminobutyrylvalylaminobutyric Urea Trifluoroacetate (TAUT), a tripeptide molecule comprised of three amino acids that has been shown to stimulate collagen and Hyaluronic Acid biosynthesis while inducing formation of two critical scaffolding proteins, decorin and lumican, that assist in proper collagen orientation and structure. The end result is firmer skin with increased hydration and tone. (See Figure 6.)

Ceramides and Polysaccharides

Both Ceramides and Polysaccharides are able to control water balance in skin tissues. Ceramides help reinforce the barrier lipid layer that controls TEWL and Polysaccharides help retain water in the tissues.

Licorice Root

Dipotassium Glycyrrhizate (Licorice) is a potent antioxidant that is also a strong anti-inflammatory and soothing anti-irritant.

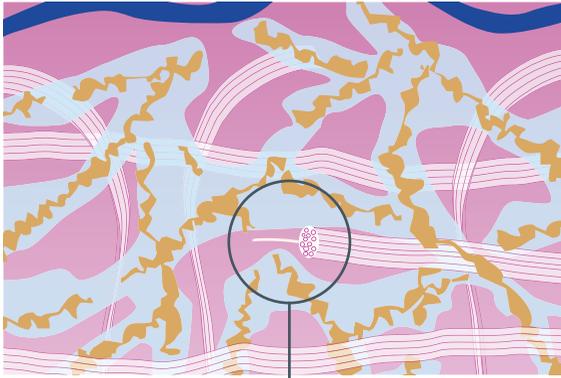
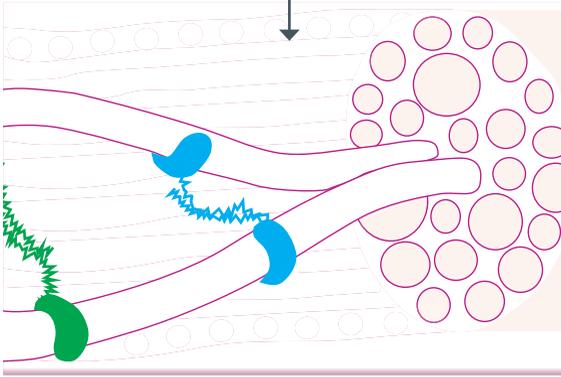
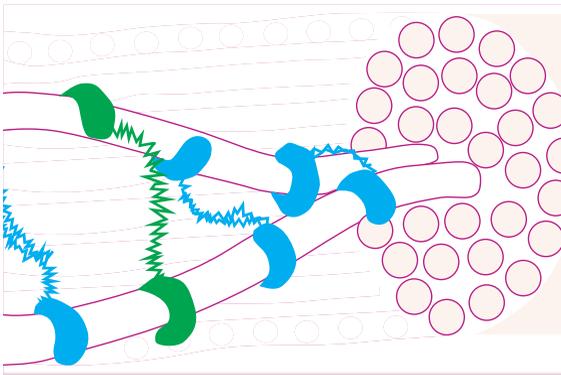


Figure 6. This is the extra cellular matrix of the dermis with collagen fibres (striped), hyaluronan network (brown) and surrounding water (blue).



These are collagen fibrils with decorin (blue) and lumican (green) that act as spacers. Lower decorin and lumican levels are typical signs of mature skin, leading to the irregular fibril structure that causes weak collagen fibres.



After using TAUT peptides, increased levels of decorin and lumican resemble levels in young skin with regular fibril diameter and orientation of strong collagen fibres.

ingredient efficacy at night

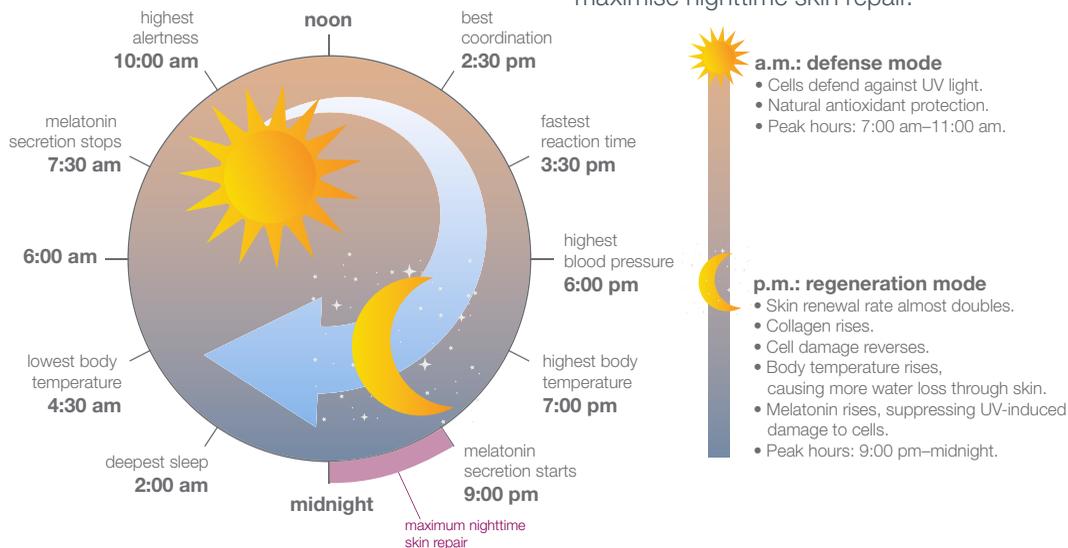
Dermalogica Retinol formulas are designed to be used only at night for several reasons: 1) to preserve the integrity of Retinol, which is susceptible to degradation when exposed to sunlight, 2) to work directly on clean skin without interacting with cosmetics or other topically-applied products, and 3) to coordinate with the body's natural nighttime circadian rhythm when cell renewal is at its prime.

Regarding the third reason, circadian rhythms are distinct fluctuations in biological activity that occur when we are awake and when we are asleep. These fluctuations are governed by the body's biological clock, or "body clock," and how it responds to light and dark. (See Figure 8.)

In the daytime, our cells are in defense mode, trying to protect themselves from damage related to UV exposure while also providing antioxidant protection. (This is why it is important to recommend that clients use sunscreen during the day, as well as antioxidant-rich formulas like MultiVitamin Power Serum and Antioxidant HydraMist, to help this process along.)

At night, our cells are in regeneration mode, trying to repair damage that has occurred throughout the day. Scientific researchers believe that skin cell renewal, a critical aspect of the skin repair process, is faster at night.¹⁵ Cell regeneration increases at almost double the rate, while collagen production rises. The body also experiences more TEWL due to increased body temperature. Melanin production increases, suppressing UV-induced damage to cells. By using Overnight Retinol Repair at night, we can coincide with these fluctuations to help maximise nighttime skin repair.

Figure 8. The "body clock," or 24-hour cycle of circadian rhythms in the body and skin.





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buffer
cream
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retinol
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overnight retinol repair product details



description

Concentrated customisable nighttime Retinol treatment cream accelerates skin renewal and reduces the appearance of skin ageing.



key ingredients

- Highly-active, 0.5% microencapsulated Retinol to induce collagen synthesis and help reduce visible fine lines, wrinkles, discolouration and uneven skin texture
- Antioxidant, collagen-stimulating Vitamin C for enhanced collagen biosynthesis.
- Powerful Peptides to help boost collagen production, firm skin, and increase hydration and tone
- A bioenergised Copper amino acid complex, shown to help reduce visible wrinkles and improve skin firmness
- Ceramides and active Polysaccharides to hydrate and prevent water loss in the skin, helping soften fine lines
- Dipotassium Glycyrrhizate (Licorice) and Lavandula Hybrida (Lavender) Oil to help soothe the skin



application:
nighttime

1. For the first two weeks, mix one part Overnight Retinol Repair with three parts Buffer Cream prior to applying to the face. (See Pre-Conditioning the Skin, p.18.) Avoid the eye area. For more sensitive skin, use on alternate nights. Using Overnight Retinol Repair during the day is not recommended.
2. As the skin adjusts, transition to nightly use, and gradually increase the ratio of Overnight Retinol Repair to Buffer Cream.
3. If Buffer Cream is depleted prior to the skin acclimating, substitute it with a prescribed Dermalogica Moisturiser.

overnight retinol repair 1% product details



description

Clinical Strength customisable nighttime Retinol treatment cream optimises skin renewal and reduces the appearance of skin ageing.



key ingredients

- Clinical strength 1% microencapsulated Retinol to induce collagen, synthesis and help reduce visible fine lines, wrinkles, discolouration and uneven skin texture
- Antioxidant, collagen-stimulating Vitamin C for enhanced collagen biosynthesis
- Powerful peptides to help boost collagen production, firm skin, and increase hydration and tone
- Active Polysaccharides to hydrate and prevent water loss in the skin, helping soften fine lines
- Dipotassium Glycyrrhizate (Licorice) and Squalane to help soothe the skin, and restore barrier



application:
nighttime

1. For the first 2 weeks, mix one part Overnight Retinol Repair 1% with three parts Buffer Cream prior to applying to the face. Avoid the eye area. For more sensitive skin, use on alternate nights.
2. If the skin is adjusting and tolerating, transition to nightly use and gradually increase the ratio of Overnight Retinol Repair 1% to Buffer Cream for 2 weeks.
3. Assess skin tolerance to determine whether ORR 1% can be used neat without Butter Cream. Reintroduce Buffer Cream if sensitivity increases.
4. If Buffer Cream is depleted prior to the skin acclimating, substitute it with a prescribed Dermalogica Moisturiser.





Buffer Cream

Unlike other high-potency Retinol products on the market, both Overnight Retinol Repair and Overnight Retinol Repair 1% includes a Buffer Cream to provide client-controlled customisation for maximum results with minimal skin irritation. This gentle formula uses the mildest emulsifiers and emollients to help skin acclimate to the highly-active levels of Retinol, minimising the downtime that normally occurs with Retinol use.

During initial use, the Buffer Cream is designed to be mixed with Overnight Retinol Repair or Overnight Retinol Repair 1% prior to applying to skin in order to customise the concentration of Retinol while skin is building retinoid receptors.



description

Gentle moisturising formula helps clients control the concentration of highly-active Retinol in both Overnight Retinol Repairs as their skin builds tolerance over time.



key ingredients

- Moisturising 8% Aloe Barbadensis Leaf Juice (Aloe Vera) gel extract base helps soothe the skin
- Sodium PCA provides excellent hydration

professional recommendations

As a professional skin therapist, it is important to set reasonable expectations with your clients and outline a precise treatment regimen, both in the treatment room and at home, for the greatest success when treating signs of skin ageing with Retinol. Be sure to explain the following points to your clients:

Pre-Conditioning the Skin

Inflammation and ageing are often linked together and called “inflamm-ageing” because inflammation is one of the key causes in accelerated premature ageing of skin. The key is to trigger the desired effects of Retinol without causing excess inflammation. Doing this requires a pre-conditioning period so the skin can acclimate. Advise your clients to pre-condition their skin by mixing the included Buffer Cream with Overnight Retinol Repair.

Pre-conditioning is particularly important for new or infrequent Retinol users, as it allows the skin to replenish its receptors and build a tolerance to the concentration of Retinol.

Customising Overnight Retinol Repair

Your client can adjust the ratio of Buffer Cream to Overnight Retinol Repair depending on their skin's comfort level, type and condition, while their skin builds retinoid receptors.

When first using Overnight Retinol Repair, we recommend using the Buffer Cream in a 1:3 ratio (one part Overnight Retinol Repair to three parts Buffer Cream) for the first two weeks. This ensures that no other active ingredients, such as those found in other moisturisers or night creams, are interacting with the Retinol.

Once retinoid receptors have been fully built, the skin will be acclimated. At this stage, the amount of

Buffer Cream can be reduced or removed altogether so clients can maximise the concentration of Retinol. Avoid eye area. Use Age Reversal Eye Complex around delicate eye are.

Ongoing Treatment

Overnight Retinol Repair should be applied prior to moisturiser. Clients who have not yet fully built a tolerance after they've run out of Buffer Cream can mix Overnight Retinol Repair with their prescribed Dermalogica Moisturser.

Sun Protection

It is imperative that sunscreen with a minimum of SPF30 be worn every day while using either Overnight Retinol Repair. During the pre-conditioning phase, recommend a physical sunscreen.

Precautions

- Avoid the eyes
- Do not use at least 72 hour before or after waxing or exfoliation
- If your client is pregnant or breast feeding, have them consult a physician prior to using Dermalogica Retinol formulas
- Power Rich will not be tolerated well by most skins during the pre-conditioning phase due to the high level of UGL (acid-free smoothing agents)
- Use active products or serums in the morning, do not layer treatment products over or under Dermalogica Retinol formulas
- Can be used on alternate nights with Overnight Repair Serum

questions |

answers

Why did Dermalogica formulate a separate Buffer Cream?

Every client has their own skin condition and unique tolerances of ingredients. Creating one product would limit who could benefit from this targeted treatment. By formulating two separate products, we allowed for the ultimate in at-home customisation.

What can my clients expect after using Retinol for the first time?

Different clients will react differently to Retinol. First-time users may experience some sensitivity, redness, flaking or irritation during early stages of use. These symptoms are temporary and will fade as their skin builds retinoid receptors.

Is the Buffer Cream sold separately?

No. The Buffer Cream is specifically designed for use with Overnight Retinol Repair.

Why should Overnight Retinol Repair only be worn at night?

Retinoids, including Retinol, have the potential of breaking down when exposed to sunlight and air. Retinol products should only be used at night. This is also why Retinol products usually come in opaque pumps or tubes with tight-fitting caps.

Is Retinol a photosensitiser?

No. The ingredient itself is sensitive to sunlight. The reason skin can become more sensitive and vulnerable to sunburn with Retinol use is because Retinol turns over skin cells quickly and thins the stratum corneum, making the epidermis and dermis more susceptible to sunburn. With that said, Retinol shouldn't make skin any more vulnerable to UV rays than it would be after exfoliation.

Can clients use Overnight Retinol Repair during summer months?

Clients can use either product any time of the year. In fact, summer can be a good time to start using it in regions where the air contains more moisture or humidity. This makes skin less likely to dry out as it adjusts to the Retinol content. To protect skin while it is being treated, it is imperative that your clients wear sunscreen of at least SPF30 during the day.

How frequently can my client use Overnight Retinol Repair?

Greater benefits will be seen with consistent use over time, which is why we recommend using Overnight Retinol Repair every night. However, every client's skin is different and will have varying degrees of Retinol tolerance, which is why we developed the Buffer Cream. For more sensitive skin, we recommend using Overnight Retinol Repair every other night, then transitioning to nightly use as skin builds tolerance. Perform a Face Mapping® skin analysis to determine each client's skin condition before prescribing their customized treatment regimen.

We recommend clients are only upgraded to Overnight Retinol Repair 1% once they have completed at least one course of Overnight Retinol Repair and can tolerate using the product neat on their skin. Clients moving onto Overnight Retinol Repair 1% should introduce the retinoid slowly and steadily ensuring to mix the recommended amount with the Buffer Cream.

Where does Overnight Retinol Repair fall in my client's regimen?

Since Overnight Retinol Repair is a targeted treatment, it should be used at night after cleansing and toning, but before moisturisers, unless mixed in with Buffer Cream. We recommend not layering any other product other than a moisturiser on top of Overnight Retinol Repair and Overnight Retinol Repair 1%.

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