SAMPLE PACK APPROACH IDEAS

About the Contents of the Mini-Facial Packs:

REDEFINE NIGHT RENEWING SERUM (blue capsules) Each REDEFINE Night Renewing Serum capsule contains a potent, proprietary blend of peptides and

retinol to visibly improve skin texture and firmness and reduce the appearance of wrinkles. Retinol, favored by dermatologists for decades, improves skin texture and minimizes the appearance of pores. Patented time-release technology increases skin's receptivity throughout the night while reducing potential irritancy. Recognized by Harper's Bazaar Magazine as an Editors' Choice.

DIRECTIONS: Every evening, after cleansing and toning, open capsule and apply Serum over entire face, avoiding eye area. For best results, follow with the REDEFINE NIGHT RECOVERY CREAM.

REDEFINE LIP RENEWING SERUM (silver capsules) When it comes to lips, time and the environment take their toll in a profound way. The smooth, naturally full, defined lips that nature gives us will, over time, become thinner, flatter, less rosy and more lined. Reclaim or maintain the lips of youth with REDEFINE Lip Renewing Serum. Each peptide and antioxidant-rich capsule helps lips retain natural moisturizing factors, smoothes lip texture and reduces the appearance of lip wrinkles. 60 capsules. Harper's Bazaar Magazine reads "instant moisture and changes color and texture in just two weeks.

DIRECTIONS: Every evening, open one capsule and apply entire contents onto lips. For best results, apply after exfoliating lips.

ENHANCEMENTS (packets)

ENHANCEMENTS Micro-Dermabrasion Paste is a high-glide, oil-free formula designed to promote maximum gentle exfoliation. Use intermittently to enhance cell turnover and improve skin tone and texture. Lucky Magazine reports that it smoothes away rough spots.

DIRECTIONS: Massage directly onto skin of face for 30-60 seconds; do not wet skin before use. For gentler exfoliation, use a damp skin and slowly add water to lessen the intensity of the exfoliation. Rinse thoroughly and pat dry. Use 1-3 times per week in place of cleanser in the morning, and follow with skincare routine.

*Not intended for sensitive skin.

SAMPLE PACK FACEBOOK POST IDEAS (we recommend you hand out samples in person, and by mail, but also leverage your online audience too):



Elizabeth Booth O'Toole

My very own Sephora-style sample program starts today:

I'm in a challenge and these Rodan + Fields Dermatologists'
Microdermabrasion Samples must find their way to bathroom
sinks around the country by Friday! Will you help me get them
out there? Send to a friend, send to your sister, send to yourself
here http://www.surveymonkey.com/s/D9RRDLX

Featured in Lucky Magazine, Allure Magazine and Harper's Bazaar, these high-demand little zingers create incredible, baby soft skin in the first use - Enjoy:)





Like · Comment · 2 hours ago · ♣ · Sponsored

2 hours ago via mobile · Like



Diane Dobson-Gemmell I want some. How do I get them? 2 hours ago · Like · △ 1



Elizabeth Booth O'Toole Sending now:)



Write a comment...





I've had a lot of requests for samples, so I'm busy putting some together. For those of you who have tried this combo, you know how AH-MAZING this makes your skin feel! Message me with your mailing address if you'd like for me to pop one in the mail to you!



You can get sample pack cards to go with your samples (along with instructions) at myrfpulse.com-under the "biz dev library"- type in "communications corner"



Give your skin a glow with Rodan + Fields® ENHANCEMENTS Micro-Dermabrasion Paste, REDEFINE Night Renewing Serum and REDEFINE Lip Renewing Serum. By adding these top-selling products into your morning and evening routines, you'll reveal a more vibrant, youthful-looking complexion — and see how Rodan + Fields' clinically proven skincare is redefining the future of aging skin.



☀ IN THE MORNING

Gently massage **ENHANCEMENTS** Micro-Dermabrasion Paste onto dry skin in the morning to enhance cell turnover and improve tone and texture. For gentler exfoliation, add water. Use up to three times a week as tolerated.

IN THE EVENING

After cleansing and toning in the evening, apply **REDEFINE** Night Renewing Serum over the entire face (avoiding eye area) to visibly improve skin texture and firmness and reduce the appearance of wrinkles. If skin feels dry, finish with a moisturizer

Apply **REDEFINE** Lip Renewing Serum in the evening to smooth lip texture, reduce the appearance of lip wrinkles and increase moisturization.

INGREDIENTS

ENHANCEMENTS Microdermabrasion Paste

C11-13 Isoparaffin, Sodium Chloride, Sodium Lauryl Sulfoacetate, Cyclopentasiloxane, Caprylic/Capric Triglyceride, Cyclohexasiloxane, PEG-12 Dimethicone, Butylene Glycol, Sucrose, Sodium Bicarbonate, Cetearyl Alcohol, Ceteareth-20, Tetrahexyldecyl Ascorbate, Dipotassium Glycyrrhizate, Tocopheryl Acetate, Bisabolol, Trihydroxystearin, Silica, Phenoxyethanol, Caprylyl Glycol, Fragrance, Yellow 5 (Cl 19140), Yellow 6 (Cl 15985). For gentler exfoliation on sensitive skin, gradually add water during application.

REDEFINE Night Renewing Serum

Cyclopentasiloxane, Dimethicone Crosspolymer, C12-15 Alkyl Benzoate, Myristoyl Tetrapeptide-8, Retinol, Myristoyl Pentapeptide-8, Methylmethacrylate/Glycol Dimethacrylate Crosspolymer, Dimethiconol, BHT, Polysorbate 20.

Not recommended for sensitive skin.

REDEFINE Lip Renewing Serum

Hydrogenated Polydecene, Polyisobutene, Silica Dimethyl Silylate, Ethylhexyl Palmitate, Tocopheryl Acetate, Tribehenin, Fragrance, Sorbitan Isostearate, Solanum Lycopersicum (Tomato) Fruit Lipids, Palmitoyl Oligopeptide.

Be sure to teach the "sample pack approach" to your team:

- 1) share the sample
- 2) set the follow up appointment: "I'm giving you my favorite products but you have to promise me you'll use them, and I'll promise to follow up. Today is Sunday—I will follow up Monday to see how you loved them. What time works best for you?" (*share how to use them and why you love them!)
- 3) follow up- "how are you loving the samples I shared? Can I do a quick free 3 minute skincare consultation for you?" (do the solution tool). Before you take their order as a Preferred Customer so they get 10% off, free shipping, and their best skin ever—say "I want to share with you why I'm so excited about Rodan + Fields and why I'm doing this!" (share the opportunity and link your sponsor in to share via three way call)

Here's how leaders are encouraging the approach on team pages:





Sarah Fairless Robbins

Gabriel Sedlak and I re-recorded an updated opportunity call that you can pass on to prospects, or create labels and post on the back of your business cards. Have your prospects take a listen, & use the microderm sample stapled to your card, and set the time to follow up, and see how they loved both the call, and the sample, then ask them how they would like to join you: get great skin, or get great skin and make money by joining your fun and fast growing team! Here's the replay ===> http://tinyurl.com/OpportunityReplay

TAG YOUR TEAMS by typing in their names to to this post to be sure they see it! :) Remember KISS--Keep it Simple and Smart! :)



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Product Disclaimer

Results from the use of Rodan + Fields Products may vary depending upon the individual, and Rodan + Fields makes no guarantee as to the results that you may experience. Rodan + Fields recommends that you consult with your physician or other qualified health care provider before beginning any product regimen or treatment.