

TECHNICAL PROTOCOLE

# FUNDAMENTALS

CLEANSERS & SCRUBS



## FUNDAMENTALS: CLEANSERS & SCRUBS

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The skin of the face and neck is in constant contact with the outside, meaning that it can quickly become dirty: dust, various pollutants, cutaneous secretion residue and cellular debris accumulate and cause a decrease of the skin's functions. Un-cleansed, with make-up not properly removed, the skin becomes weaker and more reactive.



8 IN 10 WOMEN WEAR MAKE-UP:  
-> ONLY 1 IN 2 REMOVE THEIR MAKE-UP PROPERLY  
-> 95% OF THEM DON'T REALLY KNOW HOW TO DO AN APPROPRIATE MAKE-UP REMOVAL.

Make-up removal should be approached as an important and deep skincare action: within a beauty routine, it represents the fundamental and essential first step.

By properly ridding the face of impurities, the cellular function is promoted and contribute to ensuring healthy skin.

## CLEANSING/MAKE-UP REMOVAL BENEFITS

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In reality, we should be talking about make-up/cleansing, because even if the customer doesn't wear make-up, it's essential to cleanse the skin in the evening. In fact, it's at night that the skin carries out vital repairs and regeneration functions - for this, it must be clean in order to work effectively. In the morning, it's essential to remove the various residue produced by the skin in its overnight activity. **It's also important to choose the right product.**



THE MAIN CONSEQUENCES OF NON-EXISTENT OR POORLY PERFORMED MAKE-UP REMOVAL ARE:

- Appearance of spots and imperfections,
- Exacerbated skin sensitivity,
- Accelerated premature skin aging,
- Rough skin,
- Dull complexion.

CLEANSED SKIN, FREE OF MAKE-UP, IS MORE RESISTANT TO CELLULAR AGING.

This is because cleansed skin is less prone to micro-inflammation – a phenomenon noted by scientists today as the main cause of aging. Lipids and pollutants generate oxidation and inflammation. What's more, they alter the skin's barrier function – resulting in dehydrated and sensitive skin, more vulnerable to environmental aggressions.

The other advantage of make-up removal is the massage that accompanies its application. This improves micro-circulation and, consequently, cellular nutrition and oxygenation.

## MAKE-UP REMOVAL/CLEANSING PRODUCTS

Cleansing and make-up removal is an essential step of facial skincare. Different textures are available: easy to find the adapted product!



### CLEANSING MILK

Also known as dermo-cleansing fluid, cleansing milk is characterised by its rich and creamy texture. Its formula offers comfortable softness, as it includes moisturising, nourishing and soothing active ingredients such as glycerin, vegetable oils (jojoba, argan, cotton, sweet almond, etc.) or shea butter.

These ingredients ensure effective cleansing, while preserving the skin's microbiota balance and the hydrolipidic film integrity.



### CLEANSING LOTION

Used after the cleansing milk, it gently perfects the make-up-removal step. **The lotion completes make-up-removal but does not replace it.** It will also be recommended to use the lotion for a complete scrub or mask removal. The lotion application is particularly recommended to maintain the natural skin ecosystem and rebalance the skin pH destabilized by the tap-water components. Indeed, water contains many residues coming from its purification treatment, limestone is also very often present in more or less large quantities.



### MICELLAR WATER

This combines practicality and speed for removing light make-up – without altering the skin's hydrolipidic film, as it matches the facial natural pH. Micellar water takes its name from the micelles within its formula. These molecules act like magnets to capture impurities. The aqueous support of the micellar water offers a gentle and refreshing cleanse. To preserve the skin, we recommend rinsing the micellar water off with a lotion.



### CLEANSING GEL TEXTURE

Cleansing oil captures and dissolves all impurities. It clears pores without stimulating the sebaceous glands. Today, hybrid textures are available – such as cleansing gels, which gradually turn into a delicate oil to be massaged, before transforming into a milky emulsion upon contact with water, thereby facilitating rinsing. Once dried, the skin is clean, soft and comfortable.



### CLEANSING GEL AND MOUSSE

Usually composed of surfactants that remove both light make-up and accumulated impurities throughout the day. Some formulas incorporate active ingredients with moisturising, soothing and regenerating properties. The surfactants within the mousse are often derived from plant extracts such as coconut, and do not destabilise the skin barrier.

## EYE MAKE-UP REMOVER

Four times thinner than the rest of the face, and subject to nearly 10,000 beats of the eyelashes every day, the skin around the eyes is particularly fragile and sensitive.

Every day, it is attacked by external elements such as wind, cold, sun, pollution and, of course, make-up. This contains pigments which can be very irritating. As a result, the skin in this area can very quickly suffer from dehydration, dryness, dark circles, puffiness and wrinkles.

To keep the skin in good health and ensure a fresh and luminous appearance, it's essential that we don't neglect make-up removal around the eyes and use adapted products every night – specifically developed for this particular area.

### REMOVING MAKE-UP FROM THE EYES: AN ESSENTIAL STEP

The first signs of partial make-up removal are irritation, itching and tingling. We will often note a loss of eyelashes, a phenomenon linked to the fact that the root is suffocated by make-up residue. Failure to properly remove eye make-up promotes premature skin aging and the appearance of dark circles and bags that weigh down the eyes.

Above all, an eye make-up remover must be gentle and formulated with agents that respect both the tear pH and the sensitivity of the eye area. This will often include active ingredients with recognised benefits, such as cornflower. Particularly renowned for its decongestant and soothing virtues, this extract is perfect for reducing dark circles and puffiness, while caring for tired, delicate and sensitive eyes.



### TWO-PHASE MAKE-UP REMOVER

This is a 'must-have' treatment for gentle make-up removal from fragile eyes, even for water-resistant make-up.

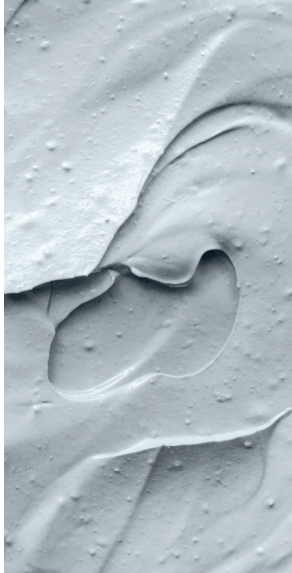
This consists of an oil-based phase and an aqueous phase which, once mixed, remove make-up, sebum, particles of pollution and dust that may become embedded in the eyelashes and the folds of the eyelids. It is recommended for sensitive eyes. Users may note a 'greasy film' feeling after using a two-phase make-up remover, but this phenomenon can be eliminated through the use of a floral lotion.





## WHAT'S THE DIFFERENCE BETWEEN SCRUBS AND PEELS?

We often speak of 'scrubs' to refer to a product with mechanical actions that make it possible to exfoliate the skin through friction, and 'peels' to refer to a product that offers a chemical action in which specific compounds separate dead cells and eliminate them.



### SCRUBS

It consists in applying a product (gel or cream) containing natural grains (e.g. fruit seeds) which, through massage, make it possible to eliminate dead cells and unclog the pores.

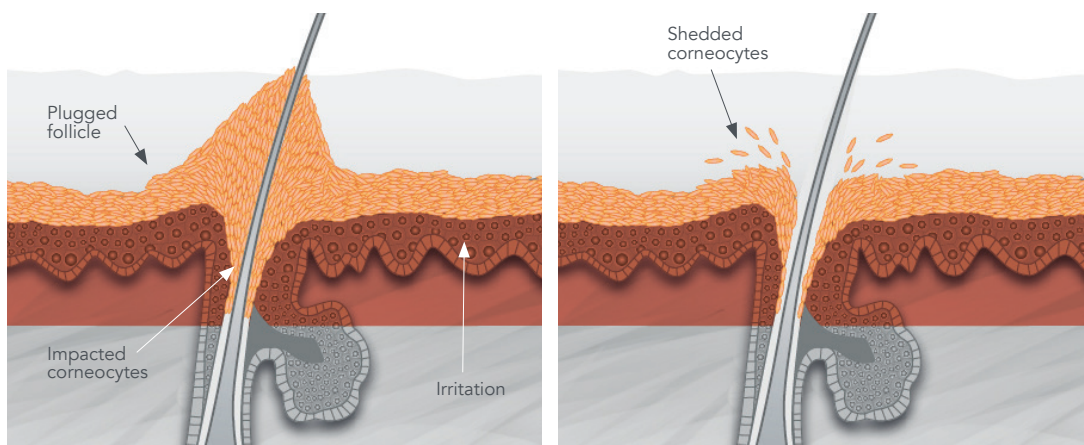
This scrub is carried out through circular motions applied to the face, avoiding the eye area and adapting the massage pressure to the needs of the specific skin area.

You can also find scrubs made from soft clays that dry on the skin. It is through the circular movements used to remove the product that dead cells are exfoliated.

This exfoliation allows for a deep epidermal cleansing. It is perfect for purifying and remedying small imperfections like blackheads, and brightening a dull complexion. Thanks to the massage, it stimulates microcirculation and cell regeneration. The skin becomes smoother and more radiant.

### PEELS

Unlike scrubs, where exfoliation is carried out through a mechanical action, peels simply need to be applied and left on the skin for a few minutes. Peels are based on fruit acids (AHA or Alpha Hydroxy Acids) such as glycolic or lactic acid, for example, and provoke chemical exfoliation.

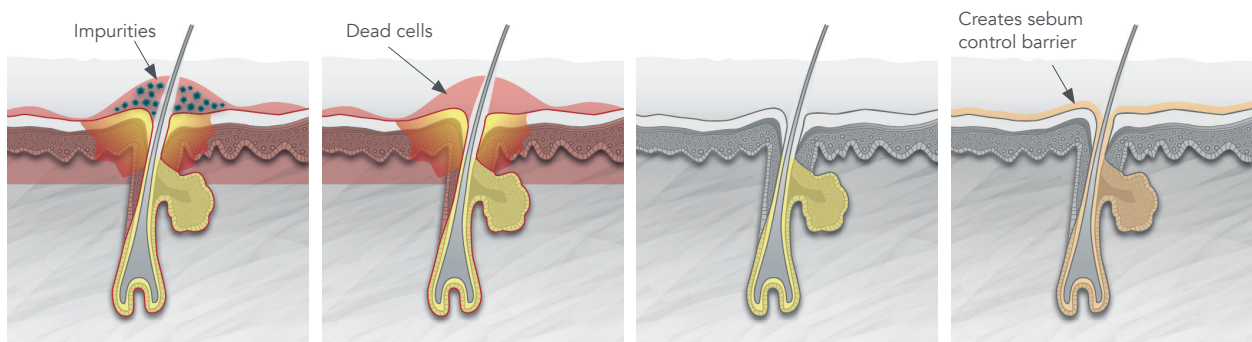


AHAs exert both a desquamating and a moisturising effect. They cause a weakening of corneocyte cohesive forces by acting on their ionic bonds.

By lowering pH, AHAs modify corneocyte cohesion. As a result, they increase desquamation – vital for cell renewal.

## ENZYMATIC EXFOLIATION

This forms part of chemical exfoliation. The only difference is that the exfoliating agents are enzymes or proteases from fruits (papain from papaya, bromelain from pineapple, ficin from fig, etc.).



Enzymes dissolve the proteins of dead cell in order to eliminate these, by separating them from the surface layer of the epidermis.

Enzymatic exfoliators have the ability to weaken the chemical bonds between corneocytes, and to 'digest' keratin proteins.

### THE EXFOLIATION BENEFITS:

- Immediate elimination of dead cells from the horny layer: reduction in the horny layer thickness for maximum mechanical and biochemical protection,
- Stimulation of cell renewal for a revitalising and toning effect on the skin,
- Brightening action on skin pigmentation and radiance of the complexion, with a 'glowing' effect,
- Maintenance of hydration in the outer layers of the epidermis,
- Stimulation of the glycosaminoglycan synthesis,
- Soothing of the skin's texture and improved durability for make-up.

Whether the customer opts for a scrub or a peel, carrying out regular epidermal exfoliation can be very beneficial for the skin's face.

The effects are quickly visible – boosting the complexion's luminosity and the appearance of skin texture – with significant benefits in the skin aging treatment.

All these benefits play a fundamental role in any regular skincare routine.

**Whether it's a serum or a protective cream, any skincare will increase its effectiveness if applied to perfectly cleansed and regularly exfoliated skin. That's why it's important to underline the significance of these fundamental actions for the restoration or maintenance of healthy, beautiful and resistant skin.**

## HOME SKINCARE PRODUCTS RANGE



### SCRUBS

E153	PERFECT SURFACER	50 ml
E154	DERMA GUM	50 ml
E155	CLINICAL PEELING	50 ml

### CLEANSING PRODUCTS

E152	BI-PHASE MAKE-UP REMOVER	100 ml
E156	AQUA SOURCE MILK	200 ml
E157	AQUA SOURCE LOTION	200 ml
E158	AQUA SOURCE EAU MICELLAIRE	200 ml
E159	BIODORFINE CLEANSING GEL	150 ml
E160	BIO-RESPECT CLEANSING MILK	200 ml
E161	BIO-RESPECT CLEANSING LOTION	200 ml
E162	BIO-RESPECT CLEANSING MOUSSE	150 ml
E163	SEBO-SAVON	150 ml

## PROFESSIONAL SKINCARE PRODUCTS RANGE



### SCRUBS

E144	PERFECT SURFACER	200 ml
E145	DERMA GUM	200 ml
E146	CLINICAL PEELING	200 ml

### CLEANSING PRODUCTS

E143	BI-PHASE MAKE-UP REMOVER	200 ml
E147	AQUA SOURCE MILK	500 ml
E148	AQUA SOURCE LOTION	500 ml
E149	BIO-RESPECT CLEANSING MILK	500 ml
E150	BIO-RESPECT CLEANSING LOTION	500 ml
E151	SEBO-SAVON	500 ml

## FUNDAMENTALS SKIN CARE LINE

PRODUCTS	FUNCTIONS	ACTIVE INGREDIENTS & ACTIONS
<b>BI-PHASE MAKE-UP REMOVER</b> MAKE-UP REMOVER FOR EYE ZONE  RETAIL: 100-ml bottle Ref. E152.  PROFESSIONAL USE: 200-ml bottle Ref. E143.	<ul style="list-style-type: none"> <li>• With a half oil, half water formula.</li> <li>• Ensures effective make-up removal, even for waterproof make-up.</li> <li>• Recommended even for sensitive eyes and contact-lens wearers.</li> </ul> <p><u>Directions for use:</u>            Shake the bottle before use, apply to a cotton pad and gently remove make-up from the eyelashes and eyelids.</p>	<ul style="list-style-type: none"> <li>• DISTILLED CORNFLOWER WATER: decongests and soothes.</li> </ul>
<b>AQUA SOURCE MILK</b> MOISTURIZING CLEANSING MILK  RETAIL: 200-ml bottle Ref. E156.  PROFESSIONAL USE: 500-ml bottle Ref. E147.	<ul style="list-style-type: none"> <li>• Removes make-up and impurities while preserving the epidermal protective film.</li> </ul> <p><u>Directions for use:</u>            Apply the milk all over the face and neck, then proceed to cleansing step using gentle circular movements, and then remove with AQUA SOURCE LOTION.</p>	<ul style="list-style-type: none"> <li>• LIPIDURE: optimises hydration by preventing trans-epidermal water loss (TEWL).</li> <li>• SKIN REPAIR BIO: restores the skin's natural barrier effect.</li> <li>• LOTUS EXTRACT: softening and soothing effects.</li> <li>• WATER LILY EXTRACT: softens and limits trans-epidermal water loss (TEWL).</li> <li>• CUCUMBER EXTRACT: rich in trace elements and vitamins E and A. Softening and soothing.</li> </ul>
<b>AQUA SOURCE LOTION</b> MOISTURIZING LOTION  RETAIL: 200-ml bottle Ref. E157.  PROFESSIONAL USE: 500-ml bottle Ref. E148.	<ul style="list-style-type: none"> <li>• Completes and perfects make-up removal/cleansing step. The skin, freed from all impurities, is ready for the application of care products.</li> </ul> <p><u>Directions for use:</u>            Gently remove the cleansing milk and clean the skin by applying the lotion with a cotton pad to the face and neck.</p>	<ul style="list-style-type: none"> <li>• AQUAPHYLINE: promotes the water circulation within the skin.</li> <li>• PHYTO-MARINE MICRO-PATCH: provides an hydrating and hygroscopic effect.</li> <li>• LOTUS EXTRACT: softening and soothing effects.</li> <li>• WATER LILY EXTRACT: softens and limits trans-epidermal water loss (TEWL).</li> <li>• CUCUMBER EXTRACT: rich in trace elements</li> </ul>
<b>AQUA SOURCE EAU MICELLAIRE</b> MICELLAR LOTION  RETAIL: 200-ml bottle Ref. E158.  PROFESSIONAL USE: not available.	<ul style="list-style-type: none"> <li>• Provides an express 2-in-1 cleanse, gently purifying while preserving the epidermal protective film.</li> </ul> <p><u>Directions for use:</u>            Apply with a cotton pad to the face and neck. Rinse with the appropriate lotion if needed.</p>	<ul style="list-style-type: none"> <li>• AQUAPHYLINE: promotes the water circulation within the skin.</li> <li>• LOTUS EXTRACT: softening and soothing effects.</li> <li>• WATER LILY EXTRACT: softens and limits trans-epidermal water loss (TEWL).</li> </ul>
<b>BIO-RESPECT CLEANSING MILK</b> SKIN ECOLOGY CLEANSING MILK  RETAIL: 200-ml bottle Ref. E160.  PROFESSIONAL USE: 500-ml bottle Ref. E149.	<ul style="list-style-type: none"> <li>• Removes make-up, cleanses and purifies while preserving the epidermal protective barrier.</li> </ul> <p><u>Directions for use:</u>            Apply the cleansing milk to the face and neck. Massage in circular movements and removed with BIO-RESPECT CLEANSING LOTION.</p>	<ul style="list-style-type: none"> <li>• RELIPIDIUM: restores the skin microbiota and strengthens the skin barrier.</li> <li>• ACTIBIOME: prevents dysbiosis of the microbiota and contributes to skin health.</li> <li>• OLIVE OIL EXTRACT: antioxidant – repairing and soothing properties.</li> <li>• CAMELINE OIL EXTRACT: rich in omega 3, 6 and 9, providing a restorative effect.</li> </ul>
<b>BIO-RESPECT CLEANSING LOTION</b> SKIN ECOLOGY CLEANSING LOTION  RETAIL: 200-ml bottle Ref. E161.  PROFESSIONAL USE: 500-ml bottle Ref. E150.	<ul style="list-style-type: none"> <li>• Completes and perfects make-up removal while preserving the skin protective barrier.</li> </ul> <p><u>Directions for use:</u>            Soak a cotton pad with BIO-RESPECT CLEANSING LOTION and use all over the face and neck.</p>	<ul style="list-style-type: none"> <li>• RELIPIDIUM: restores the skin microbiota and strengthens the skin barrier.</li> <li>• ACTIBIOME: prevents dysbiosis of the microbiota and contributes to skin health.</li> <li>• PRICKLY-PEAR EXTRACT: rich in vitamin E and omega-6. Helps fight against tissue damage.</li> <li>• WATER-LILY EXTRACT: rich in vitamin C, minerals and flavonoids. Maintains skin elasticity and hydration.</li> </ul>



## FUNDAMENTALS SKIN CARE LINE

PRODUCTS	FUNCTIONS	ACTIVE INGREDIENTS & ACTIONS
<b>BIO-RESPECT CLEANSING MOUSSE</b> SKIN ECOLOGY CLEANSING MOUSSE RETAIL: 150-ml bottle Ref. E162. PROFESSIONAL USE: not available.	<ul style="list-style-type: none"> <li>Gently cleanses while respecting the skin protective film.</li> </ul> <p><u>Directions for use:</u>            Shake before use. Massage delicately with fingertips. Rinse with water.</p>	<ul style="list-style-type: none"> <li>RELIPIDIUM: restores the skin microbiota and strengthens the skin barrier.</li> <li>ACTIBIOME: prevents dysbiosis of the microbiota and contributes to skin health.</li> <li>PRICKLY-PEAR EXTRACT: rich in vitamin E and omega-6. Helps fight against tissue damage.</li> <li>WATER-LILY EXTRACT: rich in vitamin C, minerals and flavonoids. Maintains skin elasticity and hydration.</li> </ul>
<b>BIODORFINE CLEANSING GEL</b> GENTLE CLEANSING GEL  RETAIL: 150-ml tube Ref. E159. PROFESSIONAL USE: not available.	<ul style="list-style-type: none"> <li>Gently removes make-up, while cleansing and purifying the skin. Preserves the skin's protective film.</li> </ul> <p><u>Directions for use:</u> Apply a small amount of gel, without wetting the skin. Gently massage around the eyes, face and neck with circular movements. Continue cleansing with your fingertips by adding water. The smooth gel transforms into a soft milky emulsion. Rinse off with water.</p>	<ul style="list-style-type: none"> <li>SEPICALM S: soothes through modulation of irritation phenomena.</li> <li>ORANGE-BLOSSOM BIODISTILLATE: extracted through the distillation of the bitter-orange flowers. Softening and calming properties.</li> <li>HAMAMELIS BIODISTILLATE: soothes and softens.</li> <li>LINDEN BIODISTILLATE: soothing and softening properties.</li> </ul>
<b>SEBO-SAVON</b> PURIFYING CLEANSING GEL  RETAIL: 150-ml tube Ref. E163. PROFESSIONAL USE: 500-ml bottle Ref. E151.	<ul style="list-style-type: none"> <li>Very mild soap which respects the hydrolipidic film and the skin's pH. Cleanses and purifies all skin types.</li> </ul> <p><u>Directions for use:</u>            Apply to damp skin, in circular motions. Rinse thoroughly with water.</p>	<ul style="list-style-type: none"> <li>ACNET: powerful anti-seborrhoea, anti-hyperkeratosis, anti-bacterial and soothing active ingredient.</li> <li>DERMAPUR: stimulates the epidermal antibiotics synthesis and inhibits bacterial proliferation.</li> <li>EVERMAT: sebum regulator.</li> <li>PHYCOSACCHARIDE AC: sebum-regulating, anti-bacterial and repairing active ingredient.</li> </ul>
<b>PERFECT SURFACER</b> RESURFACING PEEL  RETAIL: 50-ml jar Ref. E153. PROFESSIONAL USE: 200-ml jar Ref. E144.	<ul style="list-style-type: none"> <li>Provides powerful restoration of the skin's micro-relief.</li> </ul> <p><u>Directions for use:</u>            Apply the scrub to the face and neck, then proceed to exfoliate dry skin in light circular motions for one to two minutes. Now, lightly moisten the hands and continue exfoliation until the sugar crystals are completely eliminated. Rinse thoroughly with lukewarm water, then with lotion.</p>	<ul style="list-style-type: none"> <li>MATRIGENICS 14G: reactivates the skin's support fibres synthesis (collagen, elastin) and hyaluronic acid.</li> <li>BAOBAB OIL: nourishing and soothing effects.</li> <li>ANNATTO OIL: antioxidant and strengthens the skin's elastic properties.</li> </ul>
<b>DERMA GUM</b> PURIFYING GENTLE SCRUB  RETAIL: 50-ml tube Ref. E154. PROFESSIONAL USE: tube 200ml Ref. E145.	<ul style="list-style-type: none"> <li>Gentle scrub with a clay base.</li> </ul> <p><u>Directions for use:</u>            Apply a thin layer to the face and neck. Exfoliate in circular motions for 2 to 3 minutes. Then, moisten the fingers and continue to exfoliate for a further 1 to 2 minutes. Rinse thoroughly with water, then with lotion.</p>	<ul style="list-style-type: none"> <li>KAOLIN: very soft white clay, absorbs and erases skin impurities.</li> <li>BURDOCK PHYTAMIS: purifying and astringent properties.</li> <li>IVY EXTRACT: soothing, astringent and gentle purifying effects.</li> <li>SAPONARY PHYTAMIS: balances sebaceous secretion.</li> <li>ALOE VERA EXTRACT: protective, soothing and moisturising properties.</li> </ul>
<b>CLINICAL PEELING</b> SKIN RENEWAL ACTIVATOR  RETAIL: 50-ml tube Ref. E155. PROFESSIONAL USE: 200-ml tube Ref. E146.	<ul style="list-style-type: none"> <li>Powerful exfoliating scrub.</li> </ul> <p><u>Directions for use:</u>            Apply the scrub to the face and neck, exfoliate the skin for 2 to 3 minutes, then dampen fingers and continue exfoliation for a further 1 to 2 minutes. Rinse thoroughly with lukewarm water, then with lotion.</p>	<ul style="list-style-type: none"> <li>IMUDILIN: antioxidant, stimulating the skin's defense mechanisms.</li> <li>SNAP-8: smoothes wrinkles.</li> <li>AH-CARE L65: rich in lactic acid and arginine – a gentle exfoliant with hygroscopic property.</li> <li>WHITE LILY EXTRACT: facilitates skin repair and regeneration, while moisturising.</li> <li>RHODIOLA EXTRACT: rich in polyphenols, anti-free radical and regenerating.</li> </ul>