

## GLYCOLIC ACID THE ALPHA HYDROXY ACID PHENOMENON

### FACTS AND FICTION

You are bombarded daily by products that will “*take years off your appearance.*” What do you really know about these products? How much care and research do you take to know how good something is or what it really does? Which products are most effective and why? This entire category of products, unfortunately, can be very confusing and misleading. It truly is *buyer beware!*

Not all skin care treatments are alike. You need to test products. You need to know who created them. What is their intended purpose, e.g., the cosmetic industry or medical patients? You need to know what happens to the efficacy of a product when it is buffered.

We hope that the following information will give you direction and insight as to the category and the products that will best suit your client or patient’s needs.

### TODAY’S MARKET

Your skin is the largest organ of the body. Composed of three basic sections, it is the epidermis that we see, touch and feel. Its cells rise to the surface and flake off microscopically. This natural process of exfoliation occurs all day, every day, quite inconspicuously.

This process slows down due to diseases of the skin and the skin’s aging process. Irritating factors also hamper this process and cause the appearance of aging to accelerate. You can dramatically influence exfoliation through smoking, alcohol, stress, sun and tanning bed exposure. Please note and understand that sun and tanning bed exposure generate most (90%) of the skin’s damage with a great deal of the damage achieved by the time we are 18. On top of this, melanoma is now running at epidemic proportions. These eventually show up as age spots, skin cancer, discoloration, wrinkles, and other skin diseases.

***Proper and simple skincare maintenance can help to prevent damage and the ravages of aging.*** Look for a proven program of products that act as a catalyst for exfoliation and improved skin texture and appearance. Try them on yourself and know how they work. Do not, at any time, think that the biggest advertisers have the best products. They have nothing to do with one another and it is usually not the case.

### WHAT ARE ALPHA HYDROXY ACIDS?

Also known as AHAs, these are non-toxic substances. This means that they occur naturally in food. They are non-prescription dermatological products with cosmetic benefits. They do more than simple cosmetic changes but whenever you begin to discuss the changes of cell structure, you immediately change this to the realm of a drug. The industry has become so large and powerful that the FDA would have a major fight on its hands.

The most common AHAs are Citric Acid (citrus fruit), Glycolic Acid (sugar cane), Lactic Acid (sour milk), Malic Acid (apples), and Tartaric Acid (grape wine). Today, most of these are made synthetically. These are actually better for you because both ingredients and the production are under control and never change, which makes products more consistent. Natural products are never consistent. For example, you can take the grapes from year to year and the wine will taste different every harvest.

*Clinical research and patient treatments clearly prove* that AHAs are effective in helping to keep the skin clear and healthier. The research also confirmed that the majority of AHAs have larger molecular structures that do not penetrate the top layer of the skin (stratum corneum) without high concentrations and lower pH levels.

Glycolic Acid is the most adaptable and beneficial AHA. Its tiny molecular structure is precisely what makes its penetration the superior benefit over all other AHAs. It enters the epidermis to accelerate the body’s exfoliation process. It “loosens” the glue that bonds the cells together, allowing thickened and dead cells to “disappear.” It is an irritant on the skin and nothing more; there is no such thing as a moisturizing Glycolic Acid. The end result is smoother skin with better coloration, tone and texture.

You will see improvements in cell renewal, firmness, texture, reduction of fine lines and increased moisture levels.

- *Rough, dry and callous skin:* Improve, soften, and eliminate these problems within weeks. May be used over the entire body as well as the face.
- *Wrinkles and Crow’s Feet:* Reduces and smoothes fine lines while it aids overall tone and texture.
-

# TIKKUN

Product Information – Anti-Aging Skin Care

Page 2

- *Age Spots & Hyper-pigmentation:* Reduces these superficial lesions. You can treat more difficult areas with the addition of a hydroquinone solution to lighten more difficult discoloration.
- *Oily and Acne-prone skin:* Oil and dirt trapped in the glands can cause acne. This is partly due to a lack of exfoliation. Glycolic Acid can penetrate a pimple to improve exfoliation and it then goes deep to cleanse the pore and reduce the production of new comedones.
- *Shaving:* Makes shaving much easier by controlling dryness, irritation and uneven texture. Improves the tone and softness of the face and the legs. Reduces and controls ingrown hairs.
- *Encrusted Nails:* Effectively softens nails to improve permeability and efficacy of fungicides.
- *Skin Peeling:* (For in-office procedures.) Termed the “lunch time peel”, it only takes a few minutes and causes rapid exfoliation. You can offer a professional treatment on the face or even the entire body. Patients can be back to work (with makeup) in less than one hour. The best results are with non-buffered acids and you do not want to see peeling.

Glycolic Acid also acts as a stimulus to create a process in which the synthesis of new collagen can occur. We also see a rebuilding of fibril tissue evidenced by more even and taut skin.

## KEY FACTORS WHEN USING GLYCOLIC ACID

Most people can use Glycolic Acid over the entire body. A small number (<5%) of people have very sensitive skin. They are not good candidates for a peel or for home maintenance products.

First, and foremost, you must **know what you are using and how to use it**. To maximize your results, you should be aware of four key factors when using Glycolic Acid. Listed from least to most important:

**# 4: Conditions Influencing the skin:** Other than deep peel products, Glycolic Acid only works when left on the skin for at least twenty minutes. Glycolic cleansers are not effective. They do not offer any exfoliating capabilities. The proper mix of products, that is, a proper cleanser, Glycolic Acid and sunscreen are critical to maximize the efficacy of your program.

**# 3: Frequency of Application:** MORE is not better. Apply small amounts thinly and evenly. We recommend the size of a green pea for one-half the face.

Start at bedtime. After two weeks, increase application to twice a day. You do not have to use the products daily but daily usage will offer improved results. Evidence indicates that if you stop using Glycolic Acid, the skin will revert to the way it was previously.

**# 2: Acid concentration:** This is the percentage of acid used in the formulation. Most companies do not acknowledge the concentration. You have a right to know so do not be afraid to ask. If you have a problem and do not know what you are working with, how do you fix the problem?

Concentration is not a critical factor until you know the pH of the product and if it is buffered or non-buffered. Most people think that the higher the concentration amount (i.e. 15% is greater than 10%), the better the product. Nothing could be farther from the truth. Variables such as buffering agents can dramatically affect product efficacy. This is only important in non-buffered formulations.

For optimal results on the body and face, start 10% concentrations and gradually build up to 20%, the maximum allowed for home maintenance. The sensitive area around the eye should use Glycolic Acid products with 1% concentration. Look for pH levels ranging above 3.0 but below 4.1.

**# 1: Amount of Acid delivered = pH: This and not acid concentration is the key to results.** More importantly, free acid (non-buffered) will give you even greater efficacy. This is the true amount of acid being delivered to the skin. Glycolic Acid that is buffered has reduced efficacy and does not deliver what you think you are getting or what you are being told is in the product.

The skin's pH ranges from 4.6 - 6.2. Clinical research has proven that in order to achieve maximum results Glycolic Acid products need to have a pH of 4.1 or below. A pH below 3.0 is too irritating and may only be used in a professional setting.

Ask your supplier what their pH is and find out if it is buffered. Buffering locks in a pH level but it also reduces the “active” acid because it negates it. Many products that claim to have a specific pH and are buffered may actually have as much as a 75% reduction in the amount of “active” acid.

# TIKKUN

Product Information – Anti-Aging Skin Care  
Page 3

## CONCEPT

Your skin is very intelligent. It constantly monitors and adjusts its pH level based on need and skin condition. External factors and diseases of the skin can affect its ability to function properly. Therefore, you need and want to assist your body by creating optimum conditions to allow these products to be most effective.

The goal is to utilize products that work well by themselves and that work synergistically. That is, they work even better when combined. Do not think that every product from one company is the answer. You need to pick and choose.

Medical offices have utilized Glycolic Acid since 1988. It is the safest and most effective topical agent for cosmetic and medical usage to help with accelerated aging of the skin. It works for all ages. If you are in it for the money, then you will sell your clients once. I challenge you to do your homework. When you do, both you and your patients / clients will be in it for the long haul.

## THE IMPORTANCE OF pH

You must be familiar with pH. A basic knowledge of this area will be most important in your ability to talk to and treat a client. Our ability to direct them toward the proper treatments and products is most important to our success.

pH is measured on a scale of 0 to 14 with 7 being “neutral”. Water has a pH of 7.0.

pH is the level or amount of acidity or alkalinity in a product.

- ◇ The more acid in a product, the lower the number. This ranges from 6.9 down to 0. However, anything below 1.0 is considered absolute acid. Chemically, acids create salts.
- ◇ The more alkaline a product is, the higher the number. This ranges from 7.1 up to 14.0. Anything above 13.0 is considered absolute alkaline. This alkaline range is also known as “base”.

Products that have a very low pH can be very irritating. By the same token, products with a very high pH can be just as irritating. A pH of 2.0, for example, will cause an *acid burn* on the skin. By the same token, a pH of 12.0 will cause the same harm to the skin. This is known as a *chemical burn*. The further you move away from pH 7.0, the stronger *and more irritating* the products.

Many of us fear math. Yet, these numbers can most easily be understood when compared to an earthquake. You are familiar with the Richter scale. This tool informs us as to the power of an earthquake. You hear numbers like 4.5 or 5.5. Do you really know what these mean? An earthquake that registers 4.5 will do damage but is not usually life threatening. 5.5 can do a great deal of damage and may be life threatening. 6.5 will do severe damage and will cause heavy loss of life. Yet, these numbers appear similar. The difference between 4.5 and 5.5 appears to simply be 1.0. This, however, is not linear, it is exponential. The difference is actually 10 times stronger. 4.5 to 6.5 is actually  $10 \times 10$  ( $10^2$ ) or 100 times stronger.

So how does this relate to our products? When dealing with products, it is important to know how strong or irritating they are, what they will accomplish, and why. A product with a pH of 3.9 is actually 10% stronger than a product with a pH of 4.0. We now know the importance of this feature and its dramatic effect on the results of specific products. You also do not want anything for home maintenance that is simply too irritating and will cause the patient to stop using the product.

The acid mantle of the skin is made from lipids and sweat. This film creates a semi-protective layer on the skin to help fight dehydration and bacterial invasion. The pH of the mantle is typically 5.5 which means our skin is naturally acidic. However, very oily and acne-prone skin can be as low as 4.5, while very sensitive and dry skin can be 6.2. Any product that is applied to the skin will temporarily adjust the pH of the skin's mantle. The skin, however, is very smart. It never forgets what we do to it and it will eventually revert back to its level of pH.

Patients or clients with very dry skin tend to be more alkaline, even though their skin is acid-based. When they use a product like bar soap, which is already alkaline, they will create more dryness. This understanding and knowing what they use will allow us to improve their appearance and give them direction on better ways to take care of themselves once they leave.

Dry, thin or sensitive skin tends to produce less sebum and has a thinner acid mantle. This is why products with low pH are more irritating to them. Utilizing Glycolic treatments and knowing the pH level becomes most important for the long-term benefits for the clients.

Very oily to acne-prone skin has a lower pH level. Products with lower pH are not as irritating to them but you must still be careful not to be too aggressive due to typical inflammation and sensitivities around acne pustules.

Alkaline products, such as desincrustation solutions, break down sebum and impactions found within in the hair follicles. These solutions can soften the area. These are also used during negative galvanic treatment, which again, helps reduce the impaction and improves extractions.

# TIKKUN

Product Information – Anti-Aging Skin Care

Page 4

Acidic products, such as AHAs or BHAs, are designed to accelerate exfoliation. The level of acid actually breaks apart the glue that holds the skin's cells together. Toners are also acidic and are designed to degrease the skin as well as adjust pH.

The most important factor when dealing with a patient or client, especially during a procedure such as a Glycolic Peel, is to never take your eyes off them. Leaving any acidic or base product on the skin too long can and will cause irritation.

acidic		alkaline	
pH	substance	pH	substance
1.0	battery acid	13.0	drain cleaner
2.0	lemon juice	12.0	depilatory creams
2.4	vinegar	11.0	ammonia
3.0	soda pop	10.0	bar soaps
4.5	toners	9.0	sea water
5.0	coffee	8.0	pancreatic juice
6.0	saliva	7.35	blood
		7.0	water

## PROTOCOL – HOME MAINTENANCE

Please utilize this category sequence for a **BEGINNER OR START-UP PROTOCOL**.

PRODUCT	STEP	DAY		NIGHT	NOTE
CLEANSER	1	X	AND	X	YOU MAY USE 2 OR EVEN 3 CLEANSERS
TONER	OPTIONAL	X	AND	X	IF DESIRED
ANTIOXIDANT	2	X			START USING AFTER THREE WEEKS ON THE CORE PROGRAM
AHA/GLYCOLIC	3			X	1x/DAY; INCREASE TO 2x/DAY AFTER 2 WEEKS OF USE
MOISTURIZER OR NUTRIENT OR LIPID ENHANCER	OPTIONAL			X	AS NEEDED
EYE TREATMENT	OPTIONAL			X	AS NEEDED
SUNSCREEN	4	X			
MAKEUP	OPTIONAL	X			AS DESIRED
FACE MASK	OPTIONAL			X	1-2x/WEEK AT BEDTIME

# TIKKUN

Product Information – Anti-Aging Skin Care

Page 5

Please utilize this category sequence for **INTERMEDIATE AND ADVANCED PROTOCOL**.

PRODUCT	STEP	DAY	NIGHT	NOTE
CLEANSER	1	X	AND X	YOU MAY USE 2 OR EVEN 3 CLEANSERS
TONER	OPTIONAL	X	AND X	IF DESIRED
SKIN LIGHTENER	OPTIONAL	X	OR X	USE GLYCOLIC ACID FOR 6 MONTHS BEFORE TRYING A BLEACHING AGENT
ANTIOXIDANT	2	X		1X/DAY
VITAMIN A (RETINOL)	3	X		1X/DAY; IF RX USE AT BEDTIME AND USE GLYCOLIC ACID DURING THE DAY
AHA/GLYCOLIC	4		X	1X/DAY; INCREASE TO 2X/DAY AFTER 2 WEEKS OF USE
MOISTURIZER OR NUTRIENT OR LIPID ENHANCER	OPTIONAL		X	AS NEEDED
EYE TREATMENT	OPTIONAL		X	AS NEEDED
SUNSCREEN	6	X		
MAKEUP	OPTIONAL	X		AS DESIRED
FACE MASK	OPTIONAL		X	1-2X/WEEK AT BEDTIME

You may also fall into the Intermediate or Advanced level by upgrading to a higher strength of Glycolic Acid, Vitamin A and Antioxidant Vitamin C Serum.

## SPECIAL NOTES

If adding a skin lightening agent, you will add this before your Glycolic Acid. However, please note that Glycolic Acid will inherently lighten discoloration all by itself. Give it six months before you decide to add a bleaching product.

## ADDITIONAL NOTES OF IMPORTANCE

- *Retin-A® (or any other prescription strength Vitamin A) users:* Glycolic Acid and Vitamin A become more effective when utilized simultaneously. You should use one during the day and the other at bedtime.
- *Sensitive Skin:* Always start with a test site to check for possible sensitivity. Glycolic Acid may cause a mild flare-up. If it is acne it is actually the cleansing of the pores, which is normal. If you get a rash it may be erythema at which point you would not be a candidate for Glycolic Acid.
- *Antioxidant users:* Topical Vitamin works synergistically with Glycolic Acid *if it is lipid-soluble*. Water-soluble Vitamin C (ascorbic acid) utilizes ingredients with very low pH levels (2.1) causing erythema in 40% of the patients studied.
- *Wear sunscreen!* Glycolic Acid is not photosensitive like prescription strength Vitamin A but why be self-defeating? You need to protect the new cells that are being pushed up to the skin's surface.
- *Do not expect miracles overnight.* Glycolic Acid is simple, effective and safe so it requires a little patience. The results are worth a short wait.
- *Myth 1:* Glycolic Acid causes Rosacea. This is not true. Chances are the individual has a history of Rosacea in the family. Glycolic Acid may speed up the appearance of Rosacea but it has never been shown to cause it.
- *Myth 2:* Glycolic Acid causes cancer. As is typically the case with the media this has been misinterpreted and blown so far out of proportion that it has created a scare with consumers. Glycolic Acid is non-toxic to the human body. The problem that can be created is that if you do not wear a sunscreen you have a much greater chance of getting skin cancer. It is our belief that when you wear Glycolic Acid it makes a great deal of sense to protect your new fresh cells rather than run the risk of increasing the odds of getting skin cancers.

# TIKKUN

Product Information – Anti-Aging Skin Care  
Page 6

## TIMELESS 10 GLYCOLIC ACID LOTION

### INDICATIONS

- ◆ To relieve visible signs of dry skin.
- ◆ To refine fine lines and improve skin tone and texture.

### KEY FEATURES

- ◆ A complete face and body lotion that improves skin tone and texture
- ◆ Fights the ravages of aging by refining fine lines and wrinkles.
- ◆ Accelerates the exfoliation process, which stimulates the natural production of collagen, fibril tissue, glycosaminoglycans, super oxide dismutase and eventually the stratum corneum,
- ◆ 10% concentration in a free (non-buffered) acid. At 8% and a pH under 4.0, Collagen and Fibril Tissue are stimulated along with a significant increase in skin moisturization.
- ◆ Inherently improves most skin discoloration within four to six months without the use of bleaching agents
- ◆ Lightens Melasma within two months and must be used in conjunction with Tikkun™ Ultra Shield SPF20 UVA / UVB Broad Spectrum Sunscreen, which will keep it from reoccurring
- ◆ Improves the normal color of the skin by bringing blood cells closer to the surface.
- ◆ Fights wrinkles and crows feet.
- ◆ Helps ingrown hairs.
- ◆ Controls skin oils
- ◆ Improves rough, dry skin, including calluses
- ◆ Use on legs to improve shaving
- ◆ Translucent lotion represents 78% of all Glycolic Acid sales.
- ◆ Works extremely well with makeup.
- ◆ Superb home maintenance product.
- ◆ For most skin types, from flawless to problem skin, including acne-prone.

### DIRECTIONS

- ◆ Use at bedtime for two weeks.
- ◆ You may then apply twice daily.
- ◆ Cleanse the face or area where AHA is to be applied. Use a mild cleanser.
- ◆ Pat the skin dry and wait 5 minutes.
- ◆ Pour a drop the size of a green pea for each side of the face.
- ◆ Apply thinly and evenly to all affected areas or the entire body for total body rejuvenation. Allow the skin to dry.
- ◆ Makeup may be applied over this product.
- ◆ Apply sunscreen (SPF 15 or 20 with extremely high UVA and UVB broad-spectrum protection) daily for best daytime results. Sunscreen should be applied at least 30 minutes prior to getting into sunlight for optimum effect.
- ◆ When having professional Glycolic Peels or Microdermabrasion, Stop Glycolic Acid 48 hours before a treatment and do not re-start until 48 hours after the treatment.
- ◆

### CAUTION

- ◆ **MUST BE WORN WITH SUNSCREEN**
- ◆ **STOP USAGE IF PREGNANT OR BREASTFEEDING** – This has never been a problem health-wise but the overall feeling is that you have no control over hormonal skin changes so stop the product and enjoy the pregnancy
- ◆ Use a mild cleanser to start. You do not want to irritate your skin. You want to have the proper pH level to create the greatest efficacy between the acid and the skin.

# TIKKUN

Product Information – Anti-Aging Skin Care  
Page 8

- ◆ For external use only.
- ◆ Avoid contact with eyes and mucous membranes.
- ◆ Keep out of reach of small children.
- ◆ Not recommended for children under 12 years of age without the direction of a physician.
- ◆ A mild transient tingling may occur (for a few minutes) in people with sensitive skin. This is normal.
- ◆ If tingling sensation continues, discontinue use.
- ◆ If irritation develops and continues, discontinue use and consult a physician.
- ◆ Do not use an alcohol-based astringent when using this product as it may be too drying.
- ◆ When having professional Glycolic Peels or Microdermabrasion, stop Glycolic Acid 48 hours before a treatment and do not re-start until 48 hours after the treatment.

**INGREDIENTS:** Water, Glycolic Acid, Propylene Glycol, Ammonium Hydroxide, Hydroxyethylcellulose, Isopropyl Palmitate, PEG-40 Stearate, Stearic Acid, Cetyl Alcohol, Magnesium Aluminum Silicate, Sorbitan Stearate, Cholesterol, Glyceryl Stearate, PEG-100 Stearate, Stearamidopropyl Dimethylamine, Dimethicone, Isostearic Acid, Petrolatum, Tetrasodium EDTA.

## SKIN TYPE / TREATMENT USE RATE

SKIN TYPE	Sensitive	Dry / Mature	Normal	Combination	Oily	Acne
Is age	No	Yes	Yes	Yes	Yes	Yes
Face	Apply a small drop the size of a green pea to each side of the face. Once daily = 90 days for the 1-ounce bottle.					
Face & Neck	Apply a small drop the size of a green pea to each side of the face and neck. Once daily = 60 days for the 1-ounce bottle.					
Body	Apply lightly and evenly as a body lotion. Once daily = 5 – 6 months for the 4-ounce bottle.					

## ITEM / PACKAGE DETAILS

SIZES	ITEM	BOTTLE:	pH	SHELF LIFE
1.00 oz. / 30.0 ml.	2112BE	Pump, Lucite, matte silver pump	3.7	30 months

## QUESTIONS AND ANSWERS

- Q.** Can skin get too thin using Glycolic Acids?
- A.** No. Our skin is very resilient. Glycolic Acids simply accelerate the exfoliation process to bring healthier cells to the surface faster.
- Q.** Why use Glycolic Acid instead of prescription strength Vitamin A?
- A.** Glycolic Acid has proven to be as effective but without the irritation levels. It is very easy to use and has done more to change all of skincare and anti-aging than any other product since its inception.
- Q.** What harm will this cause if I am pregnant?
- A.** None. There are 37 years of clinical studies including 19 years of medical experience with this product. This product is natural, non-toxic and there is no evidence that it causes any harmful side effects. However, since your body and your skin go through such extreme hormonal changes, it is

# TIKKUN

Product Information – Anti-Aging Skin Care

Page 9

our belief that there is no need to create any further irritation to the skin. Let the pregnancy and breastfeeding run its normal course and then resume using the products.

## TIMELESS 15 GLYCOLIC ACID LOTION

### INDICATIONS

- ◆ To relieve visible signs of dry skin.
- ◆ To refine fine lines and improve skin tone and texture.

### KEY FEATURES

- ◆ Upgrade from Timeless 10 Glycolic Acid Lotion after a minimum of 12 months usage. This offers 50% more Glycolic Acid than the 10% concentration. The skin needs to be prepared for this increase in strength.
- ◆ Contains 15% concentration Glycolic Acid in a non-buffered solution.
- ◆ Glycolic Acid in a non-buffered state stimulates collagen and fibril tissue at 8% concentration. This will work much faster than a buffered product at 20% concentration.
- ◆ Glycolic Acid in a non-buffered state creates a significant increase in squamous cell turnover along with thicker, less fragmented elastin fibers.
- ◆ A complete body and face lotion to improve skin tone and texture.
- ◆ Fights the ravages of aging.
- ◆ Accelerates the exfoliation process, which stimulates the natural production of collagen, fibril tissue, glycosaminoglycans, super oxide dismutase and eventually the stratum corneum,
- ◆ Inherently lightens skin discoloration within four to six months.
- ◆ Lightens Melasma within two months and must be used in conjunction with Tikkun™ Ultra Shield SPF20 UVA / UVB Broad Spectrum Sunscreen, which will keep it from reoccurring
- ◆ Improves the normal color of the skin by bringing blood cells closer to the surface.
- ◆ Fights wrinkles and crows feet.
- ◆ Helps ingrown hairs.
- ◆ Controls skin oiliness.
- ◆ Improves rough, dry skin.
- ◆ Use on legs to improve shaving.
- ◆ Glycolic Acid in a lotion base represents 78% of all Glycolic Acid sales.
- ◆ Works extremely well with makeup.
- ◆ Superb home maintenance product to slow down the accelerated aging of the skin.
- ◆ Can be used by all skin types other than Sensitive skin (i.e. Rosacea, Psoriasis, and Eczema)
- ◆ Glycolic Acid is the # 1 catalyst in all of skincare to help fight premature aging of the skin.

### DIRECTIONS

- ◆ Use at bedtime only for two weeks.
- ◆ You may then apply twice daily.
- ◆ Cleanse the face or area where AHA is to be applied. Use a mild cleanser.
- ◆ Pat the skin dry and wait 5 minutes.
- ◆ Pour a drop the size of a green pea for each side of the face, and one for the entire neck area.
- ◆ You may apply more to the body to cover a larger area.
- ◆ Apply thinly and evenly to all affected areas or the entire body for total body rejuvenation. Allow the skin to dry. If it is not dry within one minute, dab off excess with a tissue.
- ◆ Make up may be applied over this product.
- ◆ Apply sunscreen (SPF 20 with extremely high UVA and UVB broad-spectrum protection) daily for best daytime results. Sunscreen should be applied at least 30 minutes prior to getting into sunlight for optimum effect.

# TIKKUN

Product Information – Anti-Aging Skin Care  
Page 11

- ◆ When having professional Glycolic Peels or Microdermabrasion, Stop Glycolic Acid 48 hours before a treatment and do not re-start until 48 hours after the treatment.

## CAUTION

- ◆ **MUST BE WORN WITH SUNSCREEN.**
- ◆ **STOP USAGE IF PREGNANT OR BREASTFEEDING** – This has never been a problem health-wise but the overall feeling is that you have no control over hormonal skin changes so stop the product and enjoy the pregnancy
- ◆ Use the proper cleanser for your skin type.
- ◆ For external use only.
- ◆ Avoid contact with eyes and mucous membranes.
- ◆ Keep out of reach of small children.
- ◆ Not recommended for children under 12 years of age.
- ◆ A mild transient tingling may occur (for a few minutes) in people with sensitive skin. This is normal.
- ◆ If tingling sensation continues, discontinue use.
- ◆ If irritation develops and continues, discontinue use.
- ◆ Do not use an astringent with alcohol when using this product.

**INGREDIENTS:** Water, Glycolic Acid, Isopropyl Palmitate, Ammonium Glycolate, Propylene Glycol, BIS-Diglyceryl Caprylate/Caprate/Isostearate/Stearate/Hydroxy Stearate Adipate, Cetyl Alcohol, Isostearic Acid, DEA Cetyl Phosphate, Sorbitan Stearate, Dimethicone, Sodium Hyaluronate, Hydroxyethylcellulose, Stearamidopropyl Dimethylamine, Xanthan Gum, Tetrasodium EDTA.

## SKIN TYPE / TREATMENT USE RATE

SKIN TYPE	Sensitive	Dry / Mature	Normal	Combination	Oily	Acne
Use age	No	Yes	Yes	Yes	Yes	Yes
Face	Apply a small drop the size of a green pea to each side of the face. Once daily = 90 days for the 1-ounce bottle.					
Face & Neck	Apply a small drop the size of a green pea to each side of the face and neck. Once daily = 60 days for the 1-ounce bottle.					
Body	Apply lightly and evenly as a body lotion. Once daily = 5 – 6 months for the 4-ounce bottle					

## ITEM / PACKAGE DETAILS

SIZES	ITEM	BOTTLE:	pH	SHELF LIFE
1.00 oz. / 30.0 ml.	2161BE	Pump, Lucite, matte silver pump	3.9	36 months

# TIKKUN

Product Information – Anti-Aging Skin Care  
Page 12

## MEDICAL PEELS

PHYSICIAN USE ONLY

pH 0.9

**GLYCOLIC 35%**

**GLYCOLIC 50%**

**GLYCOLIC 70%**

**The key to Glycolic Acid is not the concentration. It is the level of pH in a non-buffered state.**

## INDICATIONS

- ◆ A catalyst for skin rejuvenation.
- ◆ To stimulate the production of collagen and fibril tissue.
- ◆ To rapidly exfoliate superficial skin problems including but not limited to:
  - Dry skin
  - Creases
  - Fine lines
  - Wrinkles
  - Age spots
  - Discoloration
  - Stretch marks (use 70%)
  - Mediate acne problems
  - Improves scarring
  - Blood flow is improved
  - Controls oiliness
  - Warts (use 70%)
  - Tone and texture

## KEY FEATURES

- ◆ Three strengths: 35, 50 & 70% Glycolic Acid.
  - 35% - First time users, some skin sensitivity
  - 50% - Follow up treatments for the face
  - 70% - Body, Stretch marks, warts
- ◆ pH is 0.9.
- ◆ Free acid (non-buffered).
- ◆ Powerful and effective means of skin rejuvenation
- ◆ Easy to apply
- ◆ Easy to watch the skin for changes in hue during application
- ◆ Easy to control
- ◆ A complete face and total body rejuvenation vehicle
- ◆ Excellent catalyst treatments to enhance home maintenance program
- ◆ Fabulous profit center with approximately 75 – 100 facial peels per bottle.

# TIKKUN

Product Information - Alpha Hydroxy (AHA)/Glycolic Acids  
Page 14

## DIRECTIONS

- ◆ Protocol sent separately with every bottle.
- ◆ Must be read and understood. Call with any questions.

## CAUTION

- ◆ **You must adhere to the protocol without exceptions.**
- ◆ This is the strongest Glycolic Acid available on the market today and with the strongest pH levels. The instructions are very succinct and must be adhered to.
- ◆ For external use only.
- ◆ Sunscreen must be applied following treatments.
- ◆ Keep out of reach of small children.
- ◆ Avoid contact with the eyes and mucous membranes.
- ◆ Do not use more than every other week on a client.
- ◆ Client / Patient selection is important in a facial glycolic peel. Perform peels on individuals with fair complexions.
- ◆ Olive to darker complexions can develop hypo pigmentation or hyper pigmentation.
- ◆ If irritation develops, discontinue use.

## WARNING

- ◆ **All AHAs and BHAs (salicylic acid) must be stopped forty-eight hours prior to a Peel and may be started again forty-eight hours following the peel.**
- ◆ **Retinoids (Prescription Vitamin A - Tretinoin) must stop at least seven days prior to glycolic peels. The patient may restart the Vitamin A two weeks post peels.**
- ◆ Peels on pigmented skin should use considerable caution.
- ◆ Do not use skin bleaching agents as a first resort. They should be saved as a last resort.
- ◆ For patients with herpes.
  - a) Genitalia - not a problem.
  - b) Active facial- Medication 24 hours prior, during and 48 hours post-treatment with Valtrex®.

## SPECIAL NOTE

- ◆ **You must be a pharmacist, licensed physician or a nurse in a medical office to order this product. We must have a copy of the medical license and a DEA number on file.**
- ◆ This program should be used in conjunction with a home maintenance regimen of a Cleanser, Glycolic Acid and Sunscreen.

**INGREDIENTS:** Deionized Water, Glycolic Acid

# TIKKUN

Product Information - Alpha Hydroxy (AHA)/Glycolic Acids  
Page 15

## SKIN TYPE / TREATMENT USE RATE

SKIN TYPE	Sensitive	Dry / Mature	Normal	Combination	City	Acne
Face & Neck	35% Use Caution	50%	50%	50%	50%	50%
	See Instruction Leaflet with the Bottle; 85 treatments from 1 bottle.					
Body	35% Use Caution	50%	50%	50%	50%	50%
	See Instruction Leaflet with the Bottle; approximately 20 - 25 treatments from 1 bottle. Full body will use 10x the amount used on the face.					

## ITEM / PACKAGE DETAILS

SIZES	ITEM	%	BOTTLE:	pH	SHELF LIFE
4.00 oz. / 118.5 ml.	2035BE	35	White HDPE bottle with flip disc cap	0.9	15 months after opening
	2050BE	50			
	2070BE	70			