

**Mannatech "RENU" Skin Care: Advanced**  
**Skin Matrix Rejuvenation**  
**Monday Call, October 14, 2013**

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- TNL – Merri-jo Hillaker– 7:30 Pm CDT at Mannatech Corporate offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- Bo Short Roadshow coming to a city near your. Check schedule at [events.mannatech.com](http://events.mannatech.com)
- M5M Leadership Event - Nov 8-10 register at [events.mannatech.com](http://events.mannatech.com). Make a commitment of how many on your team will be there and make it happen.
- Are you making your Welcome Home Calls???

1. 2012-13: Glycoscience Explosion!

a. Nat'l Acad Of Sciences 2012

b. 7th Glycan Forum Berlin 2013

"The significance of glycans as "the third biological language" (after the gene languages of DNA and proteins) is widely accepted, fundamental insights and discoveries pave the way for new products and innovative applications."

b. L'Oreal (Yves St Laurent...affiliated)

➤ <http://youtu.be/c3ilagCofMk>

➤ <http://www.youtube.com/watch?v=lmyIuUr8Bmk>

"Glycobiology is opening up a whole new area of possibilities when it comes to skin care."

"This is one of the most amazing scientific breakthroughs we have discovered in relation to anti-aging."

c. Major Articles Appearing:

➤ <http://www.dailymail.co.uk/femail/article-2178889/Glycans-The-wonder-ingredient-youve-heard-make-look-years-younger.html>

➤ [http://www.cosmeticsbusiness.com/technical/article\\_page/Skin\\_care\\_the\\_promise\\_of\\_glycans/78400](http://www.cosmeticsbusiness.com/technical/article_page/Skin_care_the_promise_of_glycans/78400)

➤ [http://www.smartskinicare.com/skinbiology/skinbiology\\_hyaluronic-acid.html](http://www.smartskinicare.com/skinbiology/skinbiology_hyaluronic-acid.html)

➤ <http://dermatologytimes.modernmedicine.com/dermatology-times/news/modernmedicine/modern-medicine-now/investigating-utility-glycans-glycomics-re>

➤ <http://www.telegraph.co.uk/health/healthnews/9016487/Holy-grail-of-skin-cream-found.html>

d. Time IS NOW to take advantage of this Huge Momentum/News

Both for Skin Care and Health

e. Why is this critical to Mannatech? It leverages off our core technology to impact vertical markets

2. Glycobiology and Skin Care
  - a. "It's all about the glycans"
  - b. What are they?
  - c. How to describe them...
    - 1) Glycans retain moisture to deliver to skin and create suppleness
    - 2) Glycans critical for cellular communication in restoration of skin matrix
  - d. What does L'Oreal say?
  
3. It is All About the Skin Matrix
  - a. Surface of Skin is not the issue (dermis versus epidermis)
  - b. What is the "Skin Matrix"?
  - c. What is it made of?
  
4. Mannatech RENU: 4 Stories in 1
 

Sam Caster Audio: <http://mannacomm.com/SkinCarePreLaunchCallwithSam.mp3>

  - a. Story #1: Glycans
    - 1) What are they for Skin?
    - 2) What are ours? Mannapol, the aloe story, anti-inflammatory
    - 3) Hyaluronic Acid...a glycan as well but independent story
    - 4) Distinguishing us from everyone else (L'Oreal versus Mannatech) Story of the mushroom...
  
  - b. Story #2: DermCom
    - 1) What is it? crocus caryanthus bulb extract
    - 2) Why important? Statistics  
 "Collagen: Your Body's Beauty Protein"  
 Starting at age 21 collagen diminishes by 1% per year...that is when the vital collagen mesh begins to loosen. By age 30, the signs of reduced collagen on skin, hair and nails become visible. A woman's skin decreases in thickness by 7% every 10 years.  
*Following menopause:*  
 Skin thickness declines as much as 1.13% per year  
 In the first 5 years, women lose as much as 30% of their skin collagen.  
 The decrease in skin collagen correlates with decreases in bone density  
 Skin elasticity declines 0.55% per year.
    - 3) Skin matrix rebuilding essential to wrinkle reduction and revitalization of skin
  
  - c. Story #3: Hyaluronic Acid
    - 1) Skin matrix not just about proteins (most well known collagen and elastin): Hyaluronic acid is a polymer containing D-glucuronic acid and N-acetyl glucosamine.
    - 2) Many roles in skin:

- a) **Primary moisture triggering glycan involved in skin matrix**
  - b) Increase viscosity and reduce permeability of extracellular fluid
  - c) Contribute to mechanical resilience and suppleness of skin
  - d) Regulation of tissue repair
  - e) Regulation of movement and proliferation of cells
  - f) Regulation of immune and inflammatory responses
- 3) Deteriorates quickly by enzymes called hyaluronidases.
- 4) Injection of hyaluronic acid has been used in skin care for years...currently popular treatment for arthritis in joints as well

d. Story #4: Spherulite technology (see attached slides)

- 1) Delivery is everything!
- 2) Why important? Pores of skin too small openings to take in desirable ingredients
- 3) Understanding the time release...multiple layers, lipid structures
- 4) Patented technology out of France
- 5) Dr. Martin Kassir, world renown dermatologist

e. Three additional critical issues:

- 1) This is a cold processed product...UNIQUE to this industry but is critical to the maintenance of the integrity of the ingredients.
- 2) Mannatech has filed a patent on the use of microsphere technology with the specific ingredients that they are using to deliver to the layers of skin.
- 3) With each purchase (estimated at \$99.95 with 100QV), Mannatech will make a one month donation of Phytoblend to a child in need

5. Wow! No one else has it nor will have it; I am excited so what do I do next?

a. Book to be in Dallas on Nov 8-9 to see everything, be "first-time" buyers, and personally meet and interact with Dr Kassir; lots of materials available as well

b. Right NOW:

- 1) Reactivation through "Welcome Home"  
How to incorporate the "Mannatech RENU"  
Step 1: Try to get restarted on nutrition  
Step 2: If that fails, bring up skin care...would you like to know more  
Step 3: Send them email with Yves video, Sam's call, and M5M video emphasizing the Nourish a Child part  
Step 4: Get their Credit card and tell them it will ship week of November 10 With their FREE NutriVerus
- 2) Tap into all those active in your downline NOW  
"Do you want to build or just consume?"  
Build a huge TEAM just on Skin Care  
Set a Goal of how many  
10-20-30-40-50-???  
Have each Team Member make a list and Pre-sell

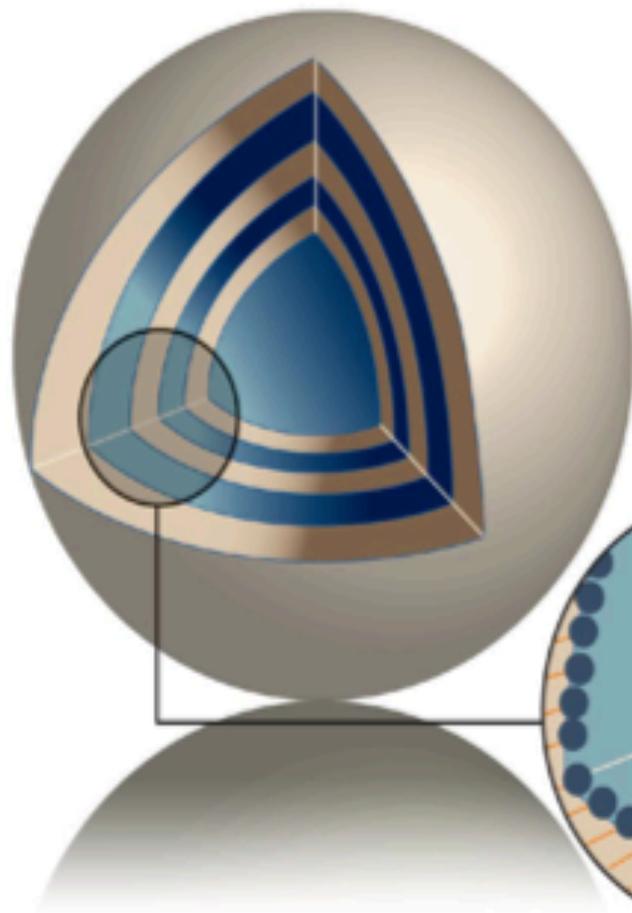
- 3) If do not have a second position, start NOW  
easiest way to build to Executive in 8 months, Presidential in 12 just with Skin Care
  - 4) Weekly strategy sessions
  - 5) Pre-book Orders/placement
  - 6) Build 4 X 4 with business builders
  - 7) Build 4Free product for just consumers under YOUR Member account
  - 8) 100% Money Back Guarantee: how to use
  - 9) Build a Tom's Shoes approach...
  - 9) Get creative...this Opportunity is a ***NOT TO MISS!***
- c. Get List of Prospects for upcoming Launch (at Nov. event submit list for mailers going out)
  - d. Contact Hair Salons, skin care places, etc. Endless ideas
  - e. Commit to at least 2-10 "Skin Experts" to attend the Dallas Event with you

***"We will change the FACE of the world together!"***

# Spherulite Technology

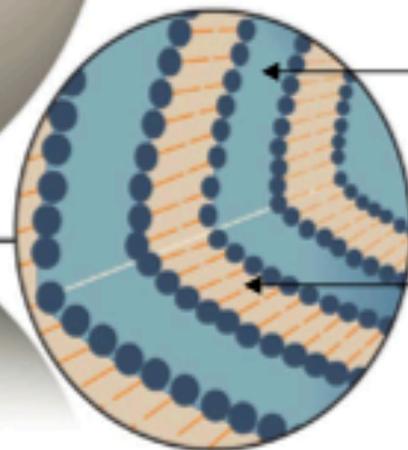
## Spherulites

- Multi-layered microspheres of surfactants encapsulating active ingredients. They are composed of surfactant bi-layers and aqueous interfaces.



### Characteristics

- 10 – 1000 surfactant bi-layers
- Hydrodispersible/lipodispersible Spherulite
- Encapsulation of lipophilic / hydrophilic actives

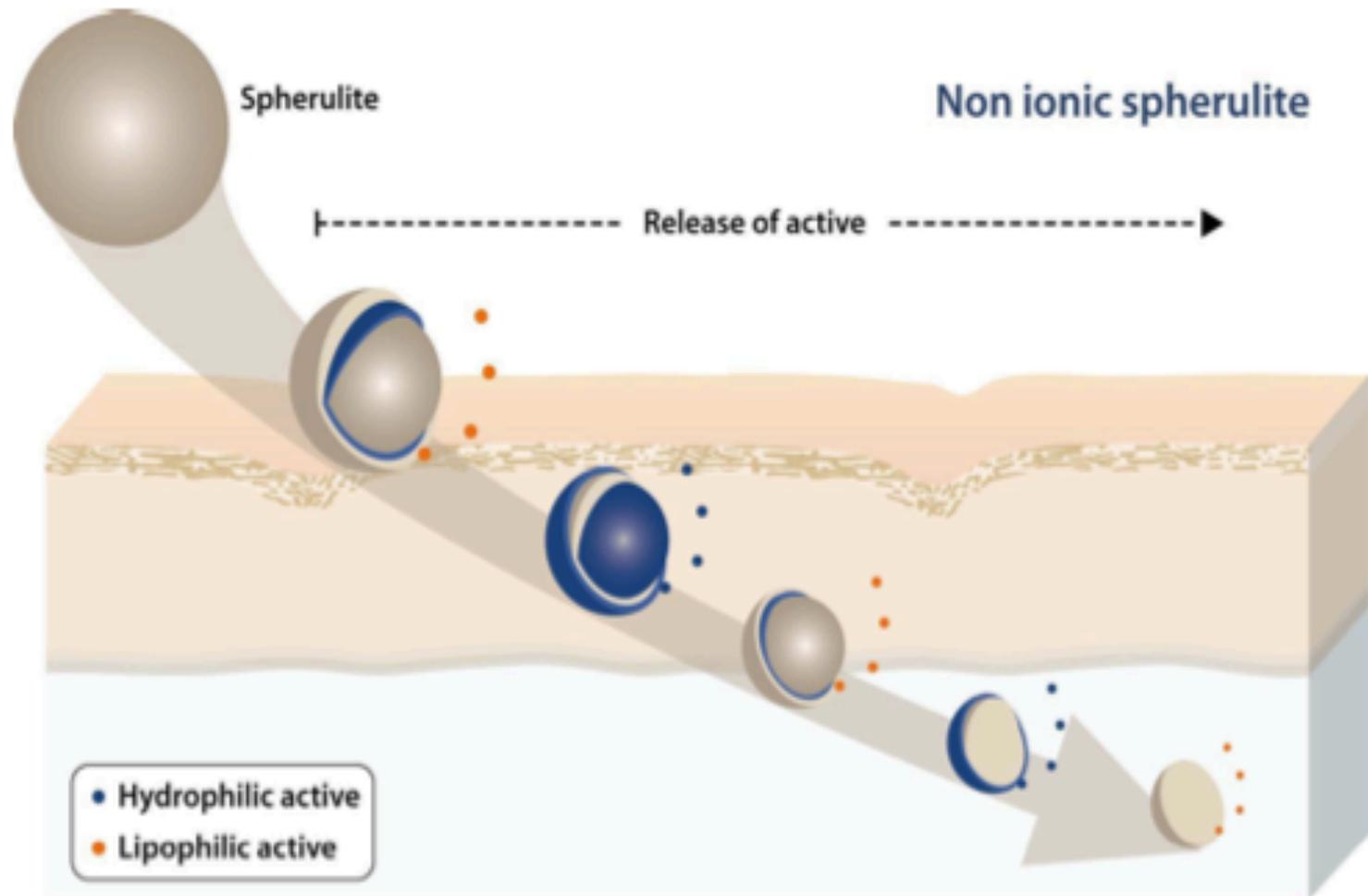


**Aqueous phase**  
*Hydrophilic actives*

**Surfactant bi-layer**  
*Lipophilic actives*

# Skin penetration

- Non ionic Spherulites carry the actives into the deep layers of the skin



► Optimisation of the skin penetration