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## Images Newsletter

### How to Have the Look and Feel of Normal Skin

You don't take care of your skin to have "less dry" or "less oily" skin...you take care of your skin to have beautiful, radiant, youthful-looking skin—the look and feel of Normal Skin!

#### Daily Massage

*"It is through the blood that skin receives essential oxygen and nutrients."*

By massaging your skin every day, you will be stimulating your circulation, revving up your blood flow. It is through the blood that

your skin receives essential oxygen and nutrients to look and feel beautiful! Massage is the key to a beautiful, radiant complexion, as a healthy circulation is vital to skin health!

#### Consistent Care

*"Using one or two products, every now and then, will not give you beautiful skin"*

Cleanse and Condition your skin twice a day...at bedtime and in the morning! Using one or two products every now and then will not give

you beautiful skin. It is by consistently caring for your skin every day that you will see a beautiful difference in the look and feel of your skin! The care you give your skin at night is the most important care of the day. This is when your skin is the dirtiest, and it is at night, while you are sleeping, that your skin is performing its natural functions of restoration and renewal.

#### Protect Natural Oils

*"It is a myth that skin needs to be tight and uncomfortable in order to be clean."*  
See "Normal" Page 2

### Beauty is Happiness~Happiness is Beauty **Breathtaking Transformation**

Taking our cues from the beautiful Autumn leaves we to, swirl, drift, and stir in this season of change.

#### Swirl

*"...dance, twirl and whirl..."*

As the whistling winds of Autumn appear. We dance, twirl and whirl to a new, crisp rhythm. Cooler temperatures, bright, blue skies and blazing foliage revive us and give us more energy.

#### Drift

*"...stroll,meander and wander..."*

The wandering, shifting winds of Autumn make this the perfect time of year to go wherever the wind blows. Simply stroll, meander and wander around the amazingly beautiful world that surrounds you. Take the time to really enjoy the beauty of just one, simple leaf or an entire hillside.

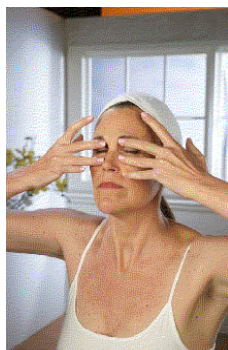
#### Stir

*"...yearning, desire and longing..."*

The rustling leaves remind us of the transient nature of life and awaken a yearning, desire and longing to fully enjoy and appreciate

everything that life has to offer. This stirring is where the true feeling of Thanksgiving or "Giving Thanks" comes from. Each morning say "Thank" as your first foot touches the floor, and "You" as your other foot touches the floor...a daily "Thank You" to remind yourself that each day is a gift, another incredible day to enjoy the Swirling, Drifting, and Stirring beauty of life!

Thank You! ◀



## Beauty at Your Fingertips **Stimulate your Circulation**

We get asked all the time, "Why do women who use Luzier skin care products have such beautiful skin well into their 90's?"

**The Luzier Massage + Lumar Massage Crème = Beautiful Skin for a Lifetime!**

### The Luzier Massage

*"...How you apply your skin care products is just as important as **what** skin care products you use..."*

The Luzier massage stimulates the circulation, increasing blood flow. It is through the blood that essential oxygen, nutrients and wrinkle-fighting antioxidants reach skin cells. In other words, the skin derives its nourishment from the blood. Healthy circulation is vital for a lifetime of beautiful, radiant, youthful-looking skin. In order to have beautiful, radiant, youthful-looking skin, **How** you apply

your skin care products is just as important as **what** skin care products you use and **When** you use them.

### Lumar Massage Crème

*"...Use a crème specifically formulated for a firm, invigorating massage..."*

The mechanical action of massage stimulates the...

See "Circulation" Page 4

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*"It is through the blood that essential nutrients reach skin cells."*

## Skin From the Shoulders Down

We spend a lot of time talking about the skin on our face as it is the skin most often exposed to the elements-the sun, the wind, pollution, etc. But, the skin on our body is skin too, and requires care also!

### Cleanse

It is important to keep all of your skin clean in order to perform its natural functions more efficiently. Our skin acts as a barrier and protects us from germs and disease, regulates our body

temperature through sweat and "goose bumps", lets us know when we are being touched and helps our body produce Vitamin D. Cleanse it daily to keep it functioning efficiently.

### Condition

It is important to keep your skin lubricated. Skin cells accumulate on the surface of your skin to form thick, tough barrier that protects your body-think of it as your "hide". Although skin produces its own moisture to

keep it elastic, a little added hydration can help keep skin even more comfortable, and give it a softer, smoother, more youthful-looking appearance. Consistent care of your skin from the shoulders down is just as important as the consistent care you give the skin on your face, not only as a basic step of your daily hygiene, but also to promote soft, radiant, healthy-looking skin from head to toe! ◀



## Continued from page 1 **Normal**

Your skin is an amazing organ with built in lubricants! Without these natural oils, our skin would crack with every movement and it would not be able to perform its most important function as a barrier to bacteria and viruses. Even though Dry Skin is lacking in these

natural oils, they are still there and it is vital that they be protected! It is a myth that skin needs to be tight and uncomfortable in order to be clean. Gentle cleansers can actually cleanse the skin more thoroughly than harsh, sudsy cleansers. And, in the case of Oily Skin, over-drying oily skin actually leads to

increased oil production.

Beautiful, radiant, youthful-looking skin is right at your fingertips! Simply Massage, Care for, and Protect your skin every day for the look and feel of Normal Skin! Just 5 minutes a day equals a lifetime of beautiful skin! ◀

## Beauty from Within **Your Skin is a Reflection of Your Overall Health**

Luzier Cosmetics provides information on health aspects of vitamins and nutrients for the general public. The information is made available with the understanding that Luzier Cosmetics is not providing medical or nutritional counseling services. The information should not be used in place of a consultation with a competent health care or nutrition professional.

You hear about them all the time; vitamins, minerals, antioxidants...the nutrients we need in order to keep our body, including our skin, healthy!

### Watch the Source

*"The latest nutritional 'super food' often becomes the newest 'super ingredient' in skin care products."*

Claims regarding topical application of vitamins and nutrients can be confusing and misleading. The latest nutritional "super food" often becomes the newest "super skin care ingredient!"

One of your skin's most important functions is to protect the body from the environment. It is a barrier designed to keep things out. There is a vast difference between the benefits derived from vitamins and nutrients applied topically to the surface of the skin and vitamins and nutrients

digested as part of your diet.

### Your Diet and Your Skin

*"Your diet affects the look and feel of your skin."*

Vitamins and nutrients found in the food you eat are important to skin health. It is through the blood that skin receives essential oxygen and nutrients. Your diet affects not only your overall health, but the look and feel of your skin as well. As your body's largest organ, your skin will reflect whether you are...

See "Reflection" Page 4



## Foundation...a little goes a long way

More skin care means less makeup! By consistently caring for your skin every day, your skin will be naturally smooth and clean, requiring less makeup. Foundation is actually considered a Conditioner as it promotes the look and feel of Normal Skin.

### Just a touch

Very few of us need foundation all over. Use it only where you need to even out your skin tone or hide skin discoloration. The area right around the wings of the nose is usually one of the first places to require a little evening out, as it can become a little red. The

second place to need a little "perfecting" is the eyelids. With age, your eyelids naturally darken. The third area that might be in need of a little smoothing is the chin. These three areas may require just a touch of foundation, blended thoroughly, for a clear, flawless complexion.

### Match your Skin Color

The key to beautiful makeup is keeping it as natural looking as possible. Do not try to give yourself a "tanned" look by using a dark shade of foundation. Natural looking makeup is more youthful-looking than a

heavily made up look.

### 1. Determine Your Skin Tone

It is important to use a foundation shade that matches your natural skin tone. Select a yellow-based foundation if you have a warm skin tone (which most of us have) or a pink-based foundation if you have a cool skin tone. You can easily identify if you have a warm or a cool skin tone by flipping over your arm and looking at the veins on your wrist. Green veins indicate...

See "Foundation" Page 4

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*"More Skin Care means less Makeup."*

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*“Your skin is a reflection of your overall health.”*

***Continued from page 3 Reflection***

Consuming nutrient-rich foods or a diet lacking in nutrients. If you are eating a diet rich in healthy nutrients and vitamins, your skin will show it.

**Your Diet and Massage**

*“It is through the blood that oxygen, nutrients and wrinkle-fighting antioxidants reach skin cells.”*

Healthy circulation is vital to

skin health. A daily massage will stimulate the circulation and increase blood flow. It is through the blood that oxygen; nutrients and wrinkle-fighting antioxidants reach skin cells. With healthy circulation, your skin gets the oxygen and nutrients it needs to look and feel beautiful. Massage promotes beautiful, radiant, healthy-looking skin!

It is a combination of a

healthy diet and a consistent daily care of your skin, including stimulation of the circulation that will promote beautiful skin. Your skin really is a reflection of your overall health! ◀

***Continued from page 3 Foundation***

Warm undertones and blue veins indicate cool undertones. Another simple skin tone test is simply knowing whether you look best in gold jewelry (indicating warm undertones) or silver jewelry (indicating cool undertones)

**2. Determine Your Natural Pigmentation**

Your skin shade, or amount of pigmentation, falls into one of three categories. How your skin responds to unprotected sun exposure is the best indicator of the amount of pigment in your skin; Fair (Burns easily), Medium (Burns then tans), or Dark (Never burns, tans easily).

Put your skin tone together with your natural

pigmentation and you'll find the perfect shade that disappears when it is applied to your skin. Smooth it over your skin (blend, blend, blend) and enjoy your beautiful, flawless complexion!

Need help finding your perfect shade? Call us at 1-800-821-6632 and let us help-it's what we do! ◀

***Continued from page 2 Circulation***

Circulation. The physiological action of Lumar prolongs the stimulation. Lumar is available in a range of various degrees of stimulation. Thinner, drier skin requires less stimulation than thicker, oilier skin. It is vital to use a crème specifically formulated for a firm, invigorating massage so that you do not pull or tug on delicate skin tissue. The consistency of Lumar provides the perfect silky

glide for a firm, invigorating massage. Along with being the essential partner for The Luzier Massage, Lumar refines and beautifies the texture of the skin.

The Luzier Massage and Lumar Massage Crème will promote beautiful, radiant, youthful-looking skin. Visit our website at [www.luzier.com](http://www.luzier.com) and see for yourself just how easy The Luzier Massage really is!

Just 5 minutes a day for a lifetime of beautiful Skin! ◀

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*“The consistency of Lumar provides the perfect glide for a firm, invigorating massage.”*

## Good Morning, Skin!

Your morning skin care is actually a continuation, or Step 3, of your daily skin care!

### Beauty Sleep

Sleep is considered part of your daily skin care! It is while you are sleeping that your skin performs most of its restorative, replenishing functions. 7-9 hours of "Beauty Sleep" will have an amazing affect on the look and feel of your skin. It is obvious that a well-rested person looks healthier and more radiant than someone who could use a little sleep does!

### Cleanse & Condition

Skin that has been

thoroughly cleansed and conditioned the night before simply needs a sweep of a Morning Cleanser in order to remove any remaining traces of Nighttime Conditioner and to refresh the skin.

Follow your Morning Cleanser with a Morning Conditioner in order to protect your skin" natural oils, plump up fine lines and wrinkles (making them less noticeable), and to promote soft, radiant, youthful-looking skin.

### Morning Massage

Pamper yourself! If your skin is on the dry side and you have a little extra time in the morning, enjoy a quick

Morning Massage to rev up your circulation and start your day with a beautiful radiance:

### 1. Cleansing Massage

Even though your skin has already been thoroughly cleansed the night before, enjoy a Morning Cleansing Massage with your Cleansing Crème. Your skin is already clean, your morning objective is to stimulate the circulation and you'll need your silky, creamy cleanser for your fingertips to glide over your skin without pulling or tugging on your delicate skin.

See "Morning" Page 6



4 Step Facial.

## Daily Skin Care How, What & When

Simply Cleanse and Condition your skin twice a day for beautiful, radiant, youthful-looking skin!

### Night Care

#### Step 1: Nighttime Cleansing Massage

Dry Skin: Cleansing Crème

Normal or Combination Skin: Cleansing Crème

Oily Skin: Cleansing Crème for Oily Skin

Sensitive Skin: Cleansing Crème (Fragrance Free)

#### Step 2: Nighttime Conditioning Massage

Dry Skin: Lumar Massage Crème (Regular Strength)

Normal or Combination Skin: Lumar Massage Crème (Strong)

Oily Skin: Lumar Massage Crème (Extra Strong)

Sensitive Skin: Facial massage Oil

#### Beauty Sleep (7-9 Hours)

### Morning Care

#### Step 3: Morning Cleansing

Dry Skin: Skin Freshener

Normal Skin: Toning Lotion

Oily or Combination Skin: Facial Balancing Astringent

Sensitive Skin: Skin Freshener (Fragrance Free)

#### Step 4: Morning Conditioning

Dry Skin: Crème L Unique

Normal Skin: Moisture Fresh Lotion

Oily or Combination Skin: Moisture Light Balancing Lotion

Sensitive Skin: Moisture Perfect Crème

By consistently caring for your skin, you will have a beautiful complexion! Need help determining your skin type? Call us at 1-800-821-6632. Want to learn more about The Luzier Massage? Call us for a catalog or Watch the video online at [www.luzier.com](http://www.luzier.com). ◀

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*"Cleanse and Condition your skin twice a day for beautiful, radiant, youthful-looking skin!"*

## Luzier Personalized Cosmetics

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We're on the Web!

See us at:  
[www.luzier.com](http://www.luzier.com)

**LUZIER PERSONALIZED  
COSMETICS**  
7910 Troost Ave  
Kansas City, MO 64131

### Autumn Color Specials

September 1 Through  
September 30

### Soft N' Perfect Crème Foundations and Sheer Liquid Foundations

Sale \$10.20 each

Regular \$12.00

## Autumn Specials

### Autumn Skin Care Special

October 1 through October  
31

### Morning Conditioners

Sale \$10.20 each

Regular \$12.00

### Autumn Body Care Special

November 1 through  
November 30

### Body Conditioners

Including Body Silk, Body  
Moisturizer, and Body Lotion

15% off

Sale \$4.25-\$12.75 each

Regular \$5.00-\$15.00 each

### *Continued from page 5 Morning*

#### 2. Conditioning Massage

Follow your Morning  
Cleansing Massage with  
Moisture Crème. This super  
lubricating Morning  
Conditioner has been  
especially formulated for a  
quick massage. Moisture

Crème will absorb into your  
skin faster than your  
Nighttime Conditioner,  
allowing for only about 6 reps  
of each massage movement  
before absorbing into your  
skin.

Gently wake your skin every

morning with a little "TLC".  
You'll be smiling in the mirror  
as soft, smooth, radiant,  
youthful-looking skin wishes  
you, "Good Morning!" ◀

### About Luzier Beauty at Your Fingertips!

Throughout Luzier's long and  
successful history, we have  
been passionate about  
helping women transform  
their lives with beautiful skin.  
Along with the obvious  
physical rewards of a

beautiful, youthful-looking  
complexion, the mental  
rewards of self-confidence,  
pride and happiness are the  
true rewards of caring for  
yourself. Since the turn of the  
century, our success has

been based on a core  
philosophy of not just selling  
jars of cremes and lotions but  
of truly helping others look  
and feel good! ◀

