

Q&A

CND® Spa

FORMULA

QUESTION

1. What fragrances are offered in the CND® Spa Collection?

ANSWER

CND® Spa Collection currently offers two unique fragrance options, **GARDENIA WOODS™** and **BRIGHT CITRON™**.

2. How would you describe the **BRIGHT CITRON™** fragrance?

The **BRIGHT CITRON™** fragrance includes notes of pink grapefruit, bergamot, warm amber, and freesia.

3. How would you describe the **GARDENIA WOODS™** fragrance?

The **GARDENIA WOODS™** fragrance is a soft white floral with notes of gardenia, jasmine, and violet leaves.

4. What are the botanical ingredients in each line of the CND® Spa Collection?

- **GARDENIA WOODS™** contains a replenishing botanical blend of chamomile and sandalwood.
- **BRIGHT CITRON™** contains a revitalizing blend of purifying kaffir lime and hydrating honey.

5. What are the botanical extracts in **CUCUMBER HEEL THERAPY™** Intensive Callus Treatment?

CUCUMBER HEEL THERAPY™ Intensive Callus Treatment contains soothing cucumber, chamomile and aloe extracts.

6. What are the active ingredients in the **CUCUMBER HEEL THERAPY™** Callus Smoother?

CUCUMBER HEEL THERAPY™ Callus Smoother contains a combination of alpha-hydroxy acids and fruit acids that work to break down and reduce tough calluses.

7. What is the exfoliant in Scrub?

Scrub contains environmentally friendly jojoba beads that deliver a physical exfoliation benefit to skin.

POSITIONING

8. How many products are in the CND® Spa Collection?

There are two product families, **GARDENIA WOODS™** and **BRIGHT CITRON™**, that each contain four products. The products are Soak, Scrub, Masque And Lotion. In addition to these products, the CND® Spa Collection offers a range of targeted treatments under **CUCUMBER HEEL THERAPY™** which includes a Callus Smoother and an Intensive Callus Treatment.

9. What are the benefits of the CND® Spa Collection?

For the Professional:

- 4-step system lets you customize services
- Choice of fragrance moods
- Specialized treatments for deeper care
- One system for both manicure and pedicure services

For the Consumer:

- A pampering and sensorial experience
- Targeted treatment for skin's current needs
- Choice of fragrance moods
- Botanical ingredients

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FEATURES AND BENEFITS

QUESTION

10. How do the system benefits compare for **BRIGHT CITRON™** and **GARDENIA WOODS™**?

ANSWER

- **BRIGHT CITRON™** restores radiance and brightens skin's appearance.
- **GARDENIA WOODS™** hydrates, moisturizes and softens skin.

11. What are the benefits of Soak?

Soak gently cleanses skin prior to applying other treatments.

12. What are the benefits of Scrub?

Scrub has a unique creamy exfoliating texture that polishes to remove dry skin.

13. What level of exfoliation does Scrub offer?

Scrub provides a gentle yet effective physical level of exfoliation.

For detailed usage instructions, please refer to the product packaging. For service protocols using the CND® Spa Collection, please refer to the CND® Spa Collection Service Menu, Product Brochure or visit cnd.com.

14. When do you use **CUCUMBER HEEL THERAPY™** Callus Smoother?

CUCUMBER HEEL THERAPY™ Callus Smoother can be used for clients who have tough calluses or very dry, rough heels.

15. How do you use and apply Masque during a service?

After Soak and Scrub, apply a thin layer of Masque. Wrap hands or feet with a warm towel. Leave on for five minutes. Remove with a warm damp towel.

16. How would you use the **CUCUMBER HEEL THERAPY™** products?

- **For clients with tough, callused heels:** Use **CUCUMBER HEEL THERAPY™** Callus Smoother to break down tough skin and soften the callused area prior to using the foot file. Finish the targeted treatment with **CUCUMBER HEEL THERAPY™** Intensive Callus Treatment.
- **For clients with extra dry feet:** Massage **CUCUMBER HEEL THERAPY™** Intensive Callus Treatment into targeted areas during the pedicure service.

17. How much product is recommended for use in a Spa Collection manicure or Spa Collection pedicure service?

<u>PRODUCT</u>	<u>MANICURE</u>	<u>PEDICURE</u>
Soak	1 Teaspoon	1 Tablespoon or 0.5 oz
Scrub	1 Tablespoon or 0.5 fl oz	2 Tablespoon or 1 fl oz
Masque	1 Tablespoon or 0.5 fl oz	2 Tablespoon or 1 fl oz
Lotion	1 Tablespoon or 0.5 fl oz	2 Tablespoon or 1 fl oz
Intensive Callus Treatment	N/A	1 Tablespoon or 0.5 oz
Callus Smoother	N/A	1 Tablespoon or 0.5 fl oz

18. How many manicure services are in each container?

	<u>SOAK</u>	<u>SCRUB</u>	<u>MASQUE</u>	<u>LOTION</u>
PRO SIZE	58	17	17	17
BULK SIZE	475	122	130	256

19. How many pedicure services are in each container?

	<u>SOAK</u>	<u>SCRUB</u>	<u>MASQUE</u>	<u>LOTION</u>	<u>INTENSIVE CALLUS TREATMENT</u>	<u>CALLUS SMOOTHER</u>
PRO SIZE	28	8	8	8	30	16
BULK SIZE	237	61	65	128	108	N/A

20. How can I best maximize the bulk sized CND® Spa Collection products?

Dispense the recommended amount on to a ritual tray to present to your client.

USAGE/SERVICE PROTOCOLS