

ZO[®]

PRODUCT WORKBOOK

ZO[®] SKIN HEALTH

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ZO®

BRAND INTRODUCTION

ELEVATE YOUR SKINCARE

WITH THE POWER OF SCIENCE™

ABOUT ZO®

At ZO® SKIN HEALTH, we believe the only way to achieve skin health is through the power of Science. With world-renowned dermatologist Dr. Zein Obagi as our legacy, ZO® Skin Health pushes the boundaries of medical-grade skincare. Combining our 3 Step Approach to skincare, powerful technologies and product education, ZO® challenges you to challenge your perceptions of traditional skincare.

ZO® provides a comprehensive approach to creating and maintaining healthy skin for anyone, regardless of age, ethnicity, unique skin condition or skin type. From correcting sun damage + pigmentation to preventing new damage + protecting against future damage, ZO® has your skin health covered.



ZEIN OBAGI, MD Researcher. Innovator. Author. Educator.



*“If you want to feel good,
have a martini....real skin
health takes work.”*

ZEIN OBAGI, MD

ACHIEVEMENTS

World-renowned dermatologist

Founder and medical director of ZO Skin Health, Inc.

Award winning inventor and educator

Author, *Obagi Skin Health Restoration & Rejuvenation* (1999) and
*The Art of Skin Health Restoration & Rejuvenation:
The Science of Clinical Practice* (2015)

For more than 35 years, Dr. Zein Obagi, Board-Certified Dermatologist, has pioneered advanced skincare solutions based on his philosophy of creating healthy skin as opposed to merely treating disease and damage. His visionary approach has earned him an international reputation as a leading authority on skin health and rejuvenation.

He is ranked among the world's top experts on chemical peels and is considered an expert in treating skin of color, often tackling the most difficult cases from around the world.

Inspired by the legacy and breakthrough contributions of Dr. Obagi, ZO® Skin Health continues to redefine and advance the science of skin health.

THE INNOVATION CONTINUES

ZO® Skin Health offers cutting-edge products + therapeutic treatments to provide the best results-oriented solutions.

We take pride in developing innovative skincare solutions that optimize skin health based on the latest advances in skin therapy technologies, unique delivery systems, bioengineered complexes + exclusive formulations.

We focus on strengthening the patient-physician relationship by providing comprehensive skincare programs for both in the office and beyond.

We create a continuum between therapeutic treatments and daily care to enforce our belief that skin health should be backed by science, rather than by trends.

Our commitment also extends to protecting patients from accessing expired or fraudulent products sold by unauthorized ZO® retailers. We lead the industry with our Anti-Diversion efforts. For this reason, ZO® Skin Health products are only available through our Physician Online Store and our ZO® Authorized Physicians.

RESTORING SKIN HEALTH

P. 9

A SYSTEMATIC APPROACH

ZO[®] offers a simple 3 step, comprehensive approach to creating and maintaining healthy skin.



STEP 1 GETTING SKIN READY[®]

Healthy skin starts with the basics. Bring skin back to its most healthy, balanced state for a clear complexion, regardless of skin type.



STEP 2 PREVENT + CORRECT

A wide range of products that help correct skin issues from acne + rosacea to hyperpigmentation + aging while preventing future damage.



STEP 3 PROTECT

ZO[®] Sunscreens offer Triple-Spectrum Protection[®] to protect against sun + light damage.

ZO[®] MILESTONES + MOMENTS



NORDSTROM



100+
COUNTRIES
WORLDWIDE

2005

2007

2011

2012

2014

Dr. Obagi seeks to expand medical-grade skin care beyond just treating disease

ZO[®] SKIN HEALTH
BY ZEIN OBAGI MD



ZO[®] Skin Health, a high-efficacy line of products focused on maintenance + prevention, launches at Nordstrom

The ZO[®] medical brand is developed to complement the ZO[®] Skin Health line, focused on treating skin diseases and restoring healthy skin

ZO[®] MEDICAL
BY ZEIN OBAGI MD



ZO[®] Medical + ZO[®] Skin Health move distribution exclusively to medical channel, offering physicians comprehensive skincare solutions

ZO[®] is available in over 100 countries worldwide



#4
MARKET SHARE IN U.S.

#1
MARKET SHARE IN E.U.



#2
MARKET SHARE IN THE U.S.

2015

2016

2018

2019

2020

ZO® continues to lead the industry in fighting diversion

ZO® becomes No. 1 Physician-dispensed medical skincare brand in the E.U.

The new ZO® Skin Health launches:
Streamlined products, clear + consistent messaging and elevated brand experience

ZO® continues to advance its position as a luxury medical skincare brand driven by science

ZO® Skin Health bolsters brand growth by partnering with The Blackstone Group



	eBay	Amazon
Obagi Medical Products	1,661	2,433
SkinCeuticals®	3,488	3,596
SkinMedica®	842	1,845
ZO® Skin Health	5	1

INDIVIDUAL PRODUCTS FOR SALE Numbers reflect the average of three independent, snap-shot reports run once per week for three weeks.



5

SMOOTH
FIRM / TIGHT
EVEN IN COLOR
HYDRATED
TOLERANT
FREE FROM DISEASE

FACTORS

<ul style="list-style-type: none"> • Soft and smooth in texture • Soft, compact stratum corneum, continuous epidermal cell renewal and regulated keratinocyte maturation cycle
<ul style="list-style-type: none"> • Full, firm and tight • Abundant, optimally functioning collagen and elastin
<ul style="list-style-type: none"> • Properly functioning melanocytes: Normal melanin production and even distribution
<ul style="list-style-type: none"> • Strong barrier function with sufficient Natural Moisturizing Factors • Natural hydration from within – glycosaminoglycans
<ul style="list-style-type: none"> • Tolerant to the surrounding environment; intact barrier function
<ul style="list-style-type: none"> • Normal skin histology

SELF-EVALUATION

RATE YOUR SKIN HEALTH

1 = Poor / 5 = Best

<input type="checkbox"/>	Smooth	<input type="checkbox"/>	Hydrated	<input type="checkbox"/>	Firm /Tight
<input type="checkbox"/>	Tolerant	<input type="checkbox"/>	Even in color	<input type="checkbox"/>	Free from disease
TOTAL		<input type="text"/>			
30 = Healthy Skin					

Overview

ZO® Principles of Skin Health Restoration are the core principles that serve as the driving force behind all product and protocol development. These principles go beyond the traditional approach of just treating diseased skin. They provide a more holistic approach to skin care. Skin should be fortified to renew, protect and strengthen itself to maintain healthy skin for life. The principles are ideal for all individuals, regardless of age, skin type or gender and specifically focus on restoring skin's strength and optimizing cellular functions to provide the best treatment outcomes and ability to achieve overall skin health restoration.

ZO® PRINCIPLES OF SKIN HEALTH RESTORATION

SKIN BARRIER FUNCTION

Correcting epidermal weakness and dryness by restoring water, lipid and protein balance, preventing trans-epidermal water loss and regulating natural skin exfoliation

STIMULATION

Initiating cellular activity and general repair to improve both the epidermis and the dermis through the use of retinoic acid (retinol as an alternative)

STABILIZATION

Normalizing epidermal and dermal cellular functions to prevent acquired sensitivity to treatment and enable skin to renew and strengthen itself

SEBUM CONTROL

Minimizing excessive sebum production to treat and maintain sebum-related skin disorders, correct pigmentation problems and prevent chronic inflammation

CHRONIC INFLAMMATION ELIMINATION

Reducing chronic inflammation to help prevent cellular dysfunction, alteration of skin texture, true sensitivity, dyschromia, accelerated aging and poor healing and treatment response

OVERCOME SKIN RESISTANCE

Limiting the use of medical topical agents to prevent resistance, treatment failure and complications

HYDRATION + CALMING

Hydrating the skin and reducing the severity of reactions and irritations, utilizing functional hydrators as an alternative to traditional moisturizers: increases tolerance to programs without compromising treatment results

SMART SUN PROTECTION

Using ZO® Triple-Spectrum Protection® to defend against the harmful effects of UVA / UVB, HEV and IR-A exposure, while providing antioxidants, hydrators/lipids and anti-inflammatory benefits

Skin Barrier Function

Skin Barrier Function is crucial in correcting skin weakness, sensitivity, dryness and restoring overall skin health.

The barrier function acts as a protective skin envelope preventing penetration of harmful substances and excessive trans-epidermal water loss. It also enhances epidermal renewal and repair, which is responsible for building and maintaining skin tolerance.

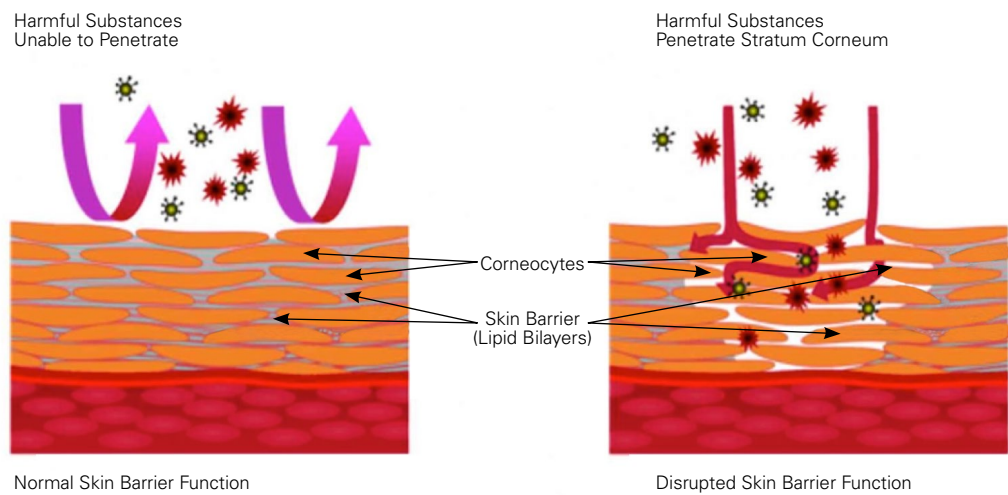
THE BARRIER FUNCTION CONSISTS OF:

- Water, lipids and proteins
- Corneocytes (stratum corneum cells) arranged in multiple layers, enveloped by a matrix of water, lipids and proteins

These two components must be in balance and work together to support the integrity of the skin barrier function. Disturbances of either component compromise the barrier function, resulting in skin weakness, sensitivity and dryness.

REPAIRING SKIN BARRIER FUNCTION:

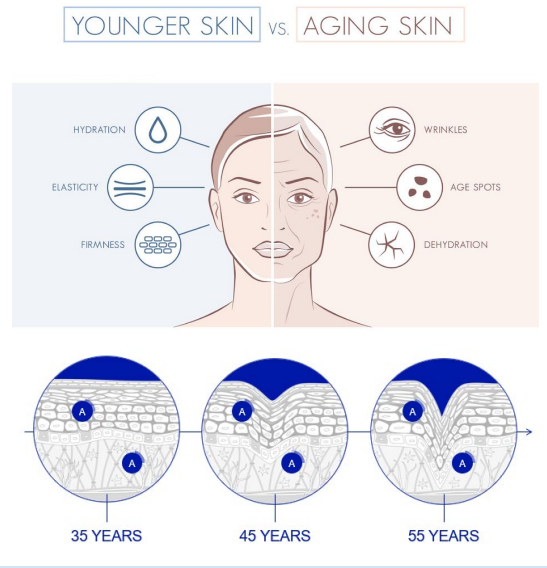
- Restore skin's natural epidermal balance of water, lipid and protein
- Regulate natural skin exfoliation to restore a healthy 6 week cycle of epidermal renewal



Stimulation

Wake Up Cellular Activity

- Stimulation is the process of improving both the epidermis and the dermis through the use of vitamin A (retinol/retinoic acid)
- Activates and upregulates dermal and epidermal cellular activity, optimizing fibroblast activity to increase the production of new collagen and the repair of damaged collagen (firmness), elastin (tightness) and glycosaminoglycans (hydration)
- Reverses uneven texture
- Upregulates angioblast function, which improves circulation with associated increased oxygen and nutrient delivery
- Restores normal and even color tone with blending action



BENEFITS OF VITAMIN A

EPIDERMIS

- Restores the water, lipid and protein balance — restoring barrier function and reversing sensitivity
- Induces superficial exfoliation by desquamation to promote cell turnover and improve overall skin texture
- Improves a healthy keratinocyte maturation cycle by stimulating basal cell mitosis
- Purges existing pigmentation to improve skin tone and complexion
- Inhibits melanin by inhibiting the expression of tyrosinase

DERMIS

- Stimulates fibroblasts to increase collagen and elastin production, improving skin firmness and elasticity and reducing the appearance of fine lines and wrinkles
- Upregulates glycosaminoglycans improving natural hydration
- Improves angiogenesis, maximizing the delivery of nutrients and the removal of waste material
- Inhibits collagen degradation through suppression of matrix metalloproteinases

Note: Vitamin A can also be mixed with hydroquinone to create a blending effect, promoting a more even distribution of melanin to keratinocytes

RETINOL VS RETINOIC ACID

RETINOL	RETINOIC ACID
Vitamin A - converts to retinoic acid	Acid form of Vitamin A - end form
Specific repair - targets individual skin condition	General repair - addresses multiple skin conditions
Used for non-medical conditions	Used for medical conditions
Used to treat, prevent and maintain epidermal/dermal stabilization	Used for treatment
Can be used indefinitely	Use for short periods - up to 5 months
Better long-term tolerance - better patient compliance	Poor long-term tolerance - poor patient compliance

Stabilization

Stabilization prevents acquired sensitivity to treatment while increasing the skin's resistance to negative external and/or internal factors by repairing and maintaining normal cellular functions in both the epidermis and dermis.

EPIDERMAL STABILIZATION

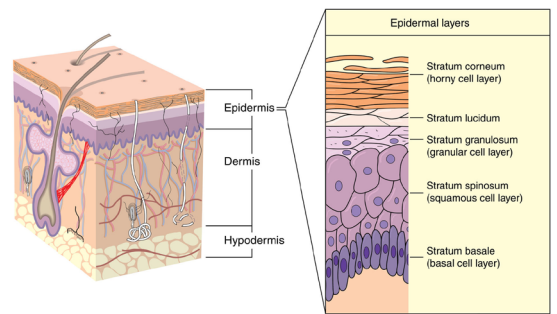
DERMAL STABILIZATION

- Strengthens skin and builds resistance
- Maintains healthy barrier function
- Restores adequate hydration
- Preserves DNA integrity
- Optimizes natural exfoliation by regulating keratinocyte maturation cycles
- Mitigates inflammatory activity, defends against UV/environmental damage
- Controls melanin production and prevents melanocyte activation

- Optimizes fibroblast production of collagen and elastin
- Improves repair of pre-existing, damaged collagen and elastin
- Improves circulation, enhancing the intake of oxygen and nutrients to support skin health
- Improves and maintains texture
- Sustains optimum hydration (Increases glycosaminoglycans)

EXAMPLE

To understand the concept of stabilization, consider the person who becomes stronger and fitter through exercise and a healthy diet. They can perform routine tasks easier, recover faster after disease or injury, live longer and enjoy a better quality of life. Similarly, skin can become more tolerant and stronger if provided with the best nutrients and conditions. Such skin will actively renew itself, heal faster after injury or disease, remain younger looking and function at its peak.



Sebum Control

Sebum Control prevents induction and progression of chronic inflammation and pigment conditions resulting from excess sebum output.

Excess sebum is detrimental to skin health. Sebum control is a critical step in skin health restoration to help prevent and control inflammatory conditions.

EXCESS SEBUM

- Clogs pores, leading to acne
- Manifests in sebum-induced inflammatory diseases: acne, rosacea, seborrheic dermatitis and post-inflammatory hyperpigmentation
- Prevents even penetration of topical agents
- Reduces efficacy of topical agents
- May lead to treatment failure (e.g. melasma)

THE FACTS

Misconceptions Regarding Sebum

Misconception

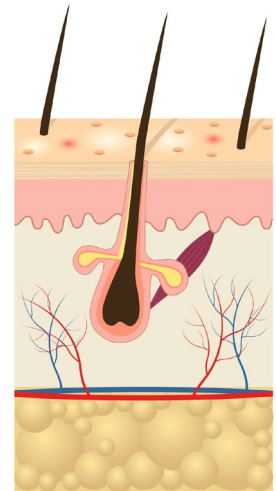
Those with oily skin age more slowly

Fact

Skin aging is not related to the amount of sebum. It is related to the amount and quality of collagen and elastin in the dermis.

Sebum keeps skin hydrated and prevents dryness

Dryness is due to decreased amount of glycosaminoglycans and natural moisturizing factors. It is also due to a compromised barrier function which allows increased transepidermal water loss.



Oily Skin

Chronic Inflammation Elimination

Inflammation is induced by many elements, including disease, UV light, excess sebum and long-term use of topical irritants. It is the immune system's innate response against internal and external assaults. Inflammation is a normal, essential defense mechanism to keep the body healthy.

Acute inflammation can be beneficial. For example, in wound healing, inflammation is necessary for injury repair. However, if such acute inflammation is not treated, chronic inflammation will result which is destructive.

CHRONIC INFLAMMATION CAN CAUSE:

- Cellular dysfunction
- Skin sensitivity
- Dyschromia
- Lack of response to treatment
- Poor healing
- Accelerated aging
- Alterations in skin texture

SOLUTIONS TO ELIMINATE CHRONIC INFLAMMATION:

- Induce a controlled, therapeutic treatment period of acute inflammation for repair
- Use a maintenance program suitable for long-term use
- Stabilize cellular functions
- Use medical topical agents for a restricted amount of time
- Control excess sebum
- Strengthen skin barrier function
- Protect against UV light
- Neutralize free radicals

Overcome Skin Resistance

Overcome Skin Resistance to medical topical agents by limiting their use. Skin can acquire tolerance and resistance to many topical agents, leading to treatment failure and complications. Medical topical products (e.g. hydroquinone, retinoic acid) are recommended to be used short-term for therapeutic treatment of skin conditions. Upon completion of therapeutic treatment, patients should switch to a maintenance program which includes products designed to keep skin stabilized and maintain long-term results.

**USAGE
GUIDELINES**

HYDROQUINONE

Hydroquinone is essential to the treatment of many skin pigmentation disorders; however, it should not be used continuously.

- Do not use hydroquinone bleaching products (Pigment Control Crème, Pigment Control + Brightening Crème) for longer than 5 months
- Do not use hydroquinone blending products (Pigment Control + Blending Crème + Retinoic Acid (tretinoin) for longer than 7 months
- Stop hydroquinone use for at least 2–3 months to allow skin to start producing melanin again. Repeat another hydroquinone treatment cycle if needed

RETINOIC ACID

Retinoic acid has profoundly beneficial effects on the skin; however, it is not recommended for continuous, long-term use.

- Use retinoic acid for up to 5 months and then switch to retinol for long-term maintenance
- Stop retinoic acid for at least 2–3 months, then repeat another retinoic acid treatment cycle if needed
- For active medical disease (e.g. acne, rosacea), it may be necessary to use retinoic acid more frequently to maintain control over these conditions. In these cases, the use of retinoic acid and retinol may be alternated every 6–8 weeks

Say No To Conventional Moisturizers

The popularity of moisturizers has led to the term “sensitive skin.” Using moisturizers occasionally when needed is acceptable, but to depend on them to hydrate and calm skin on a daily basis is actually damaging to the skin. With repeated use, moisturizers have a negative impact on skin, making it weaker and drier — ultimately impairing the skin’s barrier function. It is also detrimental to skin’s cellular functions, arresting its ability to renew itself, leading to skin sensitivity and accelerated skin aging.

TRUE EFFECTS OF MOISTURIZERS

Conventional moisturizers can do more harm than good as they do not provide long-term hydration and can actually shut down production of skin’s natural hydration. They are only quick fixes. Moisturizers merely provide temporary comfort, short-lived smoothing and plumping and artificial hydration.

Moisturizers contain approximately the same components (water, lipids, and proteins) as the skin’s natural elements. Applying moisturizers creates a high level of moisture saturation on the surface of the skin, providing a false sense of hydration. When this happens, cellular communication is disrupted and skin stops producing natural hydration from within. Because cellular functions are not optimally performing, the skin becomes dependent on repeated applications of a moisturizer.

THE FACTS

- Have led to the emergence of the term “sensitive skin”
- Disrupt skin barrier and cause skin weakness
- Lead to dryness and accelerated skin aging
- Only offer temporary benefits
- Cause cells to get lazy and not function properly
- Create a false sense of hydration and lead to dependency
- Reduce natural skin exfoliation
- Ultimately impedes true skin health restoration

Blank lined area for notes.

Hydration + Calming

ZO® recommends functional hydrators, referred to as Hydration + Calming, as an alternative to traditional moisturizers to reduce the severity of reactions and irritation, while increasing tolerance and accelerating hydration from within, without weakening treatment benefits.

HYDRATION + CALMING

BENEFITS

- Provides immediate relief to compromised skin
- Reduces redness and skin irritation
- Repairs and strengthens skin barrier function
- Upregulates skin's natural hydration (natural moisturizing factors, glycosaminoglycans)
- Enhances epidermal renewal and collagen production
- Supports skin's natural recovery process
- Protects against free radical damage
- Supports skin's natural DNA repair and protection

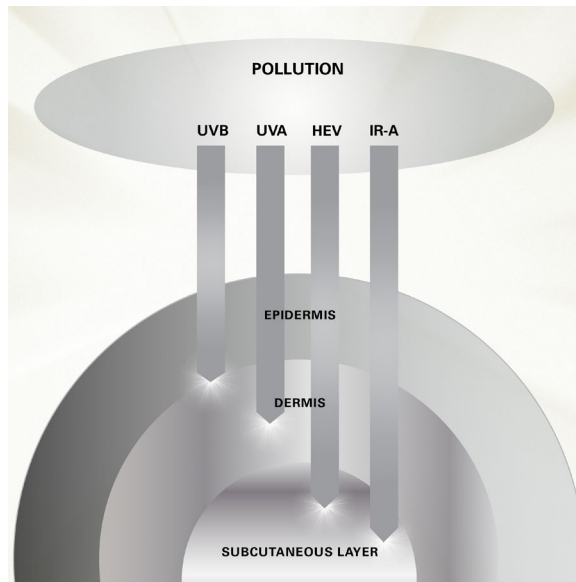
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Smart Sun Protection

Smart Sun Protection is taking a more comprehensive approach to sun protection - beyond traditional approaches of just blocking against UVA/UVB rays. ZO® engineers scientifically superior sunscreens with the broadest, most comprehensive range (UVA/UVB, HEV and IR-A) of sun protection available. Additional hydrators, antioxidants and anti-inflammatories complete each formula for optimal protection.

WHAT DO ALL ZO® SUN PROTECTION PRODUCTS HAVE IN COMMON?

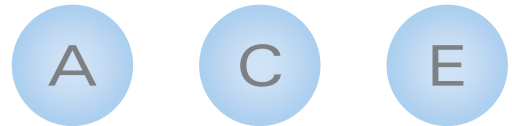
- ZO® Triple-Spectrum Protection® broad-spectrum protection against UVA/UVB, HEV (high energy visible) light and IR-A rays
- Hydrators/lipids support the skin barrier function, replenishing hydration and lipids lost to UV exposure
- Anti-inflammatories soothe skin irritation and minimize inflammation
- Antioxidants provide continuous protection against the harmful effects of free radical damage
- Skin Cancer Foundation Recommendation for daily use



ZOX12®

ANTIOXIDANTS

- Exclusive 12-hour time release antioxidant complex
- Encapsulated vitamins A, C and E
- Helps protect the skin from free radical damage
- Prevents future signs of premature aging
- Shields skin from harmful infrared (IR-A) rays



ZPRO®

BIOMIMETIC PROTEIN

- Exclusive antioxidant and biomimetic protein complex
- Hydrolyzed sericin and buddleja davidii (butterfly bush) meristem cell cultures
- Enhances production of collagen and hyaluronic acid
- Helps prevent future signs of aging, protecting against cellular damage and collagen degradation

ZO-RRS2®

REDNESS REDUCING SYSTEM

- Exclusive plant stem cell complex
- Leontopodium alpinum (edelweiss) and marrubium vulgare (horehound) meristem cell cultures
- Provide powerful antioxidant protection

ZCORE™

SUPPORTS SKIN STRUCTURE + INTEGRITY

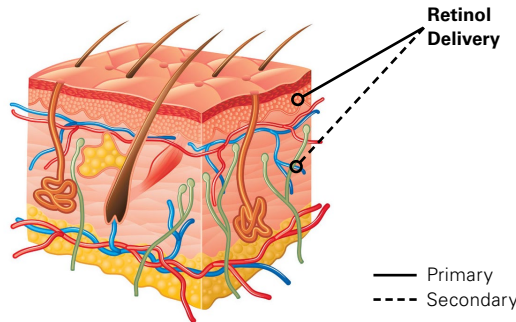
- Caprooyl tetrapeptide-3 and melilotus officinalis (yellow sweetclover) extract
- Supports the strengthening of the anchoring fibrils and oxytalan fibers for DEJ integrity
- Helps prevent structural strain between the dermis and epidermis, resulting in less sagging and promotes nutrient flow from dermis to epidermis, resulting in healthy skin renewal cycle
- Encourages skin's natural wound healing process

OLEOSOME & MICRO EMULSION

Protect the stability of active ingredients and allow for the use of high percentages of active ingredients.

OLEOSOME: CONTROLLED DELIVERY OF RETINOL

- Primarily Epidermis
- Secondarily Dermis



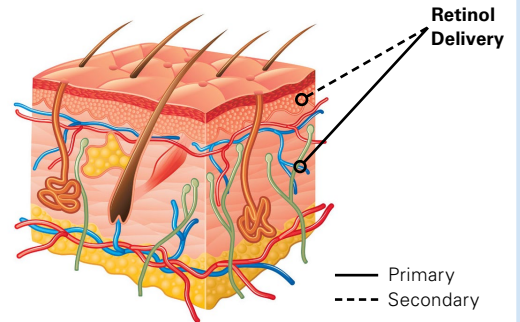
Illustrations represent general epidermal and dermal penetration not actual depths of penetration

Products such as Radical Night Repair and Retinol Skin Brightener have been engineered with this technology.

- Oleosomes consist of micron sized spheres of emollient plant oils and vitamin E, surrounded by a phospholipid membrane and protein coat
- Oleosomes collapse and release their contents into the skin over time, which includes the loaded actives
- Once oleosomes contact the skin, they begin to release their content into the stratum corneum. This includes the delivery of the loaded retinol. Not all oleosomes collapse at once, giving the property of controlled release. This allows actives to be present for extended periods of time.

MICRO EMULSION: RAPID RELEASE OF RETINOL

- Primarily Dermis
- Secondarily Epidermis



Wrinkle + Texture Repair utilizes a micro emulsion (oil-in-water) delivery system for rapid release of retinol. Technology allows for the engineering of micro emulsions which are compressed emulsions that are droplet sizes of 100 nm or less.

- Micro emulsions allow for accelerated penetration in the skin. In the case of a retinol micro emulsion, not all of the retinol is "taken up" by the oil-in-water droplet. Some gets left behind and floats in the water solution. The water flashes off when the product hits your skin leaving behind a bit of the retinol that was floating in water. The droplets quickly heads for the dermis where they assist in enhancing cellular activity.

ABOUT

The program selected must be used regularly to achieve maximum results. It takes 2–6 weeks for transformation to begin and 5 months of daily use for maximum results. Initial skin reactions are signs of good repair.

NORMAL SKIN REACTIONS

- Pinkness/redness
- Dryness
- Peeling
- Irritation
- Itching
- Burning

These reactions can be easily controlled by adjusting the program strength.

TO REDUCE THE REACTION

- Use lower strength
- Use less product
- Decrease frequency of application; for example, start 2–3x/week and increase to every day as tolerated
- Apply a recommended Hydration + Calming product

Application of less product will result in less anticipated skin reaction, but slower repair. The reactions will disappear after tolerance is established and skin health has been restored. Reactions can also be reversed in 4 days. If you need to stop the skin's reaction (e.g. for a special event), stop using the products at least 4 days before the event.

MORE REACTION MAY OCCUR IN SENSITIVE SKIN AREAS

- Eyes
- Mouth
- Neck
- Chest

PRODUCTS THAT MAY CAUSE SHORT-LIVED ANTICIPATED REACTIONS

- Exfoliation Accelerator
- Acne Control
- Wrinkle + Texture Repair
- Radical Night Repair
- Retinol Skin Brightener
0.25%, 0.5%, 1.0%
- Tretinoin 0.05%, 0.1%
- Pigment Control + Brightening Crème

EXAMPLES



Phase 1 Repair

Anticipated reactions will peak.

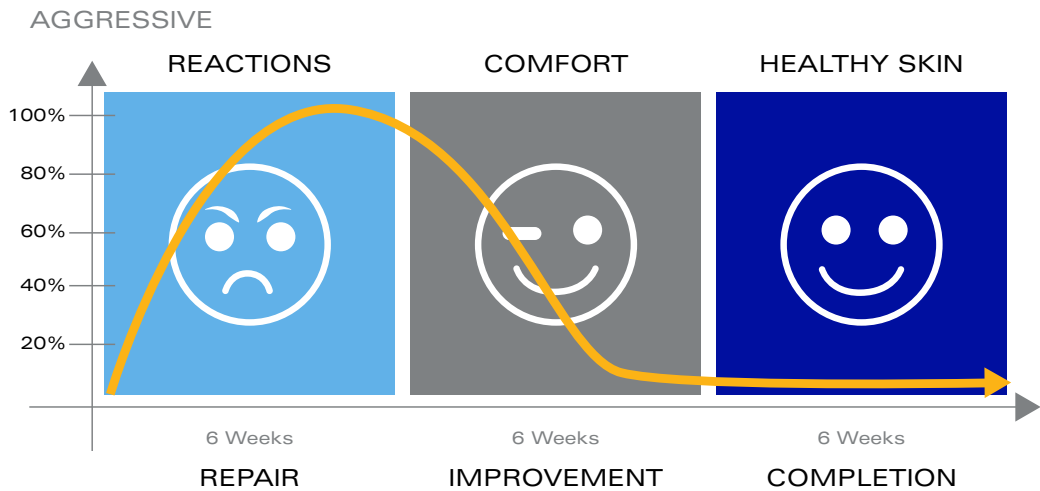
Phase 2 Improvement

Anticipated reactions start to subside and the overall improvement of the skin's appearance becomes noticeable.

Phase 3 Completion

Minimal to no anticipated reactions. Skin's appearance is optimized and skin health is restored.


THE 3 PHASES OF RESTORING SKIN HEALTH




ANTICIPATED REACTIONS		REPAIR PHASE "THE ATTACK" 😞 I HATE IT
Duration (depending on program strength)	<p>Aggressive 6 Weeks</p> <p>Moderate 8-12 Weeks</p> <p>Mild 12-20 Weeks</p>	
Skin Reactions (what to expect)	<p>Depending upon the program strength, varying levels of:</p> <ol style="list-style-type: none"> 1. Redness 2. Dryness 3. Flaking, peeling 4. Burning, stinging 	
Overall Appearance	<ol style="list-style-type: none"> 1. Normal (in mild programs) 2. Existing wrinkles, spots, rosacea may appear temporarily worse (i.e. "crows feet" may appear more prominent initially, due to temporary dryness) 	
How to Adjust to Fit Your Lifestyle	<ol style="list-style-type: none"> 1. You can use less product at each application 2. You can decrease the frequency of the application 3. You can use Hydration + Calming products 	

ZO[®] Anticipated Reactions

PHASES OF SKIN HEALTH RESTORATION

ANTICIPATED REACTIONS	IMPROVEMENT PHASE  I LIKE IT
<p>Duration (depending on program strength)</p>	<p>6 weeks Skin is becoming stronger and more tolerant</p>
<p>Skin Reactions (what to expect)</p>	<ol style="list-style-type: none"> 1. Less severe than in repair phase (fading in intensity) 2. Continuous reactions in some individuals indicate that repair is not yet complete
<p>Overall Appearance</p>	<ol style="list-style-type: none"> 1. Skin improvement is apparent 2. Redness is gradually fading
<p>How to Adjust to Fit Your Lifestyle</p>	<p>As noted in "repair phase," your skin will tolerate the program better at this point with less need for Hydration + Calming products</p>

ANTICIPATED REACTIONS	COMPLETION PHASE  I LOVE IT
<p>Duration (depending on program strength)</p>	<p>6 weeks Skin is at maximum strength and tolerance</p>
<p>Skin Reactions (what to expect)</p>	<p>Minimal to none</p>
<p>Overall Appearance</p>	<p>Skin looks its best</p>
<p>How to Adjust to Fit Your Lifestyle</p>	<ol style="list-style-type: none"> 1. Skin reaction stops when healthy skin layers replace all the damaged ones 2. Some people may show more reaction in certain area/s (i.e. mouth, eyelids) 3. Use less product, less frequent applications or more Hydration + Calming products in those areas to create an even response on the face

PRODUCT APPLICATION

LAYERING GUIDELINES

Apply products to fingertips (not palms) and massage into the skin until fully absorbed. Once absorbed, continue with layering steps in the protocol.

The following products have higher molecular weights with extended skin penetration times. These products should be applied last in Step 2: Prevent + Correct to maximize the penetration of other treatment products.

Growth Factor Serum Radical Night Repair 10% Vitamin C Self-Activating Pigment Control + Brightening

To maximize product strength, separate the daily application of 10% Vitamin C and the high-potency retinols: Radical Night Repair, Wrinkle + Texture Repair and Retinol Skin Brightener.

Use 10% Vitamin C in the AM and the high-potency retinols in the PM when recommended in combination in the protocols.



ZO®

PRODUCT GUIDE

ZO[®]

GETTING SKIN READY[®]

CLEANSERS

EXFOLIATORS

TONERS

CLEANSERS

P. 32

ZO[®] Getting Skin Ready[®]

HYDRATING
CLEANSER

200 mL / 6.7 Fl. Oz.

Indication
Dry + sensitized skin



BENEFITS

- Cleans away debris, oil and makeup
- Minimizes dryness and irritation
- Soothes and calms sensitive skin

CORE INGREDIENTS

- Sodium hyaluronate, panthenol, glycerin, sodium PCA and urea
- Allantoin

EXFOLIATING
CLEANSER

200 mL / 6.7 Fl. Oz.

Indication
Normal to oily +
acne-prone skin



BENEFITS

- Cleans away debris, oil and makeup
- Helps remove skin-clogging cells
- Exfoliates and decongests skin
- Provides antioxidant protection and helps reduce inflammation

CORE INGREDIENTS

- Jojoba esters
- Salicylic acid
- Encapsulated vitamin E
- Niacinamide

GENTLE
CLEANSER

200 mL / 6.7 Fl. Oz.

Indication
All skin types



BENEFITS

- Cleans away debris, oil and makeup
- Provides effective makeup removal, shaving gel or body wash
- Replenishes hydration
- Provides antioxidant and anti-irritant benefits

CORE INGREDIENTS

- Glycerin
- Botanical blend

EXFOLIATING POLISH

Net. Wt. 65 g / 2.3 Oz.



Indication
All skin types

BENEFITS

- Instantly smooths skin
- Gently dissolves oil and removes dulling, clogging skin cells
- Replenishes hydration and healthy lipids
- Brightens skin

CORE INGREDIENTS

- Ultra-fine magnesium oxide crystals
- Melaleuca alternifolia (tea tree) leaf oil
- Glycerin, caprylic/capric triglyceride
- Tetrahexyldecyl ascorbate

DUAL ACTION SCRUB

Net Wt. 116 g / 4 Oz.



Indication
Oily to acne-prone skin

BENEFITS

- Sloughs away skin-clogging skin cells
- Dissolves and removes excess oils
- Destroys acne-causing bacteria
- Replenishes hydration
- Reduces inflammation and neutralizes free radicals

CORE INGREDIENTS

- Lactic acid, salicylic acid, synthetic wax, candelilla wax
- Melaleuca alternifolia (tea tree) leaf oil
- Glycerin, sodium PCA
- ZO-RRS²[®]

ZO[®] Getting Skin Ready[®]

COMPLEXION RENEWAL PADS

60 Pads

Indication
All skin types



BENEFITS

- Minimizes surface oil and exfoliates pore-clogging dead skin cells
- Decongests skin and minimizes breakouts
- Replenishes hydration
- Provides antioxidant and anti-irritant benefits

CORE INGREDIENTS

- Salicylic acid
- Glycolic acid
- Urea
- Botanical extract blend

OIL CONTROL PADS ACNE TREATMENT

60 Pads

Indication
Oily to acne-prone skin



BENEFITS

- Provides maximum-strength acne prevention solution
- Exfoliates skin-clogging cells
- Minimizes oil and tightens pores

CORE INGREDIENTS

- 2% Salicylic acid
- Glycolic acid, mandelic acid
- Rosa canina (dog rose) fruit extract, hamamelis virginiana (witch hazel) leaf extract

CALMING TONER

180 mL / 6 Fl. Oz.

Indication
Dry + sensitized skin



BENEFITS

- Balances pH to restore skin health
- Minimizes pore size
- Subtly exfoliates dry, dull skin
- Hydrates, soothes and calms skin

CORE INGREDIENTS

- Hamamelis virginiana (witch hazel) leaf extract
- Glycolic acid
- Panthenol, sodium hyaluronate, sodium PCA, allantoin

ZO®

PREVENT + CORRECT

ANTI-AGING

BRIGHTENING

ACNE

REDNESS

DAILY
POWER
DEFENSE

50 mL / 1.7 Fl. Oz.

Indication
All skin types



BENEFITS

- Supports skin's natural DNA repair process
- Boosts collagen and hyaluronic acid production
- Helps improve the signs of aging: lines, wrinkles and dull skin
- Replenishes lipids to optimize skin barrier function
- Provides antioxidant properties

CORE INGREDIENTS

- Micrococcus lysate (UV-endonuclease) and arabidopsis thaliana extract 8-oxoguanine glycosylase)
- Palmitoyl tripeptide-1, palmitoyl tetrapeptide-7
- Retinol
- Safflower oil/palm oil aminopropanediol esters, simmondsia chinensis (jojoba) esters
- Vitamin E and A

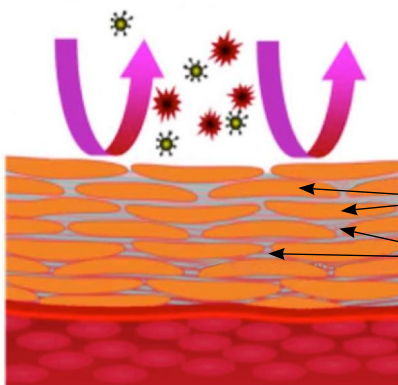
RECOMMENDED FOR EVERYONE

Daily Power Defense helps strengthen the skin and supports a healthier skin barrier function.

When the barrier function is intact, skin is naturally hydrated, tolerant and strong. This is achieved through:

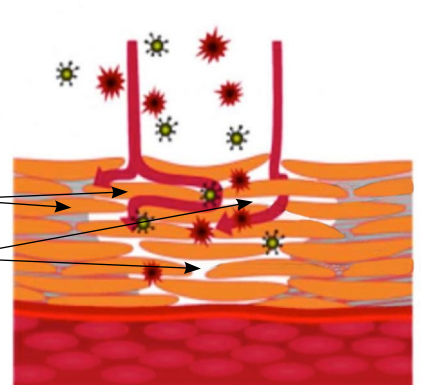
1. Promoting a healthy balance of epidermal hydration, protein and lipids
2. Encouraging a healthy keratinocyte maturation cycle
3. Stimulating a healthy production of collagen, elastin and hyaluronic acid

Harmful Substances Unable to Penetrate



Normal Skin Barrier Function

Harmful Substances Penetrate Stratum Corneum



Disrupted Skin Barrier Function

10% VITAMIN C
SELF -
ACTIVATING

50 mL / 1.7 Fl. Oz.

Indication

Corrective and preventative vitamin C blend for brightening + anti-aging benefits



BENEFITS

- Corrects existing pigment
- Prevents future pigment
- Provides multiple antioxidant protection

CORE INGREDIENTS

- 10% Ascorbic acid
- Tetrahexyldecyl ascorbate
- Vitamin E and ubiquinone (coenzyme Q10)

GROWTH
FACTOR
SERUM

30 mL / 1 Fl. Oz.

Indication

Gentle, effective anti-aging treatment for all skin types with moderate aging



BENEFITS

- Enhances production of collagen and hyaluronic acid and prevents future signs of aging
- Reduces appearance of fine lines/wrinkles
- Improves skin firmness and elasticity
- Restores hydration and reinforces skin barrier
- Softens the appearance of expression lines
- Calms and soothes irritated skin

CORE INGREDIENTS

- Disodium acetyl glucosamine phosphate, fermented red ginseng extract
- ZPRO[®]
- Dipeptide diaminobutyroyl benzylamide diacetate
- Beta-glucan and angelica polymorpha sinensis (dong quai) root extract

WRINKLE +
TEXTURE
REPAIR

50 mL / 1.7 Fl. Oz.

Indication

Aging skin with deep lines and wrinkles: texture repair



BENEFITS

- Targets deep lines
- Improves skin texture
- Ideal for rough, leathery, sun-damaged skin
- Enhances production of collagen and hyaluronic acid
- Provides anti-inflammatory properties to help soothe and calm the skin
- Serves as alternative to tretinoin when better compliance is desired

CORE INGREDIENTS

- 0.5% Retinol
- ZPRO[®]
- ZCORE[™]

ZO® Prevent + Correct

RADICAL NIGHT REPAIR

60 mL / 2 Fl. Oz.

Indication

Aging skin with fine lines, wrinkles and sun-damaged skin



BENEFITS

- Tightens, smooths and firms skin
- Evens superficial skin discoloration
- Provides anti-irritant benefits to help calm and soothe the skin
- Provides powerful antioxidant and anti-inflammatory protection to minimize inflammation and prevent future skin aging
- Works as advanced anti-aging, at-home peel

CORE INGREDIENTS

- 1% Retinol
- Zanthoxylum bungeanum (sichuan pepper) fruit extract
- ZO-RRS2®
- Helianthus annuus (sunflower) seed oil, rosmarinus officinalis (rosemary) leaf extract

ZO® RETINOL STIMULATION PEEL

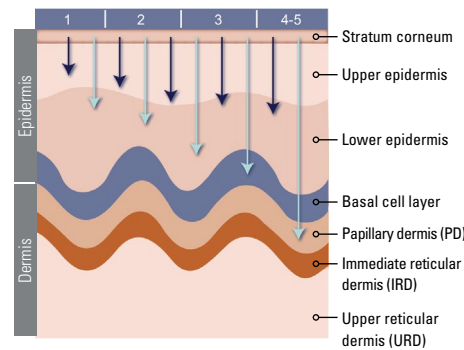
USAGE

1. Start pre-conditioning using a ZO® program consisting of retinoic acid (tretinoin) or a high potency retinol 0.5% or greater 4-6 weeks before the peel to strengthen skin and enhance benefits. Note: Perform the peel only after the skin has developed tolerance to the daily use of the retinoids.
2. The application of the peel can be easily tailored to every patient, based on their tolerance level
3. Start as recommended with a mild peel (five pumps twice/day for 3 days)
4. May be repeated monthly, increasing strength gradually until desired results are achieved
5. To maintain results, repeat 2-3 times per year
6. After completion of peel, use Hydration + Calming until reaction subsides

APPLICATION

1. Cleanse: Use the appropriate ZO® cleanser AM PM
2. Daily Power Defense AM PM
3. Radical Night Repair AM PM
 - Mild Peel 5 pumps
 - Moderate Peel 8 pumps
 - Strong Peel 10 pumps
4. Broad-Spectrum Sunscreen SPF 50 or Sunscreen + Primer SPF 30 AM

DAY	REACTION	TIGHTNESS	APPEARANCE
1-2	No Reaction	Tight	Normal
3	Mild exfoliation	Tight	Redness
Stop Radical Night Repair if performing 3-day peel			
4	Strong exfoliation	Tight	Redness
5	Maximum exfoliation	Tight	Redness
Stop Radical Night Repair if performing 5-day peel			
6-7	Start ZO® Hydration + Calming apply up to 5 times daily		
8	Normal	Normal	Normal




Dark blue arrows = penetration depth
 Light blue arrows = stimulation depth
 Lower epidermis is stimulated on Days 1-5.
 Papillary dermis is stimulated on Days 4-5.

CONTRAINDICATIONS NOT FOR USE ON THE FOLLOWING PATIENTS

- Pregnant or lactating women
- Those with active diseases, infections or burns on skin
- Patients on acne medication (e.g. Isotretinoin)
- Active cold sores (Anti-viral Rx is recommended for patients with a history cold sores)

TRETINOIN CREAM, USP
Net Wt. 20 g

Indication
Severe aging, hyperpigmentation/melasma, diseased skin

	<p>BENEFITS</p> <ul style="list-style-type: none"> • Recommended in ZO[®] protocols to address severe aging with deep lines/wrinkles and damaged textures; moderate to severe hyperpigmentation and melasma and diseased skin • Available in 0.05% and 0.1% strengths 	<p>CORE INGREDIENTS</p> <ul style="list-style-type: none"> • Tretinoin
	<p>RX Only</p> <hr/> <hr/> <hr/> <hr/>	

ABOUT RETINOIC ACID

Retinoic acid has profoundly beneficial effects on the skin; however, it is not recommended for continuous, long-term use. Patients are unable to build tolerance to retinoic acid, and their skin remains red, dry and exfoliating. Retinol is a better choice for long-term maintenance. The skin is able to build tolerance to retinol, therefore preventing long-term irritation.

RETINOIC ACID USAGE GUIDELINES

- Use retinoic acid for up to 5 months (for general repair), and then switch to retinol for long-term maintenance (for specific repair).
- It is recommended to stop retinoic acid for at least 2–3 months to prevent chronic inflammation. Repeat another retinoic acid treatment cycle, if needed.
- For active medical disease (e.g. acne, rosacea), it may be necessary to use retinoic acid more frequently to maintain control over these conditions. In these cases, the use of retinoic acid and retinol may be alternated every 6–8 weeks.

Note: When using retinoic acid + Pigment Control + Blending Crème for blending, retinoic acid may be used for up to 7 months. Follow Hydroquinone - Blending Guidelines.

FIRMING SERUM
 Net Wt. 47 mL / 1.6 Fl. Oz.

Indication
 Tightens, firms, improves the appearance of sagging skin, loss of contour + elasticity



BENEFITS

- Works synergistically with skin's natural regeneration of collagen and elastin
- Supports the strengthening of key structural components of the DEJ for improved integrity
- Exclusive antioxidant/anti-inflammatory complex helps minimize inflammation and damage induced by daily oxidative stress
- Replenishes hydration and supports a healthy skin barrier function

CORE INGREDIENTS

- Sodium DNA
- ZCORE™ caprooyl tetrapeptide-3 + melilotus officinalis (yellow sweetclover) extract
- ZO-RRS2®

INSTANT PORE REFINER
 Net Wt. 29 g / 1 Oz.

Indication
 All skin types to provide pore refinement, oil control and texture improvement



BENEFITS

- Smooths skin texture, tightens pores
- Reduces surface oil, provides instant matte finish
- Inhibits inflammation, provides antioxidant protection

What does Instant Pore Refiner do? Refines pores, minimizes shine, and smooths texture

CORE INGREDIENTS

- Salicyloyl phytosphingosine
- Rosa canina (dog rose) fruit extract
- ZO-RRS2®
- ZOx12®

ENZYMATIC PEEL
 50 mL / 1.7 Fl. Oz.

Indication
 Gentle, skin resurfacing treatment enhancer



BENEFITS

- Provides gentle skin surface renewal with invisible exfoliation
- Replenishes hydration and lipids to improve skin barrier
- Helps soothe and calm the skin

CORE INGREDIENTS

- Papain, bromelain, glycolic acid
- Diglycerin, aleurites moluccan (kukui) seed oil, carthamus tinctorius (safflower) seed oil
- Brassica oleracea italica (broccoli) extract, helianthus annuus (sunflower) seed oil

EXFOLIATION ACCELERATOR

50 mL / 1.7 Fl. Oz.

Indication
Exfoliation accelerator treatment



BENEFITS

- Exfoliates dead skin cells that dull or clog skin
- Enhances penetration of topical agents
- Hastens improvement of texture, acne, sun damage, aging skin
- Anti-inflammatories to help soothe and support recovery of damaged skin
- Provides skin barrier function repair and restoration

CORE INGREDIENTS

- 10% Glycolic acid + lactic acid complex
- Chamomilla recutita (matricaria flower) extract and aloe barbadensis (aloe vera) leaf juice
- Glycerin, caprylic/capric triglyceride, carthamus tinctorius (safflower) seed oil, squalane

ZO[®] Prevent + Correct

BRIGHTALIVE[®] SKIN BRIGHTENER

50 mL / 1.7 Fl. Oz.

Indication

Gentle, non-hydroquinone, non-retinol brightener for mildly hyperpigmented skin



BENEFITS

- Clinically proven, multi-modal skin brightener
- Increases luminosity, visibly improves skin clarity and fades the appearance of dark spots
- Promotes even skin tone and minimizes relapse of skin discoloration
- Reduces impact of skin aggressors and improves skin radiance
- ZO¹²[®] provides continuous protection against free radical damage
- Mild enough for everyday use

CORE INGREDIENTS

- Intelligent peptide drone
- Skin brightening ingredients (tranexamic acid, niacinamide, diglucosyl gallic acid, acetyl glucosamine and ascorbyl 3-aminopropyl phosphate)
- Papain
- Beta glucan and dipotassium glycyrrhizate (licorice extract)
- ZO¹²[®]

RETINOL SKIN BRIGHTENER

50 mL / 1.7 Fl. Oz.

Indication

Non-hydroquinone, retinol treatment for mild, moderately hyperpigmented skin



BENEFITS

- Accelerates surface skin renewal to eliminate uneven skin tone and improve skin smoothness
- Supports skin's resiliency against future discoloration aggressors
- Specially encapsulated to deliver a targeted, controlled release of retinol for maximized brightening
- Contains calming and soothing properties for improved product experience

CORE INGREDIENTS

- High-potency retinol
- Oleosome delivery
- Bakuchiol
- Brightening blend (ascorbyl glucoside, glutathione, n-acetyl glucosamine and soy isoflavones)

Non-Hydroquinone 0.25%, 0.5%, 1.0% Retinol

PIGMENT CONTROL CRÈME

Net Wt.
80 mL / 2.7 Fl. Oz.

Indication
Hydroquinone for severe hyperpigmentation, melasma, pre- + post-procedure HQ Bleaching



BENEFITS

- Serves as hydroquinone starting point for most patients
- Corrects existing pigment
- Suppresses future pigment

CORE INGREDIENTS

- 4% Hydroquinone
- Glycolic acid

PIGMENT CONTROL + BRIGHTENING CRÈME

Net Wt.
80 mL / 2.7 Fl. Oz.

Indication
Hydroquinone + vitamin C for severe hyperpigmentation, stubborn melasma HQ Bleaching



BENEFITS

- Addresses stubborn pigment concerns
- Enhanced correction of existing pigment
- Suppresses future pigment

CORE INGREDIENTS

- 4% Hydroquinone
- 20% Ascorbic acid

PIGMENT CONTROL + BLENDING CRÈME

Net Wt.
80 mL / 2.7 Fl. Oz.

Indication
Hydroquinone for severe hyperpigmentation, melasma, pre- + post-procedure HQ Bleaching



BENEFITS

- Gradual blending of hyperpigmented skin conditions when used with retinoids
- Corrects existing pigment
- Suppresses future pigment
- Helps improve emollience

CORE INGREDIENTS

- Glycolic acid
- 4% Hydroquinone
- Phenyl trimethicone, ethylhexyl palmitate

Designed to be mixed with Retinoic Acid (tretinoin)

ZO[®] Prevent + Correct

ABOUT HYDROQUINONE

Hydroquinone is essential to the treatment of many skin pigmentation disorders; however, it should not be used continuously.

- Resistance is frequently seen after 5 months of continued use of hydroquinone.
- Unlimited use also leads to photosensitivity and phototoxicity, as skin is deprived of its natural protection through melanin.
- Ochronosis and rebound hyperpigmentation may increase.

HYDROQUINONE USAGE GUIDELINES

- Do not use hydroquinone bleaching products (Pigment Control Crème, Pigment Control + Brightening Crème) for longer than 5 months.
- Do not use hydroquinone blending products, such as Pigment Control + Blending Crème + Retinoic Acid (tretinoin), for longer than 7 months.
- Stop hydroquinone use for at least 2–3 months to allow skin to start producing melanin again. Repeat another hydroquinone treatment cycle if needed.

PULSE THERAPY + HQ TITRATION

USE 5 MONTHS	STOP 2-3 MONTHS	USE 5 MONTHS	STOP 2-3 MONTHS	ONGOING
HQ Bleaching + Blending	Non-HQ Allow skin melanization	HQ Bleaching + Blending	Non-HQ Allow skin melanization	HQ As needed

NOTE

Never stop using hydroquinone abruptly. Patients should always gradually transition off of hydroquinone onto a non-hydroquinone protocol. A 4- to 8-week transition period is recommended. Choose 4-week transition if the patient's pigment has resolved. Choose 8-week transition if the patient's pigment is still clearing.

TRANSITIONING FROM HYDROQUINONE TO NON-HYDROQUINONE PROTOCOL

MONTHS 1-3	MONTH 4	MONTHS 5	2-3 MONTHS
BLEACH + BLEND Use HQ bleaching ≤5 months Use HQ blending ≤7 months Gradually transition from HQ to non-HQ Pigment still clearing: 8-weeks Pigment resolved: 4-weeks	TRANSITION Weeks 1-2 HQ 3x week Weeks 3-4 HQ 2x week Alternate days use: Brightalive [®] AM PM Retinol Skin Brightener AM Wrinkle + Texture Repair PM	TRANSITION Weeks 1-2 HQ 1x week Weeks 3-4 HQ 0-1x week Alternate days use: Brightalive [®] AM PM Retinol Skin Brightener AM Wrinkle + Texture Repair PM	ALLOW SKIN MELANIZATION Stop HQ use for 2-3 months Repeat HQ Treatment Cycle if Needed

BLEACHING GUIDELINES

Recommended dosage for Pigment Control Crème is 2 full pumps AM and PM. If less bleaching of skin tone is desired, decrease dosage to 2 pumps in the AM only. Pigment Control + Brightening Crème may be substituted for Pigment Control Crème in the AM for a more aggressive approach for stubborn melasma.

BLENDING GUIDELINES

Recommended dosage for blending is 1 full pump Pigment Control + Blending Crème + 1g Retinoic Acid (tretinoin), resulting in approximately 0.5–1g ratio (Pigment Control + Blending Crème dispenses approximately 0.5g per pump). Retinoic Acid strength can be increased for severe melasma. Use tretinoin 0.1% for the first 6-8 weeks, then switch to tretinoin 0.05% for the remainder of the treatment. Increase usage of Pigment Control + Blending Crème + Retinoic Acid from PM use to AM and PM use for severe melasma. Wrinkle + Texture Repair may be substituted for Retinoic Acid (tretinoin) when Retinoic Acid is not desired or is contraindicated. One full pump Pigment Control + Blending Crème + 4 full pumps Wrinkle + Texture Repair results in approximately 0.5g–1g ratio.

ACNE CONTROL
60 mL / 2 Fl. Oz.

Indication
Maximum-strength acne treatment for moderate/severe acne-prone skin



BENEFITS


- Prevents and treats acne lesions
- Normalizes surface oil and neutralizes bacteria
- Hydrates and prevents inflamed, irritated skin

CORE INGREDIENTS

- Micronized benzoyl peroxide (10%)
- Melaleuca alternifolia (tea tree) leaf oil
- Glycerin, botanical blend

CORRECT + CONCEAL
New Wt. 2.5 g / 0.09 Oz.

Indication
Targeted treatment that conceals and inhibits acne



BENEFITS

- Acts as antibacterial treatment that dissolves and absorbs oil that can lead to acne
- Prevents post-acne marks
- Provides rapid relief of discomfort associated with acne pimples
- Conceals acne lesions


CORE INGREDIENTS

- Salicylic acid (2%), melaleuca alternifolia (tea tree) leaf oil, silica, cellulose
- Manuka honey extract, ceramide NG, simmondsia chinensis (jojoba) esters
- Zanthoxylum bungeanum (sichuan pepper) fruit extract
- Titanium dioxide and iron oxides

Light | Medium

COMPLEXION CLEARING MASQUE
Net Wt. 85 g / 3 Oz.

Indication
Natural clay-based formula for oily, congested skin



BENEFITS

- Targets blemishes, reduces sebum and calms irritation
- Provides hydration restoration, replenishment and retention
- Absorbs surface oils and removes debris to help keep pores clear
- Can be used as a spot treatment on blemished areas

CORE INGREDIENTS

- Sulfur (10%)
- Glycerin
- Kaolin, bentonite

ZO[®] Prevent + Correct

ROZATROL[®]

50 mL / 1.7 Fl. Oz.

Indication

Strengthening skin treatment to relieve symptoms associated with mild, moderate and severe rosacea



BENEFITS

- Minimizes inflammation and diminishes skin redness
- Promotes healthy microcirculation
- Prevents excess sebum production and provides anti-microbial benefits
- Improves skin texture
- Protects nerve endings and maintains healthy cellular communication

CORE INGREDIENTS

- Multi-redness complex
- Palmitoyl glycine
- Farnesyl acetate, farnesol, panthenyl triacetate
- Papain
- Hydrolyzed algin

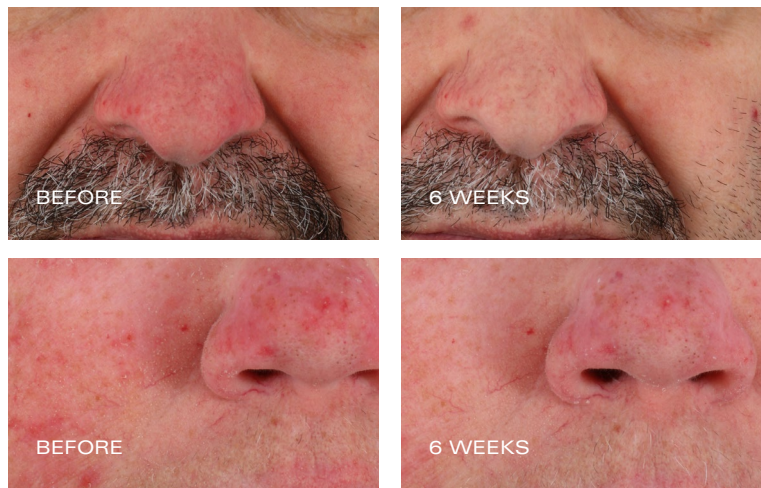
TARGETS 5 SYMPTOMS OF ROSACEA

- Inflammation
- Decreased Cellular Renewal
- Excess Sebum
- Vascular Degeneration (Telangiectasia)
- Neuro-Aging

PROVEN RESULTS

After six weeks of use, patients assessed the efficacy of Rozatrol[®].¹

82% saw a visible reduction in the appearance of areas of inflamed skin
 73% reported that with regular use, Rozatrol[®] improved their rosacea condition
 68% reported noticeable improvement in the reduction of visible blood vessels (size and amount)



After six weeks of use, Rozatrol[®] significantly decreased flushing, redness and severity of rosacea.¹

1. Statistically significant improvement at p < 0.05. Independent third party clinical study of 22 subjects to assess the efficacy potential of Rozatrol[®] in minimizing the signs and symptoms of rosacea. Subjects were evaluated at 2, 4, and 6 weeks with the following protocol AM and PM: Exfoliating Cleanser, Rozatrol[®] and Broad-Spectrum Sunscreen SPF 50 in the AM.

ZO®

HYDRATION + CALMING

HYDRATION + CALMING

ZO[®] Hydration + Calming

RENEWAL CRÈME

50 mL / 1.7 Fl. Oz.

Indication

Lightweight hydrator for mild dryness



BENEFITS

- Restores hydration with a light, weightless feel
- Soothes and reduces skin irritation
- Reduces wrinkles, tones, firms and smooths

CORE INGREDIENTS

- Ectoin, glycerin, sodium hyaluronate
- Avena sativa (oat) kernel, epilobium angustifolium (canadian willowherb) and plankton extracts
- Retinol

RECOVERY CRÈME

50 mL / 1.7 Fl. Oz.

Indication

Rich, emollient hydrator for moderate dryness



BENEFITS

- Restores lipids to dry, flakey skin, providing a luxurious, comfortable barrier
- Supports DNA repair
- Helps prevent redness and inflammation
- Promotes cellular renewal

CORE INGREDIENTS

- Ceramide NG, squalane, shea butter
- Micrococcus lysate
- Epilobium angustifolium (canadian willowherb), evodia rutaecarpa (evodia) fruit extracts
- Retinol

HYDRATING CRÈME

113 g / 4 Oz.

Indication

Lightweight, non-retinol hydrator for severe dryness and irritations, post-procedure, eczema



BENEFITS

- Normalizes skin barrier resistance and integrity
- Instantly improves dry, rough skin textures
- Mitigates inflammation and reduces redness
- Instantly reduces itching
- Upregulates natural hydration (HA)
- Encourages cell proliferation and skin renewal to enhance natural healing
- Provides continuous antioxidant protection against free radical damage
- Reduces intensity and frequency of eczematous flare-ups

CORE INGREDIENTS

- Ophiopogon japonicus root extract
- Myristoyl pentapeptide-11, tetrapeptide-21
- Colloidal oatmeal, beta glucan
- ZO^X¹²



The National Eczema Association has awarded the Seal of Acceptance™ to ZO Skin Health, Inc.

ZO[®]



EYE CARE

**INTENSE
EYE CRÈME**

15 mL / 0.5 Fl. Oz.

Indication

Emollient crème for improved skin texture + elasticity



BENEFITS

- Stimulates collagen synthesis and helps break up pigment to even skin tone
- Promotes collagen and elastin production
- Helps reduce the appearance of dark circles
- Provides optical diffusers that minimize imperfections

CORE INGREDIENTS

- Retinol
- Palmitoyl tripeptide-1, palmitoyl tetrapeptide-7
- Glycosaminoglycans
- Mica, titanium dioxide

**EYE
BRIGHTENING
CRÈME**

Net Wt. 15 g / 0.5 Oz.

Indication

Lightweight crème for brightening + puffiness reduction



BENEFITS

- Helps improve the appearance of deep lines and wrinkles
- Targets dark circles
- Reduces puffiness

CORE INGREDIENTS

- Retinol, ZPRO®
- Kojic dipalmitate
- Saccharomyces lysate extract, carnitine, coenzyme A, caffeine

**GROWTH
FACTOR EYE
SERUM**

15 mL / 0.5 Fl. Oz.

Indication

Retinol-free gel-like serum for wrinkle smoothness + plumpness



Powered by clinically proven ZO® Growth Factor Technology

BENEFITS

- Synergistic combination of peptides and plant extracts stimulates collagen and fibroblast activity to improve skin density and hyaluronic acid production
- Enhances microcirculation to encourage vascular tone, exchange of nutrients and detoxification process
- Fast acting ingredients temporarily relax dynamic wrinkles and fill in creases in the extended eye area
- Cooling applicator soothes skin and re-energizes tired eyes
- Strengthens barrier function and provides added antioxidant protection to prevent future damage to the delicate eye area

CORE INGREDIENTS

- Disodium acetyl glucosamine phosphate and fermented red ginseng extract
- ZPRO®
- Angelica polymorpha sinensis (dong quai) root extract
- Dipeptide diaminobutyroyl benzylamide diacetate: Sodium acetylated hyaluronate
- Acetyl tetrapeptide – 5, daisy flower extract, lupinus albus seed oil, sodium tocopheryl phosphate

ZO[®]




PROTECT

SUN PROTECTION

SUNSCREEN + PRIMER BROAD-SPECTRUM SPF 30
30 mL / 1 Fl. Oz.

Indication
All skin types



BENEFITS


- Provides UVA/UVB, HEV and IR-A protection
- Offers firming peptide
- Doubles as a makeup primer with a universal tint

CORE INGREDIENTS

- Titanium dioxide 1.0%
- Zinc oxide 20.0%
- Melanin
- ZO^X12[®]
- Myristoyl pentapeptide-8

BROAD-SPECTRUM SUNSCREEN SPF 50
Net Wt. 118 g / 4 Oz.

Indication
All skin types



BENEFITS


- Provides UVA/UVB, HEV and IR-A protection
- Soothes skin and minimizes inflammation
- Offers ideal solution for sensitive skin, severe acne and post-procedure care

CORE INGREDIENTS

- Titanium dioxide 5.7%
- Zinc oxide 4.9%
- Melanin
- ZO^X12[®]
- Bisabolol
- Beta-glucan

SUNSCREEN + POWDER BROAD-SPECTRUM SPF 40 (INTL SPF 30)
Net Wt. 3 g / 0.10 Oz.

Indication
All skin types



BENEFITS

- Light-weight, on-the-go powder sunscreen provides buildable, long-lasting coverage and protection from damage caused by UVA/UVB and HEV light
- Contains oil-absorbing properties and light-reflecting particles, reducing unwanted surface oils and providing a luminous, matte finish
- Soft, unique brush design allows for a smooth application and effortless airbrushed result

CORE INGREDIENTS

- Titanium dioxide 24.4%
- Zinc oxide 23.4%
- Melanin
- HDI/trimethylol hexyllactone crosspolymer
- Light-reflecting complex

Universal Shades
Light, Medium, Deep

**SMART TONE
BROAD-
SPECTRUM
SPF 50**

45 mL / 1.5 Fl. Oz.

Indication
All skin types



BENEFITS

- Provides UVA/UVB, HEV and IR-A protection
- Offers bronzed glow and lightweight feel
- Inhibits future pigment

CORE INGREDIENTS

- Avobenzone 3%, homosalate 10%, octisalate 5%, octocrylene 10%
- Melanin
- ZO^X12[®]
- Tetrahexyldecyl ascorbate

**DAILY SHEER
BROAD-
SPECTRUM
SPF 50**

45 mL / 1.5 Fl. Oz.

Indication
All skin types



BENEFITS

- Provides UVA/UVB, HEV and IR-A protection
- Offers water and perspiration resistance for up to 80 minutes
- Provides non-greasy, matte finish

CORE INGREDIENTS

- Avobenzone 3%, homosalate 10%, octinoxate 5%, octisalate 5%, octocrylene 3%
- Melanin
- ZO^X12[®]

ZO[®]



BODY CARE

BODY EMULSION

240 mL / 8 Fl. Oz.

Indication

Anti-aging properties for mild, moderate and severe skin conditions



BENEFITS

- Tones, firms and smooths skin
- Promotes healthy cell renewal to soften skin
- Evens skin tone
- Reduces puffiness

CORE INGREDIENTS

- Retinol
- Papain, saccharomyces cerevisiae (yeast) extract
- Diacetyl boldine
- Saccharomyces lysate (yeast) extract

CELLULITE CONTROL SMOOTHING BODY CRÈME

Net Wt. 150 g / 5.3 Oz.

Indication

Cellulite/post-lipolysis management



BENEFITS

- Provides instant firming effect and visibly improves texture and appearance of cellulite
- Works around the clock to prevent new cellulite
- Smooths skin and helps diminish "orange peel" appearance
- Up-regulates fat-destroying lipase enzymes

CORE INGREDIENTS

- Plankton extract
- Saccharide isomerate
- Methylsilanol carboxymethyl theophylline alginate
- Phosphatidylcholine

ZO[®]



PROGRAMS + KITS

DAILY SKINCARE PROGRAM

Indication

All skin types. Keeps skin healthy and prevents future damage



BENEFITS

- Helps preserve and maintain a youthful-looking complexion
- Improves and maintains the appearance of even skin tone and finer pores
- Keeps skin hydrated

CORE INGREDIENTS

- Exfoliating Cleanser 60 mL / 2 Fl. Oz.
- Exfoliating Polish Net 16.2 g / 0.57 Oz.
- Complexion Renewal Pads 30 Pads
- Daily Power Defense 30 mL / 1 Fl. Oz.

ANTI-AGING PROGRAM

Indication

Moderate aging with fine lines, wrinkles and loss of volume



BENEFITS

- Helps reduce the appearance of fine lines and wrinkles
- Enhances production of collagen and hyaluronic acid to restore volume and fullness
- Strengthens skin and preserves a youthful-looking complexion

CORE INGREDIENTS

- Exfoliating Cleanser 60 mL / 2 Fl. Oz.
- Exfoliating Polish Net 16.2 g / 0.57 Oz.
- Complexion Renewal Pads 30 Pads
- Daily Power Defense 30 mL / 1 Fl. Oz.
- Growth Factor Serum 30 mL / 1 Fl. Oz.

AGGRESSIVE ANTI-AGING PROGRAM

Indication

Severe aging with fine lines, wrinkles and sun-damaged skin



BENEFITS

- Helps reduce the appearance of deeper lines and wrinkles
- Minimizes the appearance of hyperpigmentation and "age spots"
- Promotes a more even skin tone
- Aids in strengthening the skin by keeping hydration at the proper level
- Helps maintain results achieved with lasers or medical treatments

CORE INGREDIENTS

- Hydrating Cleanser 60 mL / 2 Fl. Oz.
- Exfoliating Polish Net 16.2 g / 0.57 Oz.
- Complexion Renewal Pads 30 Pads
- Daily Power Defense 30 mL / 1 Fl. Oz.
- Radical Night Repair 30 mL / 1 Fl. Oz.
- Renewal Creme 50 mL / 1.7 Fl. Oz.

PIGMENT CONTROL PROGRAM + HYDROQUINONE

Indication
Severe hyperpigmentation, melasma, pre- + post-procedure. Hydroquinone bleaching + blending



BENEFITS

- Treats moderate to severe hyperpigmentation, especially melasma
- Treats severely dry, dull and leathery textured skin to help restore a smooth, healthy glow
- Treats visible sun spots and damage
- Provides longer-lasting results when used for pre- or post-procedure skin conditioning
- Improves the overall quality, health and appearance

CORE INGREDIENTS

- Gentle Cleanser 60 mL / 2 Fl. Oz.
- Exfoliating Polish Net Wt. 16.2 g / 0.57 Oz.
- Complexion Renewal Pads 30 Pads
- Daily Power Defense 30 mL / 1 Fl. Oz.
- Pigment Control Crème 30 mL / 1.0 Fl. Oz.
- Pigment Control + Blending Crème 30 mL / 1 Fl. Oz.

SKIN BRIGHTENING PROGRAM + TEXTURE REPAIR

Indication
Moderate hyperpigmentation Non-hydroquinone + retinol brightening



BENEFITS

- Ideal for improving the appearance of hyperpigmentation either when hydroquinone treatment is completed or contraindicated, or as maintenance
- For use after completing a course of hydroquinone for four-five months
- For use when skin bleaching is not desired and even color tone is the objective
- Effective for reducing the appearance of fine lines and wrinkles

CORE INGREDIENTS

- Daily Power Defense 30 mL / 1 Fl. Oz.
- Retinol Skin Brightener 30 mL / 1 Fl. Oz.
- Brightalive® Skin Brightener 30 mL / 1 Fl. Oz.
- Wrinkle + Texture Repair 30 mL / 1 Fl. Oz.

SKIN BRIGHTENING PROGRAM

Indication
Uneven skin tone, mild hyperpigmentation Non-hydroquinone and non-retinol brightening



BENEFITS

- Non-hydroquinone system that brightens and evens skin tone
- Helps to prevent the formation of new pigment
- Preserves and maintains a youthful-looking complexion Improves the overall quality, health and appearance of the skin

CORE INGREDIENTS

- Gentle Cleanser 60 mL / 2 Fl. Oz.
- Exfoliating Polish Net Wt. 16.2 g / 0.57 Oz.
- Complexion Renewal Pads 30 Pads
- Daily Power Defense 30 mL / 1 Fl. Oz.
- Brightalive® Skin Brightener 30 mL / 1 Fl. Oz.

SKIN NORMALIZING SYSTEM

Indication
Red, sensitized skin



BENEFITS


- Gently cleans while soothing and calming skin
- Smooths skin and evens skin tone
- Minimizes oiliness and helps reduce redness
- Aids in strengthening the skin by keeping skin hydrated

CORE INGREDIENTS

- Gentle Cleanser 60 mL / 2 Fl. Oz.
- Exfoliating Polish Net Wt. 16.2 g / 0.57 Oz.
- Oil Control Pads 60 Pads
- Daily Power Defense 30 mL / 1 Fl. Oz.
- Rozatrol® 20 mL / 0.67 Fl. Oz.

COMPLEXION CLEARING PROGRAM

Indication
Oily, congested skin



BENEFITS

- Controls excess oil production
- Removes dead skin cells
- Stimulates healthy cell renewal
- Calms and soothes inflamed and irritated skin

CORE INGREDIENTS

- Exfoliating Cleanser 200 mL / 6.7 Fl. Oz.
- Exfoliating Polish Net Wt. 65 g / 2.3 Oz.
- Complexion Renewal Pads 60 Pads
- Complexion Clearing Masque Net Wt. 85 g / 3 Oz.

ZO[®]

BACK BAR

CLEANSERS

EXFOLIATORS

MASSAGE + MASQUES

PREVENT + CORRECT

HYDRATION + CALMING

PROTECT

PEELS

POST PROCEDURE

INTRODUCTION

Making sure your patients take the best care they can with their skin is a top priority for you and your practice. ZO[®] is your partner when it comes to providing products that bridge the gap between therapeutics and maintaining healthy skin.

Now you can go beyond providing routine skin procedures in your office to performing expert skin health services with ZO[®] Back Bar products. Our exclusive back bar products allow clients to experience our formulations and see visible results, and help you keep patients in your practice for life.

ZO[®] offers several safe and effective in-office treatments designed to help support healthy skin renewal. Treatments are suitable for every skin color and type, and will boost and enhance overall program results. Each treatment is designed to help achieve a specific skincare goal for every patient's lifestyle and skin health objectives.



ZO® Back Bar

**HYDRATING
CLEANSER**
960 mL / 32 Fl. Oz.

Indication
Normal to dry skin

	<p>BENEFITS</p> <ul style="list-style-type: none"> • Cleans away debris, oil and makeup • Minimizes dryness and irritation • Soothes and calms sensitive skin 	<p>CORE INGREDIENTS</p> <ul style="list-style-type: none"> • Sodium hyaluronate, panthenol, glycerin, sodium PCA and urea • Allantoin
	<hr/> <hr/> <hr/> <hr/> <hr/>	

FOAMACLEANSE™
960 mL / 32 Fl. Oz.

Indication
All skin types

	<p>BENEFITS</p> <ul style="list-style-type: none"> • Cleans away debris, oil and makeup • Provides effective makeup removal, shaving gel or body wash • Replenishes hydration • Provides antioxidant and anti-irritant benefits 	<p>CORE INGREDIENTS</p> <ul style="list-style-type: none"> • Glycerin • Botanical blend
	<hr/> <hr/> <hr/> <hr/> <hr/>	

**EXFOLIATING
POLISH**

Net Wt. 186 g / 6.5 Oz.

Indication
All skin types



BENEFITS

- Instantly smooths skin
- Gently dissolves oil and removes dulling, clogging skin cells
- Replenishes hydration and healthy lipids
- Brightens skin

CORE INGREDIENTS

- Ultra-fine magnesium oxide crystals
- Melaleuca alternifolia (tea tree) leaf oil
- Glycerin, caprylic/capric triglyceride
- Tetrahexyldecyl ascorbate

**EXFOLIATING
POLISH
ACTIVATOR**

960 mL / 32 Fl. Oz.

Indication
All skin types to promote exfoliation



BENEFITS

- Enhances exfoliation and skin renewal
- Dissolves crystals in Exfoliating Polish to facilitate removal of product

CORE INGREDIENT

- Lactic acid

ZO® Back Bar

ALOE HYDRA MASSAGE GEL AND MASQUE

480 mL / 16 Fl. Oz.



Indication

All skin types (including dry or weak skin) to calm, soothe and intensely hydrate

BENEFITS

- Improves comfort for reactive skin and relieves skin sensitivity
- Provides soothing benefits to help reduce redness and irritation
- Provides intense hydration restoration, replenishment and retention
- Can be used as a soothing, calming massage gel

CORE INGREDIENTS

- Mint leaf flavonoids
- Aloe barbadensis (aloe vera) leaf extract, allantoin, botanical extract blend
- Chlorella vulgaris (brown algae) extract
- Sodium PCA, sea water and glycerin

COMPLEXION CLEARING MASQUE

Net Wt. 540 g / 19 Oz.



Indication

Oily, congested skin

BENEFITS

- Targets blemishes, reduces sebum and calms irritation
- Provides hydration restoration, replenishment and retention
- Absorbs surface oils and removes debris to help keep pores clear

CORE INGREDIENTS

- Sulfur (10%)
- Glycerin
- Kaolin, bentonite

SKIN BRIGHTENING SHEET MASQUE

50 sheet masques
Net Wt. 20 g / 0.7 Oz.



Indication

All skin types to brighten

BENEFITS

- Helps minimize brown spots, and provides a more even skin tone
- Replenishes and restores hydration and supports hydration restoration
- Reduces inflammation to help soothe and calm skin
- Provides antioxidant benefits to protect against future damage
- Offers pre-cut sheets to maximize coverage of all areas of the face, including the eyelids

CORE INGREDIENTS

- Camellia sinensis (green tea) leaf extract
- Glycerin, panthenol, erythritol, natto gum
- Aloe barbadensis (aloe vera) leaf juice, dipotassium glycyrrhizate
- Tocopheryl acetate

**GROWTH
FACTOR
SERUM**

75 mL / 2.5 Fl. Oz.

Indication

Aging skin, weak skin



BENEFITS

- Enhances production of collagen and hyaluronic acid and prevents future signs of aging
- Reduces appearance of fine lines/wrinkles
- Improves skin firmness and elasticity
- Restores hydration and reinforces skin barrier
- Softens the appearance of expression lines
- Calms and soothes irritated skin

CORE INGREDIENTS

- Disodium acetyl glucosamine phosphate, fermented red ginseng extract
- ZPRO®
- Dipeptide diaminobutyroyl benzylamide diacetate
- Beta glucan and angelica polymorpha sinensis (dong quai) root extract

**DAILY POWER
DEFENSE**

75 mL / 2.5 Fl. Oz.

Indication

All skin types



BENEFITS

- Supports skin's natural DNA repair process
- Boosts collagen and hyaluronic acid production
- Helps improve the signs of aging, lines, wrinkles and dull skin
- Replenishes lipids to optimize skin barrier function
- Provides antioxidant properties

CORE INGREDIENTS

- Micrococcus lysate (UV-endonuclease) and arabidopsis thaliana extract (8-oxoguanine glycosylase)
- Palmitoyl tripeptide-1, palmitoyl tetrapeptide-7
- Retinol
- Safflower oil/palm oil aminopropanediol esters, simmondsia chinensis (jojoba) esters
- Vitamin E

**INVISAPEEL™
INTENSIVE
RESURFACING
PEEL**

75 mL / 2.5 Fl. Oz.

Indication

All skin types



BENEFITS

- Provides gentle skin surface renewal with invisible exfoliation
- Replenishes hydration and lipids to improve skin barrier
- Helps soothe and calm the skin


CORE INGREDIENTS

- Papain, bromelain, glycolic acid
- Diglycerin, aleurites moluccan (kukui) seed oil, carthamus tinctorius (safflower) seed oil
- Brassica oleracea italica (broccoli) extract, helianthus annuus (sunflower) seed oil

HYDRAFACIAL BRIGHTALIVE® BOOSTER SERUM

6 ea. / 9 mL / Net 0.30 Fl. Oz.


Indication
Hyperpigmentation, sun damage

	<p>BENEFITS</p> <ul style="list-style-type: none"> • A unique blend of skin brighteners that block the production of pigment • Hydration restoration, replenishment and retention 	<p>CORE INGREDIENTS</p> <ul style="list-style-type: none"> • Skin brightening complex <ul style="list-style-type: none"> - Oligopeptide-68 - Nonapeptide-1 - Diglycosyl gallic acid - N-acetyl glucosamine • Glycerin
	<p>.....</p> <p>.....</p> <p>.....</p>	

HYDRAFACIAL ROZATROL® BOOSTER SERUM PATENT APPROVED

6 ea. / 9 mL / Net 0.30 Fl. Oz.

Indication
Red, sensitized skin

	<p>BENEFITS</p> <ul style="list-style-type: none"> • Helps restore cellular communication signals to normalize and stabilize natural skin functions • Minimizes the appearance of existing skin redness, while preventing future inflammation • Targets oiliness, shininess and minimizes pore size • Exclusive antioxidant/anti-inflammatory complex helps minimize inflammation and damage induced by daily oxidative stress • Replenishes hydration and supports a healthy skin barrier function 	<p>CORE INGREDIENTS</p> <ul style="list-style-type: none"> • Hydrolyzed algin • Lactose, milk protein • Rosa canina extract • ZO-RRS2® • Glycerin
	<p>.....</p> <p>.....</p> <p>.....</p>	

**FIRMING
SERUM
ACCELERATED**
6 ea. / 8 mL / 0.2 Fl. Oz.

Indication
Tightens, firms, loss of
contour + elasticity



BENEFITS

- Supports skin's natural regeneration of collagen and elastin
- Strengthens key structural components of the DEJ
- Helps minimize inflammation and damage induced by daily oxidative stress
- Replenishes hydration and supports a healthy skin barrier function

CORE INGREDIENTS

- Sodium DNA
- ZCORE™
- ZO-RRS®
- Glycerin, sodium acetylated hyaluronate

**ROZATROL®
SERUM
ACCELERATED**
6 ea. / 8 mL / 0.2 Fl. Oz.

Indication
Rosacea, red,
sensitized skin



BENEFITS

- Minimizes inflammation and diminishes skin redness
- Promotes healthy microcirculation
- Prevents excess sebum production and provides anti-microbial benefits
- Improves skin texture
- Protects nerve endings and maintains healthy cellular communication

CORE INGREDIENTS

- Multi-redness complex
- Palmitoyl glycine
- Farnesyl acetate, farnesol
- Papain
- Hydrolyzed algin

**BRIGHTALIVE®
SERUM
ACCELERATED**
6ea. / 8 mL / 0.2 Fl. Oz.

Indication
Pigmentation, sun
damage, uneven skin
tone



BENEFITS

- Provides multi-modal brightening and blocks new pigment formation
- Gently removes dead skin cells to help purge existing pigmentation
- Provides anti-inflammatory benefit to calm and soothes skin post-treatment
- Replenishes hydration and supports a healthy skin barrier function

CORE INGREDIENTS

- Intelligent peptide drone
- Skin brightening ingredients (tranexamic acid, niacinamide, diglucosyl gallic acid, acetyl glucosamine and ascorbyl 3-aminopropyl phosphate)
- Papain
- Beta gluavan and dipotassium glycyrrhizate (licorice extract)
- Sodium acetylated hyaluronate

ZO® Back Bar

RENEWAL CRÈME

75 mL / 2.5 Fl. Oz.

Indication

Dry skin, irritated skin



BENEFITS

- Restores hydration with a light and weightless feel
- Soothes and reduces skin irritation
- Reduces wrinkles, tones, firms and smooths skin

CORE INGREDIENTS

- Ectoin, glycerin, sodium hyaluronate, simmondsia chinensis (jojoba esters)
- Avena sativa (oat) kernel, epilobium angustifolium (canadian willowherb), plankton extracts
- Retinol

SUNSCREEN + PRIMER BROAD- SPECTRUM SPF 30

75 mL / 2.5 Fl. Oz.

Indication

All skin types



BENEFITS

- Provides UVA/UVB, HEV and IR-A protection
- Offers firming peptide
- Doubles as a makeup primer with universal tint

CORE INGREDIENTS

- Titanium dioxide 1.0%
- Zinc oxide 20.0%
- Melanin
- ZO^X12[®]
- Myristoyl pentapeptide-8

Peels can be used to enhance overall treatment results and target the following conditions:

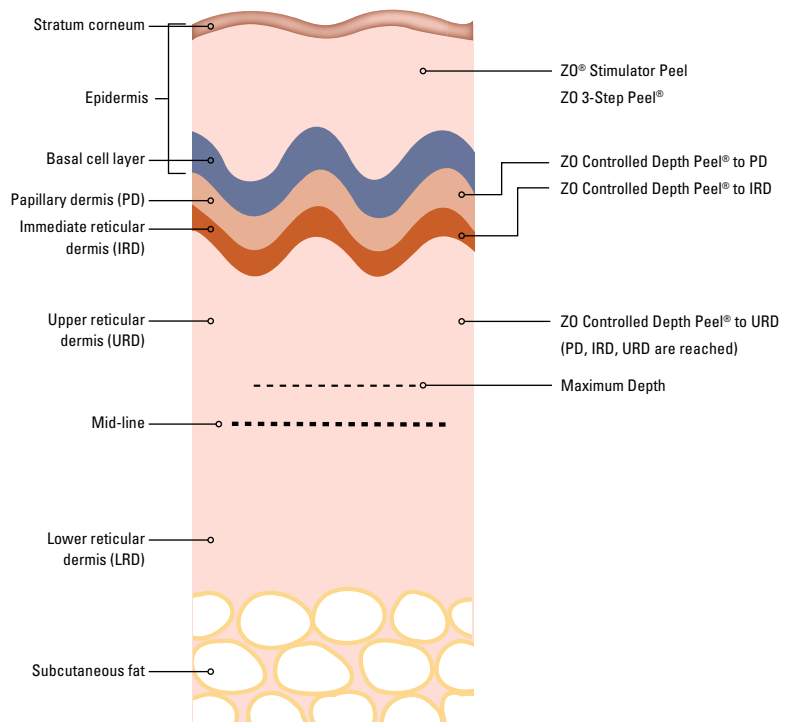
- Sun damage
- Rough texture
- Lines, wrinkles, laxity
- Acne
- Hyperpigmentation
- Dullness, dryness
- Scars

Indications	Penetration Depth	Usage/Frequency	Recovery Time	What to Use When
Fine lines Dull appearance Rough, dry texture Brighten skin tone	Epidermis	In-office esthetic procedure Every week	None	Perfect lunchtime peel
Acne Laxity Sun damage Uneven tone Lines & wrinkles	Epidermis	In-office Every 3-4 weeks or until desired results are achieved	5-7 days	General exfoliation for broad range of benefits
Melasma Scars Severe laxity Severe texture damage	Papillary Immediate reticular Upper reticular	In-office (sedation may be required) Every 5-7 years	5-14 days	Used for deeper repair, texture improvement and tightening

ZO®
STIMULATOR
PEEL

ZO
3-STEP
PEEL®

ZO
CONTROLLED
DEPTH PEEL®



ZO® Back Bar

PEEL PREP

120 mL / 4 Fl. Oz.



Indication
All skin types

BENEFITS

- Prepares, degreases skin for enhanced penetration of peel solution
- Contains added skin brightening complex to promote a more even skin tone
- Includes anti-irritant benefits to help calm and soothe the skin
- Provides antioxidants to fight against free radical damage

CORE INGREDIENTS

- Lactic acid
- Kojic acid, morus alba (mulberry) root extract, glycyrrhiza glabra (licorice) root extract
- Pseudopterogoria elisabethae (sea whip) extract, centaurium erythraea (centaury) extract, sigesbeckia orientalis (st. paul's wort) extract
- Vitamins C + E, scutellaria baicalensis (baikal skullcap) extract, arctostaphylos uva ursi (bearberry) leaf extract

STIMULATOR PEEL

120 mL / 4 Fl. Oz.



Indication
All skin types (including weak skin) to brighten and exfoliate

BENEFITS

- Exfoliates dead skin cells to minimize the appearance of fine lines and surface pigment
- Evens skin tone and prevents inflammation
- Includes anti-irritant benefits to help calm and soothe the skin

CORE INGREDIENTS

- Lactic acid, citric acid, glycolic acid
- Diglycosyl gallic acid
- Beta-glucan, zanthoxylum bungeanum (sichuan pepper) fruit extract

STIMULATOR PEEL NEUTRALIZER & EXTRACTION PREP

960 mL / 32 Fl. Oz.



Indication
Use to neutralize Stimulator Peel and as an extraction prep

BENEFITS

- Neutralizes the Stimulator Peel
- Acts as a desincrustation fluid to soften skin and prepare it for easier extractions
- Restores skin's pH

CORE INGREDIENT

- Sodium bicarbonate

ZO® Back Bar

PEEL SOLUTION

8 mL / 0.27 Fl. Oz.

Indication
All skin types



BENEFITS

- Improves acne, melasma, sun damage, fine lines, texture roughness, large pores and dullness
- Usage studies show that the peel is easily done, and its safety is remarkable

CORE INGREDIENTS

- 17% Salicylic acid
- 10% TCA
- 5% Lactic acid

RETINOL CRÈME COMPLEX

Net Wt. 2.5 g / 0.09 Oz.
QTY. 2

Indication
All skin types and for exfoliation



BENEFITS

- Reduces wrinkles, firms and smooths skin
- Restores hydration
- Includes antioxidant for cellular renewal
- Provides anti-irritant benefits and DNA protection

CORE INGREDIENTS

- 6% Retinol
- Glycerin, sodium hyaluronate
- Ubiquinone (coenzyme Q10)
- ZO-RRS2®
- Beta-glucan

HYDRATING CRÈME

Net Wt. 58 g / 2 Oz.

Indication
Lightweight, non-retinol hydrator for severe dryness and irritations Post-Procedure, Eczema



BENEFITS

- Normalizes skin barrier resistance and integrity
- Instantly improves dry, rough skin textures
- Mitigates inflammation and reduces redness
- Instantly reduces itching
- Upregulates natural hydration (HA)
- Encourages cell proliferation and skin renewal to enhance natural healing
- Provides continuous antioxidant protection against free radical damage
- Reduces intensity and frequency of eczematous flare-ups

CORE INGREDIENTS

- Ophiopogon japonicus root extract
- Myristoyl pentapeptide-11, tetrapeptide-21
- Colloidal oatmeal, beta glucan
- ZOx12®

GENTLE CLEANSER
60 mL / 2.0 Fl. Oz.

Indication
All skin types



BENEFITS

- Cleans away debris, oil and makeup
- Provides effective makeup removal, shaving gel or body wash
- Replenishes hydration
- Provides antioxidant and anti-irritant benefits

CORE INGREDIENTS

- Glycerin
- Botanical blend

FIRMING SERUM
Net Wt. 547 mL / 1.6 Fl. Oz

Indication
Tightens, firms, improves the appearance of sagging skin, loss of contour + elasticity



BENEFITS

- Works synergistically with skin's natural regeneration of collagen and elastin
- Supports the strengthening of key structural components of the DEJ for improved integrity
- Exclusive antioxidant/anti-inflammatory complex helps minimize inflammation and damage induced by daily oxidative stress
- Replenishes hydration and supports a healthy skin barrier function

CORE INGREDIENTS

- Sodium DNA
- ZCORE™ caprooyl tetrapeptide-3 + mellilotus officinalis (yellow sweetclover) extract
- ZO-RRS[®]

ASTRINGENT SOLUTION POWDER
Net Wt. 6 g / 0.21 Oz. QTY. 10

Indication
Post-procedure skin management



BENEFITS

- Acts as a compress aid; keeps skin calm, soothed and hydrated
- Encourages healthy collagen and elasticity
- Provides a barrier for compromised skin

CORE INGREDIENTS

- Aluminum sulfat tetradecahydrate and calcium acetate monohydrate, avena sativa (oat) kernel protein, whey protein
- Glycine soja (soybean) protein
- Chitosan powder
- Erythritol, glycerin, homarine HCL, sodium hyaluronate

SOOTHING OINTMENT
50 mL / 1.7 Fl. Oz

Indication
Post-procedure skin management



BENEFITS

- Encourages cellular regeneration and the synthesis of glycosaminoglycans (GAGs)
- Provides comfort to irritated skin
- Prevents skin cracking and scab formation

CORE INGREDIENTS

- Disodium acetyl glucosamine phosphate
- Avena sativa (oat) kernel flour protein, beta-glucan, brassica oleracea italica (broccoli) extract, helianthus annuus (sunflower) seed oil
- Erythritol, glycerin, homarine HCL, sodium hyaluronate

HYDRATING CRÈME
Net Wt. 113 g / 4 Oz

Indication
Lightweight, non-retinol hydrator for severe dryness and irritations Post-Procedure, Eczema



BENEFITS

- Normalizes skin barrier resistance and integrity
- Instantly improves dry, rough skin textures
- Mitigates inflammation and reduces redness
- Instantly reduces itching
- Upregulates natural hydration (HA)
- Encourages cell proliferation and skin renewal to enhance natural healing
- Provides continuous antioxidant protection against free radical damage
- Reduces intensity and frequency of eczematous flare-ups

CORE INGREDIENTS

- Ophiopogon japonicus root extract
- Myristoyl pentapeptide-11, tetrapeptide-21
- Colloidal oatmeal, beta glucan
- ZO[®] 12[®]

PRE-PROCEDURE BOOST

Recommended before all procedures to strengthen dermal matrix and improve skin barrier function.

5 DAYS PRIOR	AM	PM
Gentle Cleanser	✓	✓
Firming Serum	✓	✓
Hydrating Crème	as needed	

NON-ABLATIVE PROTOCOL

IPL, Microneedling, Microdermabrasion, Superficial Peels

PROCEDURE REACTIONS: redness, dryness, peeling, irritation and itching. Reaction may be greater in sensitive skin areas such as eyes, mouth, neck, and chest.

DAY 1 + ONGOING	AM	PM
Gentle Cleanser	✓	✓
Firming Serum	✓	✓
Hydrating Crème	as needed	

ABLATIVE PROTOCOL

Medium to Deep Chemical Peels, Laser Resurfacing

PROCEDURE REACTIONS: swelling, surface skin darkening, raw appearance, oozing fluid. Skin may start to peel by day 4 or soon thereafter.

DAYS 1-5	AM	PM	DAY 6 + UNTIL SKIN IS HEALED	AM	PM
Gentle Cleanser	✓	✓	Gentle Cleanser	✓	✓
Astringent Solution Powder	every 2-3 hrs		Astringent Solution Powder	every 2-3 hrs	
Soothing Ointment*	✓	✓	Firming Serum	✓	✓
Hydrating Crème	as needed		Hydrating Crème	as needed	

IMPORTANT GUIDELINES: Do not induce any mechanical or chemical stress to the treated areas. This includes exercising, stretching the skin, peeling, picking or rubbing, use of makeup and sunscreens. Cleanse hands before touching your face and avoid direct contact with water. If needed, trim loose skin with sterile scissors. Avoid close shaving.

*Soothing Ointment should be applied as a very thin layer and used no more than 3 times per day in order to prevent premature skin peeling and avoid post-procedure acne.

ZO® PROTOCOLS + ZO® PEELS

Upon complete skin healing, transition to appropriate ZO® protocol to maintain procedure results and ensure continuous skin health until the next procedure.



ZO®



PROTOCOLS

PROFESSIONAL TREATMENT PROTOCOLS

SKIN HEALTH RESTORATION PROGRAMS

FACIAL + NON-FACIAL PROTOCOLS

ZO®

PROFESSIONAL TREATMENT PROTOCOLS

STIMULATOR PEEL

ANTI-AGING

REDNESS

ULTRA HYDRATION

SKIN BRIGHTENING

ACNE + OIL CONTROL

HAND RENEWAL

INVISAPEEL™ RESURFACING

ZO 3-STEP PEEL®

CLEANSE
EXFOLIATE
ACTIVATE
ZO® PREP, PEEL + NEUTRALIZE
MASSAGE + MASQUE
PREVENT + CORRECT
HYDRATION + CALMING
PROTECT

Oily/Acne	Aging	Dry/Dehydrated	Pigmentation	Redness	Sensitive/Weak
Foamacleanse™	Hydrating Cleanser Foamacleanse™	Hydrating Cleanser	Hydrating Cleanser Foamacleanse™	Hydrating Cleanser Foamacleanse™	Hydrating Cleanser Foamacleanse™
Exfoliating Polish	Exfoliating Polish	Exfoliating Polish	Exfoliating Polish	Exfoliating Polish	Exfoliating Polish
Exfoliating Polish Activator	Exfoliating Polish Activator	Exfoliating Polish Activator	Exfoliating Polish Activator	Exfoliating Polish Activator	Exfoliating Polish Activator
Peel Prep Stimulator Peel Peel Neutralizer & Extraction Prep	Peel Prep Stimulator Peel Peel Neutralizer & Extraction Prep	Peel Prep Stimulator Peel Peel Neutralizer & Extraction Prep	Peel Prep Stimulator Peel Peel Neutralizer & Extraction Prep	Peel Prep Stimulator Peel Peel Neutralizer & Extraction Prep	Invisapeel™ Intensive Resurfacing Peel
Aloe Hydra Massage Gel and Masque Complexion Clearing Masque	Aloe Hydra Massage Gel and Masque	Aloe Hydra Massage Gel and Masque	Aloe Hydra Massage Gel and Masque Skin Brightening Sheet Masque	Aloe Hydra Massage Gel and Masque Complexion Clearing Masque	Aloe Hydra Massage Gel and Masque
Daily Power Defense	Daily Power Defense Firming Serum Accelerated Growth Factor Serum	Daily Power Defense	Daily Power Defense Brightalive® Serum Accelerated Growth Factor Serum	Daily Power Defense Rozatrol® Serum Accelerated Growth Factor Serum	Daily Power Defense Growth Factor Serum
Renewal Crème (optional)	Renewal Crème (optional)	Renewal Crème	Renewal Crème (optional)	Renewal Crème (optional)	Renewal Crème (optional)
Sunscreen + Primer Broad-Spectrum SPF 30	Sunscreen + Primer Broad-Spectrum SPF 30	Sunscreen + Primer Broad-Spectrum SPF 30	Sunscreen + Primer Broad-Spectrum SPF 30	Sunscreen + Primer Broad-Spectrum SPF 30	Sunscreen + Primer Broad-Spectrum SPF 30

ADD-ON

Intense Eye Creme, Eye Brightening Creme or Growth Factor Eye Serum can be added to the ZO® Professional Treatment Protocol to specifically target the special needs of the eye area. These ZO® Eye Care products are formulated to strengthen the delicate eye area and to address conditions, such as eye creasing, hollowness, dark circles and puffiness.

Firming Serum Accelerated, Rozatrol® Serum Accelerated or Brightalive® Serum Accelerated can be incorporated into the Prevent + Correct step in any Professional Treatment Protocol to enhance treatment results. The accelerated serums were developed to be used in-office and for patient home-care.

INTRODUCTION

Stimulator Peel Treatment is a must for skin that feels rough or looks dull, as it uses a new, unique combination of exfoliating ingredients to renew and revive skin. With no downtime, this is the ultimate results-oriented treatment that many of your patients have been looking for.

Indicated for	All skin types
Approximate Time	30 minutes
Optimum Results	Once a week for a month
Maintenance	Every 4–6 weeks

PROTOCOL

STEPS	PRODUCT + DIRECTIONS FOR USE
1 CLEANSE	Hydrating Cleanser or Foamacleanse™ Massage onto damp skin for at least 1 minute. Remove with warm moist towels or cotton pads.
2 EXFOLIATE	<p>A. EXFOLIATE Exfoliating Polish Lightly massage entire face for 1 minute. Leave on skin and follow with Exfoliating Polish Activator.</p> <p>B. ACTIVATE Exfoliating Polish Activator Massage over face until no rough crystals remain. Mild warming sensation is normal. Remove with warm moist towels or cotton pads.</p>
3 PEEL	<p>A. PREP Peel Prep Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face. Leave on skin and follow with Stimulator Peel.</p> <p>B. PEEL Stimulator Peel Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face and leave on 2 minutes. Optional: Apply an additional layer and leave on for 1 minute.</p> <p>C. NEUTRALIZE + CLEANSE Peel Neutralizer & Extraction Prep, Hydrating Cleanser or Foamacleanse™ For Neutralizing Stimulator Peel: Apply pre-soaked 4x4 cotton pads to treated areas until peel is neutralized (1–2 passes is ideal). Cleanse skin and thoroughly remove product with warm moist towels or cotton pads. For Extractions: After the neutralizing step, apply over cleansed, dry skin, avoiding the eye area. Gently massage skin in a circular motion for 2–3 minutes. Extractions can be performed while the solution remains on the skin for additional slip. Remove product thoroughly with warm moist towels or cotton pads.</p>
4 PREVENT + CORRECT	Daily Power Defense and Growth Factor Serum Apply 1-2 pumps evenly to face and neck. A ZO® Accelerated Serum can be incorporated to enhance treatment results.*
5 HYDRATION + CALMING	Renewal Crème (optional) Apply 1-2 pumps evenly to face and neck before Growth Factor Serum.
6 PROTECT	Sunscreen + Primer Broad-Spectrum SPF 30 Apply 1–2 pumps evenly to face and neck.

ADD-ON

The following products can be added to the ZO® Professional Treatment Protocol:

Intense Eye Crème**Eye Brightening Crème****Growth Factor Eye Serum**

ZO® Eye Care products are formulated to specifically target the special needs of the eye area, such as eye creasing, hollowness, dark circles and puffiness.

***Professional Treatment with a ZO® Accelerated Serum**

Apply 5 drops of a ZO® Accelerated Serum after Daily Power Defense and before Growth Factor Serum in the Prevent + Correct step.

Homecare with ZO® Accelerated Serum

Beginning the morning after the treatment, incorporate a ZO® Accelerated Serum into your normal ZO® skin care protocol. Apply 5 drops of the serum to face and neck, AM PM following Daily Power Defense or ZO® Getting Skin Ready®. Continue until all ZO® Accelerated Serum has been used.

INTRODUCTION

Designed specifically to strengthen skin structure integrity and hydrate to support the visible improvement in skin elasticity and firmness.

Indicated for Tightens, firms, improves the appearance of sagging skin, loss of contour + elasticity
Approximate Time 50 minutes
Optimum Results Once every 2 weeks until desired results are achieved
Maintenance Every 4–6 weeks

PROTOCOL

STEPS

PRODUCT + DIRECTIONS FOR USE

1 CLEANSE

Hydrating Cleanser or Foamacleanse™ Massage onto damp skin for at least 1 minute. Remove with warm moist towels or cotton pads.

2 EXFOLIATE

A. EXFOLIATE

Exfoliating Polish Lightly massage entire face for 1 minute. Leave on skin and follow with Exfoliating Polish Activator.

B. ACTIVATE

Exfoliating Polish Activator Massage over face until no rough crystals remain. Mild warming sensation is normal. Remove with warm moist towels or cotton pads.

3 PEEL

A. PREP

Peel Prep Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face. Leave on skin and follow with Stimulator Peel.

B. PEEL

Stimulator Peel Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face and leave on 2 minutes. Optional: Apply an additional layer and leave on for 1 minute.

C. NEUTRALIZE + CLEANSE

Peel Neutralizer & Extraction Prep, Hydrating Cleanser or Foamacleanse™ For Neutralizing Stimulator Peel: Apply pre-soaked 4x4 cotton pads to treated areas until peel is neutralized (1–2 passes is ideal). Cleanse skin and thoroughly remove product with warm moist towels or cotton pads. For Extractions: After the neutralizing step, apply over cleansed, dry skin, avoiding the eye area. Gently massage skin in a circular motion for 2–3 minutes. Extractions can be performed while the solution remains on the skin for additional slip. Remove product thoroughly with warm moist towels or cotton pads.

4 MASSAGE + MASQUE

Aloe Hydra Massage Gel and Masque, Body Emulsion Apply a thick layer of Aloe Hydra Massage Gel and Masque to face, neck and chest. Massage for 7–10 minutes for soothing and calming benefits. Apply more product if needed. Leave on for an additional 5 minutes. Masque Only: Apply a thick layer of Aloe Hydra Massage Gel and Masque to face, neck and chest. Leave on for 10–15 minutes. Remove Aloe Hydra Massage Gel and Masque thoroughly with warm, moist towels or cotton pads. Optional: Body Emulsion can be used for hand and arm massage.

5 PREVENT + CORRECT

Daily Power Defense, Firming Serum Accelerated, Growth Factor Serum Apply 1-2 pumps of **Daily Power Defense** to face and neck. Follow with 5 drops of **Firming Serum Accelerated**. Next, apply 1-2 pumps of **Growth Factor Serum**.

6 HYDRATION + CALMING

Renewal Crème (optional) Apply 1-2 pumps evenly to face and neck before Growth Factor Serum.

7 PROTECT

Sunscreen + Primer Broad-Spectrum SPF 30 Apply 1–2 pumps evenly to face and neck.

ADD-ON

The following products can be added to the ZO[®] Professional Treatment Protocol:

Intense Eye Crème
Eye Brightening Crème
Growth Factor Eye Serum

ZO[®] Eye Care products are formulated to specifically target the special needs of the eye area, such as eye creasing, hollowness, dark circles and puffiness.

PATIENT INSTRUCTIONS AFTER TREATMENT

Homecare with Firming Serum Accelerated:

Beginning the morning after the treatment, incorporate the Firming Serum Accelerated into your normal ZO[®] skin care protocol.

Apply 5 drops of the Firming Serum Accelerated to face and neck, AM PM following Daily Power Defense or ZO[®] Getting Skin Ready[®].

Continue until all Firming Serum Accelerated has been used.

INTRODUCTION

Designed specifically to relieve the visible signs and symptoms associated with red, sensitized skin.

Indicated for	Red, sensitized skin, including rosacea
Approximate Time	50 minutes
Optimum Results	Once every 2 weeks until desired results are achieved
Maintenance	Every 4–6 weeks

PROTOCOL

STEPS

PRODUCT + DIRECTIONS FOR USE

1 CLEANSE	Hydrating Cleanser or Foamacleanse™ Massage onto damp skin for at least 1 minute. Remove with warm moist towels or cotton pads.
2 EXFOLIATE	<p>A. EXFOLIATE Exfoliating Polish Lightly massage entire face for 1 minute. Leave on skin and follow with Exfoliating Polish Activator.</p> <p>B. ACTIVATE Exfoliating Polish Activator Massage over face until no rough crystals remain. Mild warming sensation is normal. Remove with warm moist towels.</p>
3 PEEL	<p>A. PREP Peel Prep Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face. Leave on skin and follow with Stimulator Peel.</p> <p>B. PEEL Stimulator Peel Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face. Leave on skin and follow with Stimulator Peel.</p> <p>C. NEUTRALIZE + CLEANSE Peel Neutralizer & Extraction Prep, Hydrating Cleanser or Foamacleanse™ For Neutralizing Stimulator Peel: Apply pre-soaked 4x4 cotton pads to treated areas until peel is neutralized (1–2 passes is ideal) Cleanse skin and thoroughly remove product with warm moist towels or cotton pads. For Extractions: After the neutralizing step, apply over cleansed, dry skin, avoiding the eye area. Gently massage skin in a circular motion for 2–3 minutes. Extractions can be performed while the solution remains on the skin for additional slip. Remove product thoroughly with warm moist towels or cotton pads.</p>
4 MASSAGE + MASQUE	Aloe Hydra Massage Gel and Masque, Complexion Clearing, Body Emulsion Apply a thick layer of Aloe Hydra Massage Gel and Masque to face, neck and chest. Massage for 7-10 minutes for soothing and calming benefits. Masque: Apply a thin layer of Complexion Clearing Masque. Avoid eye area. Leave on 10-15 minutes. Remove with warm moist towels or cotton pads. Optional: Body Emulsion can be used for hand and arm massage.
5 PREVENT + CORRECT	Daily Power Defense, Rozatrol® Serum Accelerated, Growth Factor Serum Apply 1-2 pumps of Daily Power Defense to face and neck. Follow with 5 drops of Rozatrol® Serum Accelerated . Next, apply 1-2 pumps of Growth Factor Serum .
6 HYDRATION + CALMING	Renewal Crème (optional) Apply 1-2 pumps evenly to face and neck before Growth Factor Serum.
7 PROTECT	Sunscreen + Primer Broad-Spectrum SPF 30 Apply 1–2 pumps evenly to face and neck.

ADD-ON

The following products can be added to the ZO® Professional Treatment Protocol:

Intense Eye Crème
Eye Brightening Crème
Growth Factor Eye Serum

ZO® Eye Care products are formulated to specifically target the special needs of the eye area, such as eye creasing, hollowness, dark circles and puffiness.

PATIENT INSTRUCTIONS AFTER TREATMENT

Homecare with ZO® Rozatrol® Serum Accelerated:

Beginning the morning after the treatment, incorporate the ZO® Rozatrol® Serum Accelerated into your normal ZO® skin care protocol.

Apply 5 drops of the ZO® Rozatrol® Serum Accelerated to face and neck, AM PM following Daily Power Defense. Note: For optimum results, apply Daily Power Defense AM PM before ZO® Rozatrol® Serum Accelerated.

Continue until all ZO® Rozatrol® Serum Accelerated has been used.

INTRODUCTION

Ultra Hydration Treatment is designed specifically to target dry, dehydrated skin to restore hydration, and to provide soothing, cooling and calming comfort.

Indicated for Dry, dehydrated and weak skin
Approximate Time 50 minutes
Optimum Results Once a week for a month
Maintenance Every 4–6 weeks

PROTOCOL

STEPS

PRODUCT + DIRECTIONS FOR USE

1 CLEANSE

Hydrating Cleanser or Foamacleanse™ Massage onto damp skin for at least 1 minute. Remove with warm moist towels or cotton pads.

2 EXFOLIATE

A. EXFOLIATE

Exfoliating Polish Lightly massage entire face for 1 minute. Leave on skin and follow with Exfoliating Polish Activator.

B. ACTIVATE

Exfoliating Polish Activator Massage over face until no rough crystals remain. Mild warming sensation is normal. Remove with warm moist towels or cotton pads.

3 PEEL

A. PREP

Peel Prep Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face. Leave on skin and follow with Stimulator Peel.

B. PEEL

Stimulator Peel Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face, and leave on 2 minutes. Optional: Apply an additional layer and leave on for 1 minute.

C. NEUTRALIZE + CLEANSE

Peel Neutralizer & Extraction Prep, Hydrating Cleanser or Foamacleanse™ For Neutralizing Stimulator Peel: Sweep pre-soaked 4x4 cotton pads on treated areas until peel is neutralized (1–2 passes is ideal). Cleanse skin and thoroughly remove product with warm moist towels or cotton pads. For Extractions: After the neutralizing step, apply over cleansed, dry skin, avoiding the eye area. Gently massage skin in a circular motion for 2–3 minutes. Extractions can be performed while the solution remains on the skin for additional slip. Remove product thoroughly with warm moist towels or cotton pads.

4 MESSAGE + MASQUE

Aloe Hydra Massage Gel and Masque, Body Emulsion Apply a thick layer of Aloe Hydra Massage Gel and Masque to face, neck and chest. Massage for 7–10 minutes for soothing and calming benefits. Apply more product if needed. Leave on for an additional 5 minutes. Masque Only: Apply a thick layer of Aloe Hydra Massage Gel and Masque to face, neck and chest. Leave on for 10–15 minutes. Remove Aloe Hydra Massage Gel and Masque thoroughly with warm, moist towels or cotton pads. Optional: Body Emulsion can be used for hand and arm massage.

5 PREVENT + CORRECT

Daily Power Defense and Growth Factor Serum Apply 1-2 pumps evenly to face and neck. A ZO® Accelerated Serum can be incorporated to enhance treatment results.*

6 HYDRATION + CALMING

Renewal Crème Apply 1-2 pumps evenly to face and neck before Growth Factor Serum.

7 PROTECT

Sunscreen + Primer Broad-Spectrum SPF 30 Apply 1–2 pumps evenly to face and neck.

ADD-ON

The following products can be added to the ZO® Professional Treatment Protocol:

- Intense Eye Crème**
- Eye Brightening Crème**
- Growth Factor Eye Serum**

ZO® Eye Care products are formulated to specifically target the special needs of the eye area, such as eye creasing, hollowness, dark circles and puffiness.

***Professional Treatment with a ZO® Accelerated Serum**

Apply 5 drops of a ZO® Accelerated Serum after Daily Power Defense and before Growth Factor Serum in the Prevent + Correct step.

Homecare with ZO® Accelerated Serum

Beginning the morning after the treatment, incorporate a ZO® Accelerated Serum into your normal ZO® skin care protocol. Apply 5 drops of the serum to face and neck, AM PM following Daily Power Defense or ZO® Getting Skin Ready®. Continue until all ZO® Accelerated Serum has been used.

INTRODUCTION

Skin Brightening Treatment targets pigment-related issues to help address dark patches and uneven skin tone.

Indicated for	Hyperpigmentation
Approximate Time	50 minutes
Optimum Results	Once a week for a month
Maintenance	Every 4–6 weeks

PROTOCOL

STEPS

PRODUCT + DIRECTIONS FOR USE

1 CLEANSE

Hydrating Cleanser or Foamacleanse™ Massage onto damp skin for at least 1 minute. Remove with warm moist towels or cotton pads.

2 EXFOLIATE

A. EXFOLIATE

Exfoliating Polish Lightly massage entire face for 1 minute. Leave on skin and follow with Exfoliating Polish Activator.

B. ACTIVATE

Exfoliating Polish Activator Massage over face until no rough crystals remain. Mild warming sensation is normal. Remove with warm moist towels or cotton pads.

3 PEEL

A. PREP

Peel Prep Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face. Leave on skin and follow with Stimulator Peel.

B. PEEL

Stimulator Peel Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face and leave on 2 minutes. Optional: Apply an additional layer and leave on for 1 minute.

C. NEUTRALIZE + CLEANSE

Peel Neutralizer & Extraction Prep, Hydrating Cleanser or Foamacleanse™ For Neutralizing Stimulator Peel: Sweep pre-soaked 4x4 cotton pads on treated areas until peel is neutralized (1–2 passes is ideal). Cleanse skin and thoroughly remove product with warm moist towels or cotton pads. For Extractions: After the neutralizing step, apply over cleansed, dry skin, avoiding the eye area. Gently massage skin in a circular motion for 2–3 minutes. Extractions can be performed while the solution remains on the skin for additional slip. Remove product thoroughly with warm moist towels or cotton pads.

4 MASSAGE + MASQUE

Aloe Hydra Massage Gel and Masque, Skin Brightening Sheet Masque, Body Emulsion

Massage: Aloe Hydra Massage Gel and Masque can be used as a massage medium for face, neck and chest for 7–10 minutes of soothing and calming benefits. Follow with Skin Brightening Sheet Masque. It is not necessary to remove Aloe Hydra Massage Gel and Masque prior to applying the sheet masque. **Masque:** Apply Skin Brightening Sheet Masque starting at the forehead and ending at the chin. Smooth masque over face to ensure good contact with skin. For added benefit, cover eyelids with specifically designed eye folds. Leave on for 10–15 minutes. Remove Skin Brightening Sheet Masque and massage remainder of product into skin. Optional: Body Emulsion can be used for hand and arm massage.

5 PREVENT + CORRECT

Daily Power Defense, Brightalive® Serum Accelerated, Growth Factor Serum Apply 1-2 pumps of Daily Power Defense to face and neck. Follow with 5 drops of Brightalive® Serum Accelerated. Next, apply 1-2 pumps of **Growth Factor Serum**.

6 HYDRATION + CALMING

Renewal Crème (optional) Apply 1-2 pumps evenly to face and neck before Growth Factor Serum.

7 PROTECT

Sunscreen + Primer Broad-Spectrum SPF 30 Apply 1–2 pumps evenly to face and neck.

ADD-ON

The following products can be added to the ZO® Professional Treatment Protocol:

Intense Eye Crème
Eye Brightening Crème
Growth Factor Eye Serum

ZO® Eye Care products are formulated to specifically target the special needs of the eye area, such as eye creasing, hollowness, dark circles and puffiness.

PATIENT INSTRUCTIONS AFTER TREATMENT**Homecare with Brightalive® Serum Accelerated:**

Beginning the morning after the treatment, incorporate the Brightalive® Serum Accelerated into your normal ZO® skin care protocol.

Apply 5 drops of the Brightalive® Serum Accelerated to face and neck AM PM following Daily Power Defense or ZO Getting Skin Ready®.

Continue until all Brightalive® Serum Accelerated has been used.

INTRODUCTION

Acne + Oil Control Treatment helps to clear skin and prevent breakouts.

Indicated for	Acne, oily rosacea
Approximate Time	50 minutes
Optimum Results	Once a week for a month
Maintenance	Every 4–6 weeks

PROTOCOL

STEPS	PRODUCT + DIRECTIONS FOR USE
1 CLEANSE	Foamacleanse™ Massage onto damp skin for at least 1 minute. Remove with warm moist towels or cotton pads.
2 EXFOLIATE	<p>A. EXFOLIATE Exfoliating Polish Lightly massage entire face for 1 minute. Leave on skin and follow with Exfoliating Polish Activator.</p> <p>B. ACTIVATE Exfoliating Polish Activator Massage over face until no rough crystals remain. Mild warming sensation is normal. Remove with warm moist towels or cotton pads.</p>
3 PEEL	<p>A. PREP Peel Prep Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face. Leave on skin and follow with Stimulator Peel.</p> <p>B. PEEL Stimulator Peel Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the entire face, and leave on 2 minutes. Optional: Apply an additional layer and leave on for 1 minute.</p> <p>C. NEUTRALIZE + CLEANSE Peel Neutralizer & Extraction Prep, Foamacleanse™ For Neutralizing Stimulator Peel: Apply pre-soaked 4x4 cotton pads to treated areas until peel is neutralized (1–2 passes is ideal). Cleanse skin and thoroughly remove product with warm moist towels or cotton pads. For Extractions: After the neutralizing step, apply over cleansed, dry skin, avoiding the eye area. Gently massage skin in a circular motion for 2–3 minutes. Extractions can be performed while the solution remains on the skin for additional slip. Remove product thoroughly with warm moist towels or cotton pads.</p>
4 MASSAGE + MASQUE	Aloe Hydra Massage Gel and Masque, Complexion Clearing Masque, Body Emulsion Massage (optional): Aloe Hydra Massage Gel and Masque can be used as a massage medium for face, neck and chest for 7–10 minutes of soothing and calming benefits. Masque: Apply a thin layer of Complexion Clearing Masque. Avoid eye area. Leave on 10–15 minutes. Remove with warm moist towels or cotton pads. Optional: Body Emulsion can be used for hand and arm massage.
5 PREVENT + CORRECT	Daily Power Defense Apply 1-2 pumps evenly to face and neck. A ZO® Accelerated Serum can be incorporated to enhance treatment results*
6 HYDRATION + CALMING	Renewal Crème (optional) Apply 1-2 pumps evenly to face and neck.
7 PROTECT	Sunscreen + Primer Broad-Spectrum SPF 30 Apply 1–2 pumps evenly to face and neck.

ADD-ON

The following products can be added to the ZO® Professional Treatment Protocol:

Intense Eye Crème
Eye Brightening Crème
Growth Factor Eye Serum

ZO® Eye Care products are formulated to specifically target the special needs of the eye area, such as eye creasing, hollowness, dark circles and puffiness.

***Professional Treatment with a ZO® Accelerated Serum**

Apply 5 drops of a ZO® Accelerated Serum after Daily Power Defense in the Prevent + Correct Step.

Homecare with ZO® Accelerated Serum

Beginning the morning after the treatment, incorporate a ZO® Accelerated Serum into your normal ZO® skin care protocol. Apply 5 drops of the serum to face and neck, AM PM following Daily Power Defense or ZO® Getting Skin Ready®. Continue until all ZO® Accelerated Serum has been used.

INTRODUCTION

Hand Renewal Treatment revives skin that feels rough and looks dull. With no downtime, this is the ideal, result-oriented treatment for many of your patients.

Indicated for
Approximate Time
Optimum Results
Maintenance

Use as an enhancement or as an à la carte treatment. May also be used as a foot treatment.
30 minutes
Once a week for a month
Every 4–6 weeks

PROTOCOL

STEPS

PRODUCT + DIRECTIONS FOR USE

1 CLEANSE

Hydrating Cleanser or Foamacleanse™ Cleanse hands at least 1 minute each. Remove cleanser with warm moist towels or cotton pads.

2 EXFOLIATE

A. EXFOLIATE

Exfoliating Polish Lightly massage Exfoliating Polish onto each hand for 1–2 minutes, and leave on skin. Follow with Exfoliating Polish Activator.

B. ACTIVATE

Exfoliating Polish Activator Layer Exfoliating Polish Activator over hands until no rough crystals remain. Mild warming sensation is normal. Remove with warm moist towels or cotton pads.

3 PEEL

A. PREP

Peel Prep Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution to hands. Leave on hands and follow with Stimulator Peel.

B. PEEL

Stimulator Peel Using pipette, withdraw 2.5–3 mL solution and saturate two (2x2) gauze pads. Apply solution directly to the hands, and leave on 2 minutes. Optional: Apply an additional layer and leave on for 1 minute.

C. NEUTRALIZE + CLEANSE

Peel Neutralizer & Extraction Prep, Hydrating Cleanser Apply Peel Neutralizer & Extraction Prep pre-soaked pads to treated areas to neutralize acids. A spike in intensity or a warming/tingling sensation is normal. Continue applying until all warming/tingling sensations subside (approximately 1–2 passes). Follow with cleanser. Remove cleanser with warm moist towels or cotton pads.

4 MASSAGE + MASQUE

Body Emulsion Apply Body Emulsion to hand and arms. Massage hands and arms, using standard massage manipulations for 4 minutes per hand and arm. Leave on hands.

INTRODUCTION

A no-downtime, resurfacing treatment for all skin types, even sensitive and weak skin. This treatment provides gentle exfoliation that immediately revives dull-looking skin, replenishes skin moisture and minimizes the appearance of discoloration, thus promoting a more even skin tone.

Indicated for All skin types, especially weak, sensitive skin
Approximate Time 50 minutes
Optimum Results Once a week for a month
Maintenance Every 4–6 weeks

PROTOCOL

STEPS	PRODUCT + DIRECTIONS FOR USE
1 CLEANSE	Hydrating Cleanser or Foamacleanse™ Massage onto damp skin for at least 1 minute. Remove with warm moist towels or cotton pads.
2 EXFOLIATE	<p>A. EXFOLIATE Exfoliating Polish Lightly massage entire face for 1 minute. Leave on skin and follow with Exfoliating Polish Activator.</p> <p>B. ACTIVATE Exfoliating Polish Activator Massage over face until no rough crystals remain. Mild warming sensation is normal. Remove with warm moist towels or cotton pads.</p>
3 PEEL	Invisapeel™ Apply 2 pumps evenly to face. Lightly massage entire face for 5–10 minutes. Leave on face an additional 15–20 minutes (10–15 minutes for mild exfoliation). Optional: Perform hand and arm massage with Body Emulsion while Invisapeel™ is on. Remove with warm moist towels or cotton pads.
4 MASSAGE + MASQUE	Aloe Hydra Massage Gel and Masque, Body Emulsion Apply a thick layer of Aloe Hydra Massage Gel and Masque to face, neck and chest. Massage for 7–10 minutes for soothing and calming benefits. Apply more product if needed. Leave on for an additional 5 minutes. Masque Only: Apply a thick layer of Aloe Hydra Massage Gel and Masque to face, neck and chest. Leave on for 10–15 minutes. Remove Aloe Hydra Massage Gel and Masque thoroughly with warm, moist towels or cotton pads. Optional: Body Emulsion can be used for hand and arm massage.
5 PREVENT + CORRECT	Daily Power Defense and Growth Factor Serum Apply 1-2 pumps evenly to face and neck. A ZO® Accelerated Serum can be incorporated to enhance treatment results.*
6 HYDRATION + CALMING	Renewal Crème (optional) Apply 1-2 pumps evenly to face and neck before Growth Factor Serum.
7 PROTECT	Sunscreen + Primer Broad-Spectrum SPF 30 Apply 1–2 pumps evenly to face and neck.

ADD-ON

The following products can be added to the ZO® Professional Treatment:

- Intense Eye Crème**
- Eye Brightening Crème**
- Growth Factor Eye Serum**

ZO® Eye Care products are formulated to specifically target the special needs of the eye area, such as eye creasing, hollowness, dark circles and puffiness.

***Professional Treatment with a ZO® Accelerated Serum**

Apply 5 drops of a ZO® Accelerated Serum after Daily Power Defense and before Growth Factor Serum in the Prevent + Correct step.

Homecare with ZO® Accelerated Serum

Beginning the morning after the treatment, incorporate a ZO® Accelerated Serum into your normal ZO® skin care protocol. Apply 5 drops of the serum to face and neck, AM PM following Daily Power Defense or ZO® Getting Skin Ready®. Continue until all ZO® Accelerated Serum has been used.

INTRODUCTION

- In-office treatment followed by an at-home treatment that produces longer lasting results than ordinary peels
- Provides epidermal renewal and dermal stimulation
- Patient-friendly peel for everyone, any skin type or color
- No sedation required
- Supports skin barrier function
- Improves skin's ability to repair and renew itself
- Provides antioxidant protection, DNA repair and anti-inflammation benefits

PROTOCOL

PATIENTS MUST

- Pre-condition all patients 4–6 weeks before the peel, following a protocol that includes retinoic acid or a 0.5% or higher retinol product
- Application of the peel can be tailored, based on patient's tolerance level
- Can be repeated every 3–4 weeks
- Repeat 2–3 times per year for maintenance
- Return to ZO® protocol once skin recovers

STEPS

PRODUCT + DIRECTIONS FOR USE

1 CLEANSE

Foamacleanse™ Massage onto damp skin for at least 1 minute. Remove with warm moist towels or cotton pads.

2 DEGREASE

70% Alcohol Degrease the skin with an alcohol pad.

3 PEEL

A. EXFOLIATE

Peel Solution Shake well before use. Apply the peel solution evenly, using the provided non-woven pad. Apply gradually with a gentle painting action; avoid dripping and avoid the eye area. Feathering at the margin (jaw line) is recommended in order to prevent lines of noticeable demarcation. You may see some frosting in certain areas. The peeling step is done when the entire solution (8 mL) is applied.

B. STIMULATE

Retinol Crème Complex Apply one 2.5 g packet of the Retinol Crème Complex and massage until totally absorbed.

C. HYDRATION + CALMING

Hydrating Crème Apply a layer of Hydrating Crème after the first application of the Retinol Crème Complex. The patient should avoid washing the face for at least 5 hours after the peel procedure, preferably waiting until the next morning.

4 PROTECT

Broad-Spectrum Sunscreen SPF 50 Optional: If the patient will be exposed to direct sun exposure immediately following the peel, gently apply an even application of Broad-Spectrum Sunscreen SPF 50.

PATIENT INSTRUCTIONS AFTER PEEL

Avoid running water directly on your face while showering; strenuous exercise and sweating until skin is completely healed. Procedures such as facials, hair removal, microdermabrasion and lasers until skin is fully healed.

Day 1–3 Redness, stinging, itching, tightness, mild swelling, flaking and peeling are all normal signs after the peel and vary

Avoid direct sun exposure for at least 7–10 days following the peel to best allow skin to fully heal. If at any time throughout the healing process direct sun exposure cannot be avoided, apply Broad-Spectrum Sunscreen SPF 50 sunscreen protection as necessary. Apply very lightly and gently to avoid premature exfoliation.

Note Besides the Retinol Crème Complex, do not use alpha hydroxy acids, beta hydroxy acids, benzoyl peroxide, retinoids and other potentially irritating products until the skin is healed. After skin is healed, return to your daily ZO® program.

Contraindications

- Active herpes simplex or warts in the area to be treated
- Wounded or sunburned in the area to be treated
- Currently pregnant or lactating
- History of radiation therapy in the area to be treated
- Allergies to salicylates

Anticipated reactions/other considerations

- Redness, dryness, itching and stinging are normal anticipated reactions
- Skin will begin to exfoliate in 2–3 days after treatment and last up to five days
- Never peel skin that is flaking
- Use scissors to clip hanging skin
- Skin may appear darker while healing, which is normal

ZO®

SKIN HEALTH RESTORATION PROGRAMS

FACIAL + NON-FACIAL PROTOCOL GUIDE

COMPREHENSIVE SOLUTIONS

ZO® provides a comprehensive approach to creating and maintaining healthy skin for anyone, regardless of age, ethnicity, unique skin condition or skin type.

ZO® SKIN HEALTH RESTORATION PROGRAMS

- Results-driven programs for all skin care needs and concerns, from prevention to aggressive corrective protocols
- Customizable protocols with adjustable program strengths to meet individual needs and lifestyles for better compliance
- Ease of transition between corrective and maintenance programs
- Rapid results with observable skin improvement within 2-3 weeks for increased patient satisfaction
- Most effective approach to prepare and condition the skin for procedures and manage skin after procedures to improve healing, prevent complications and enhance overall treatment results
- Programs that not only address current concerns, but also offer the most innovative protection against future damage
- A simple, yet comprehensive, 3 Step Approach

STEP 1
GSR[®]

ZO[®] Getting Skin Ready[®] is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

CLEANSE	EXFOLIATE	TONE
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STEP 2
PREVENT + CORRECT

Prevent + Correct is the customization step based on the patient's specific skin care concern. Includes preventive daily skincare programs that keep skin healthy and prevent future damage to aggressive programs that target repair and restoration.

EYE CARE

ZO[®] Eye Care products should be added to all programs to specifically target the special needs of the eye area. They are formulated to strengthen the delicate eye area and to address conditions, such as crow's feet, hollowness, dark circles and puffiness.

Z-BOOST

PRODUCTS HIGHLY RECOMMENDED TO ENHANCE THE PROTOCOL BENEFITS

DAILY SKINCARE	ANTI-AGING	BRIGHTENING	ACNE	REDNESS	SENSITIZED	PRE-PROCEDURE SKIN CONDITIONING
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STEP 3
PROTECT

The final step of all ZO[®] protocols is to protect the skin from sun + light damage. The ZO[®] sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection[®] shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

ANTICIPATED REACTIONS

Initial skin reactions with certain products and programs are normal and indicate skin repair.

SUPPLEMENTARY PRODUCTS

Products that can be added to protocols to enhance benefits or target specific skin conditions.

HYDRATION + CALMING

ZO[®] Hydration + Calming products can be added to any program to restore hydration, soothe irritated skin and reduce the severity of anticipated reactions without affecting treatment results.

STEP 1

GETTING SKIN READY[®]

CLEANSE

EXFOLIATE

STONE

ZO® Getting Skin Ready®

ZO® Getting Skin Ready® is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

	DRY + SENSITIZED SKIN	OILY + ACNE-PRONE SKIN	ALL SKIN TYPES
CLEANSE	<p>Hydrating Cleanser</p> <p>AM PM</p>	<p>Exfoliating Cleanser</p> <p>AM PM</p>	<p>Gentle Cleanser</p> <p>AM PM</p>
EXFOLIATE	<p>Exfoliating Polish</p> <p>AM or PM 2-3x/week to every day</p>	<p>Dual Action Scrub</p> <p>AM or PM</p>	<p>Exfoliating Polish</p> <p>AM or PM</p>
TONE	<p>Calming Toner</p> <p>AM PM</p>	<p>Oil Control Pads Acne Treatment</p> <p>AM PM</p>	<p>Complexion Renewal Pads</p> <p>AM PM</p>

STEP 2

PREVENT + CORRECT

DAILY SKINCARE

ANTI-AGING

BRIGHTENING

ACNE

REDNESS

SENSITIZED

PRE-PROCEDURE
SKIN CONDITIONING

STEP 2

ZO[®] Daily Skincare Protocol

DAILY SKINCARE

Prevention protocols for overall healthy skin with little or no signs of skin problems – providing the essential tools necessary to keep skin healthy and prevent future damage and skin disorders.
No anticipated reactions.

STEP 1
GSR[®]

ZO[®] Getting Skin Ready[®] is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

STEP 2
PREVENT +
CORRECT

PREVENT AGING	PREVENT PIGMENTATION	PREVENT ACNE	PREVENT REDNESS
Daily Power Defense		Daily Power Defense	
AM or PM		AM PM	
10% Vitamin C Self-Activating	Brightalive [®] Skin Brightener	Complexion Clearing Masque	Rozatrol [®]
AM PM	AM PM	PM 2-3x/week	AM PM
	10% Vitamin C Self-Activating		
	AM PM		

EYE CARE

ZO[®] Eye Care products should be added to all programs to specifically target the special needs of the eye area. They are formulated to strengthen the delicate eye area and to address conditions, such as crow's feet, hollowness, dark circles and puffiness.

Z-BOOST

Instant Pore Refiner

Recommended in all protocols to provide additional pore refinement, oil control and texture improvement.

AM PM Apply before Daily Power Defense or after GSR[®]

STEP 3
PROTECT

The final step of all ZO[®] protocols is to protect the skin from sun + light damage. The ZO[®] sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection[®] shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

ANTICIPATED REACTIONS

Initial skin reactions with certain products and programs are normal and indicate skin repair.

HYDRATION + CALMING

ZO[®] Hydration + Calming products can be added to any program to restore hydration, soothe irritated skin and reduce the severity of anticipated reactions without affecting treatment results.

STEP 2

ZO[®] Anti-Aging Protocol

MODERATE

For moderate signs of aging. Targets fine lines, minor loss of firmness and elasticity, dull texture and uneven skin tone. Minimal to no anticipated reactions.

SEVERE

For advanced signs of aging. Targets fine lines/wrinkles, loss of firmness and elasticity, mild surface discoloration, and sun damage.

For advanced signs of aging. Targets deep lines/wrinkles, severe laxity, enlarged pores and textural damage. Retinoic acid may be used short term to accelerate repair. Moderate to strong anticipated reactions.

STEP 1
GSR®

ZO® Getting Skin Ready® is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

STEP 2
PREVENT + CORRECT

MODERATE	SEVERE Fine Lines/Wrinkles: Sun Damage	Deep Lines/Wrinkles: Texture Repair
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Daily Power Defense

AM or PM

Firming Serum

AM PM

Growth Factor Serum

PM

Firming Serum

AM PM

Radical Night Repair

PM

Firming Serum

AM PM

Wrinkle + Texture Repair or Retinoic Acid (tretinoin)

PM

EYE CARE

ZO® Eye Care products should be added to all programs to specifically target the special needs of the eye area. They are formulated to strengthen the delicate eye area and to address conditions, such as crow's feet, hollowness, dark circles and puffiness.

Z-BOOST

10% Vitamin C Self-Activating

Recommended in all Anti-Aging Protocols to provide additional collagen production, skin brightening and antioxidant benefits.

AM Apply after Firming Serum

STEP 3
PROTECT

The final step of all ZO® protocols is to protect the skin from sun + light damage. The ZO® sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection® shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

ANTICIPATED REACTIONS

Initial skin reactions with certain products and programs are normal and indicate skin repair.

SUPPLEMENTARY PRODUCTS

ACCELERATED EXFOLIATION Enzymatic Peel **PM** or Exfoliation Accelerator **AM**
TEXTURE WITH PIGMENTATION Pigment Control Creme **AM PM** and Pigment Control + Blending Creme + Retinoic Acid (tretinoin) **PM**
ADDED PORE AND OIL CONTROL Instant Pore Refiner **AM PM**

Add all supplementary products before 10% Vitamin C Self-Activating, Growth Factor Serum and Radical Night Repair.

HYDRATION + CALMING

ZO® Hydration + Calming products can be added to any program to restore hydration, soothe irritated skin and reduce the severity of anticipated reactions without affecting treatment results.

STEP 2

ZO[®] Brightening Protocol

MILD NON-HYDROQUINONE

A non-hydroquinone protocol used to treat mild pigmentation conditions. Protocol strength can be customized by adjusting the strength of Retinol Skin Brightener. Can be used long-term. Mild to moderate anticipated reactions.

MODERATE NON-HYDROQUINONE

A non-hydroquinone protocol for moderate pigmentation conditions. Incorporates an additional high-potency retinol to boost protocol strength. Can be used as long-term maintenance after completing hydroquinone therapy or as alternative treatment plan for hyperpigmentation and melasma when hydroquinone is contraindicated or not desired. Moderate to strong anticipated reactions.

SEVERE HYDROQUINONE

A hydroquinone protocol used to treat moderate to severe hyperpigmentation and melasma. Ideal for pre- and post-procedure skin conditioning, and as an overall skin health restoration protocol. Pigment Control + Brightening Crème may be substituted for Pigment Control Crème to increase program strength for stubborn melasma conditions. Short-term therapeutic use only. Strong anticipated reactions.

STEP 1
GSR[®]

ZO[®] Getting Skin Ready[®] is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

STEP 2
PREVENT +
CORRECT

MILD
Non-Hydroquinone

MODERATE
Non-Hydroquinone

SEVERE HYDROQUINONE
Melasma, Pre- + Post-Procedure | Severe Melasma

Daily Power Defense

AM or PM

Brightalive [®] Skin Brightener AM PM	Brightalive [®] Skin Brightener AM PM	Pigment Control Crème or Pigment Control + Brightening Creme AM	Pigment Control Crème AM PM
10% Vitamin C Self-Activating AM	Retinol Skin Brightener AM	Pigment Control Crème PM	Pigment Control + Blending Crème Retinoic Acid (tretinoin) AM PM
Retinol Skin Brightener PM	Wrinkle + Texture Repair PM	Pigment Control + Blending Crème + Retinoic Acid (tretinoin) PM	10% Vitamin C Self-Activating AM

EYE CARE

ZO[®] Eye Care products should be added to all programs to specifically target the special needs of the eye area. They are formulated to strengthen the delicate eye area and to address conditions, such as crow's feet, hollowness, dark circles and puffiness.

Z-BOOST

Instant Pore Refiner

Recommended in all protocols to provide additional pore refinement, oil control and texture improvement once reaction period has ended.

AM PM Apply before Daily Power Defense or after GSR[®]

STEP 3
PROTECT

The final step of all ZO[®] protocols is to protect the skin from sun + light damage. The ZO[®] sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection[®] shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

ANTICIPATED REACTIONS

Initial skin reactions with certain products and programs are normal and indicate skin repair.

SUPPLEMENTARY PRODUCTS

ACCELERATED EXFOLIATION
Enzymatic Peel **PM** or
Exfoliation Accelerator **AM**
Add all supplementary products before
10% Vitamin C Self-Activating and
Pigment Control + Brightening Creme

HYDRATION + CALMING

ZO[®] Hydration + Calming products can be added to any program to restore hydration, soothe irritated skin and reduce the severity of anticipated reactions without affecting treatment results.

STEP 2

ZO[®] Acne Protocol

MILD	Acne treatment protocol for mild disease with the presence of comedones but no cystic lesions. Minimal to no anticipated reactions.
MODERATE	Acne treatment protocol for moderate disease with the presence of comedones and small inflammatory cysts. Mild to moderate anticipated reactions.
SEVERE	Acne treatment protocol for severe disease with the presence of comedones, multiple cysts, inflammation and early scarring. Moderate to strong anticipated reactions.

STEP 1
GSR[®]

ZO[®] Getting Skin Ready[®] is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

STEP 2
PREVENT + CORRECT

MILD	MODERATE	SEVERE
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Daily Power Defense

AM or PM

Complexion Clearing Masque PM 2-3x/week	Acne Control / Exfoliation Accelerator Alternate monthly AM	Acne Control / Exfoliation Accelerator Alternate monthly AM
Enzymatic Peel PM	Complexion Clearing Masque PM 2-3x/week	Complexion Clearing Masque PM 2-3x/week
		Retinoic Acid (tretinoin)/Wrinkle + Texture Repair PM

EYE CARE

ZO[®] Eye Care products should be added to all programs to specifically target the special needs of the eye area. They are formulated to strengthen the delicate eye area and to address conditions, such as crow's feet, hollowness, dark circles and puffiness.

Z-BOOST

Instant Pore Refiner

Recommended in all protocols to provide additional pore refinement, oil control and texture improvement once reaction period has ended.

AM PM Apply before Daily Power Defense or after GSR[®]

STEP 3
PROTECT

The final step of all ZO[®] protocols is to protect the skin from sun + light damage. The ZO[®] sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection[®] shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

ANTICIPATED REACTIONS

Initial skin reactions with certain products and programs are normal and indicate skin repair.

SUPPLEMENTARY PRODUCTS

ADDED BLEMISH CONTROL Correct + Conceal Spot Treat 1-3x/day
FOR POST-INFLAMMATORY HYPERPIGMENTATION (PIH) Pigment Control Crème **AM PM** and Pigment Control + Blending Crème + Retinoic Acid (tretinoin) **PM**

HYDRATION + CALMING

ZO[®] Hydration + Calming products can be added to any program to restore hydration, soothe irritated skin and reduce the severity of anticipated reactions without affecting treatment results.

STEP 2

ZO[®] Redness Protocol

MILD	Treatment and maintenance protocol designed to relieve and prevent symptoms associated with rosacea: flushing, inflammation, telangiectasias, oiliness and roughness. No anticipated reactions.
MODERATE	Treatment protocol with increased exfoliation for rosacea skin types experiencing occasional lesions, cysts and mild textural changes. Not recommended for sensitive rosacea skin types. Mild anticipated reactions.
SEVERE	Treatment protocol for moderate to severe rosacea skin types with fixed redness, prominent cysts and marked textural damage. Moderate to strong anticipated reactions.

STEP 1
GSR®

ZO® Getting Skin Ready® is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

STEP 2
PREVENT + CORRECT

MILD	MODERATE	SEVERE
Enzymatic Peel PM	Exfoliation Accelerator AM	Exfoliation Accelerator AM
Daily Power Defense AM PM	Daily Power Defense AM PM	Retinoic Acid (tretinoin) / Wrinkle + Texture Repair PM
Rozatrol® AM PM	Rozatrol® AM PM	Daily Power Defense AM PM
		Rozatrol® AM PM

EYE CARE

ZO® Eye Care products should be added to all programs to specifically target the special needs of the eye area. They are formulated to strengthen the delicate eye area and to address conditions, such as crow's feet, hollowness, dark circles and puffiness.

Z-BOOST

Instant Pore Refiner

Recommended in all protocols to provide additional pore refinement, oil control and texture improvement once reaction period has ended.

AM PM Apply after GSR®

STEP 3
PROTECT

The final step of all ZO® protocols is to protect the skin from sun + light damage. The ZO® sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection® shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

ANTICIPATED REACTIONS

Initial skin reactions with certain products and programs are normal and indicateskin repair.

SUPPLEMENTARY PRODUCTS

FOR PIH Pigment Control Crème **AM PM**
and Pigment Control + Blending Crème + Retinoic Acid (tretinoin) **PM**

HYDRATION + CALMING

ZO® Hydration + Calming products can be added to any program to restore hydration, soothe irritated skin and reduce the severity of anticipated reactions without affecting treatment results.

STEP 2

ZO[®] Sensitized Protocol

STRENGTHEN SKIN

Starting protocol for sensitized skin specifically designed to strengthen weak skin barrier function. Once skin becomes strengthened, switch to a program more suitable for specific skin needs and gradually escalate program strength.

STEP 1
GSR®

ZO® Getting Skin Ready® is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

STEP 2
PREVENT +
CORRECT

STRENGTHEN SKIN

to be used until weak, sensitized skin is repaired

Daily Power Defense

AM PM

Rozatrol®

AM PM

Growth Factor Serum

PM

EYE CARE

ZO® Eye Care products should be added to all programs to specifically target the special needs of the eye area. They are formulated to strengthen the delicate eye area and to address conditions, such as crow's feet, hollowness, dark circles and puffiness.

Z-BOOST

Instant Pore Refiner

Recommended in all protocols to provide additional pore refinement, oil control and texture improvement.

AM PM Apply before Daily Power Defense or after GSR®

STEP 3
PROTECT

Physical sunscreen is recommended until skin barrier is strengthened. The final step of all ZO® protocols is to protect the skinsun + light damage. The ZO® sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection® shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

ANTICIPATED REACTIONS

Initial skin reactions with certain products and programs are normal and indicate skin repair.

SUPPLEMENTARY PRODUCTS

ACCELERATED EXFOLIATION

Enzymatic Peel **PM**

HYDRATION + CALMING BENEFITS

Hydrating Crème **AM PM**

Use only as needed until skin is strengthened. Apply after Rozatrol®

HYDRATION + CALMING

ZO® Hydration + Calming products can be added to any program to restore hydration, soothe irritated skin and reduce the severity of anticipated reactions without affecting treatment results.

STEP 2

ZO[®] Pre-Procedure Skin Conditioning Protocol

SKIN CONDITIONING

Standardized program recommended to be used prior to procedures (e.g. surgery, laser, peel) to optimize skin functions and enhance skin renewal capacity. This protocol is designed to boost cellular activity, restore a healthy skin barrier and strengthen the skin to minimize complications and maximize procedural results. Start on protocol at least 6 weeks prior to procedure. Discontinue 3-4 days prior to procedure or as recommended by physician or procedure manufacturer.

SKIN CONDITIONING + PIGMENT CONTROL

Standardized program recommended to be used prior to more aggressive, deeper procedures or thermal procedures. Also, recommended protocol for patients prone to post-inflammatory hyperpigmentation. Utilizes hydroquinone bleaching and blending products to help control and stabilize melanocyte activity. Start on protocol at least 6 weeks prior to procedure. Discontinue 3-4 days prior to procedure or as recommended by physician or procedure manufacturer.

STEP 2

ZO® Pre-Procedure Skin Conditioning Protocol P. 107

STEP 1
GSR®

ZO® Getting Skin Ready® is the essential first step to achieving healthy skin. It is a simple system of cleanse, exfoliate and tone that works synergistically to normalize skin functions and optimize the effectiveness of all programs.

STEP 2
PREVENT +
CORRECT

SKIN CONDITIONING

SKIN CONDITIONING + PIGMENT CONTROL

For more aggressive, deeper procedures, thermal procedures or for patients prone to post-inflammatory hyperpigmentation

Daily Power Defense

AM or PM

Pigment Control Crème

AM PM

Retinoic Acid (tretinoin), Radical Night Repair or Wrinkle + Texture Repair

PM

Pigment Control + Blending Crème + Retinoic Acid (tretinoin)

PM

EYE CARE

ZO® Eye Care products should be added to all programs to specifically target the special needs of the eye area. They are formulated to strengthen the delicate eye area and to address conditions, such as crow's feet, hollowness, dark circles and puffiness.

Z-BOOST

Firming Serum

Supports the structural integrity of the skin and promotes the optimal environment for skin restoration.

AM PM Apply after Daily Power Defense

STEP 3
PROTECT

The final step of all ZO® protocols is to protect the skinsun + light damage. The ZO® sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection® shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

ANTICIPATED REACTIONS

Initial skin reactions with certain products and programs are normal and indicate skin repair.

SUPPLEMENTARY PRODUCTS

ADDED TEXTURE REPAIR
Exfoliation Accelerator **AM**

HYDRATION + CALMING

ZO® Hydration + Calming products can be added to any program to restore hydration, soothe irritated skin and reduce the severity of anticipated reactions without affecting treatment results.

STEP 3

PROTECT

The final step of all ZO[®] protocols is to protect the skin from sun + light damage. The ZO[®] sun protection portfolio maximizes protection by offering the broadest, most comprehensive range of sun protection available. Our advanced Triple-Spectrum Protection[®] shields against UVA and UVB rays, high-energy visible (HEV) light, IR-A (infrared) rays and pollution. In addition, these products are formulated to further support healthy skin functions and enhance the skin's natural resistance to UV light.

PHYSICAL
SUNSCREENS

SUNSCREEN + PRIMER
BROAD-SPECTRUM SPF 30

A dual-action product featuring a built-in primer. Leaves a soft finish for a more even makeup application and complexion.

- Silky matte finish
- Diminishes the appearance of fine lines

AM

BROAD-SPECTRUM
SUNSCREEN SPF 50

Ideal for even the most sensitive skin types or for those needing post-procedure protection for the face and body.

- Great for all skin types
- Non-irritating, lightweight formula

AM

SUNSCREEN + POWDER
BROAD-SPECTRUM SPF 40 (INTL SPF 30)

Ideal for on-the-go SPF protection with buildable and long-lasting coverage..

- Light-weight powder sunscreen
- Reduces shine, providing a perfect matte finish
- Available in 3 universal shades: Light, Medium, Deep

AM

CHEMICAL
SUNSCREENS

DAILY SHEER BROAD-SPECTRUM
SUNSCREEN SPF 50

Formulated for protection during outdoor activities, this sunscreen is packed with hydration, helping prevent dryness from increased outdoor exposure.

- Quick-drying, sheer matte finish
- Water- and perspiration-resistant (80 minutes)

AM

SMART TONE BROAD-SPECTRUM
SUNSCREEN SPF 50

Designed with customizable color beads, this sunscreen features a universal tint of color designed to match any skin tone.

- Great for all skin tones
- Wear alone or under makeup

AM

ZO[®]

NON-FACIAL PROTOCOLS

ANTI-AGING

BRIGHTENING

ANTI-AGING

MILD

MODERATE TO SEVERE

Body Emulsion

AM PM

Wrinkle + Texture Repair

AM

Body Emulsion

AM PM

SUPPLEMENTARY PRODUCTS

ACCELERATED EXFOLIATION Enzymatic Peel **PM** or Exfoliation Accelerator **AM**

ADDED CELLULITE TREATMENT Cellulite Control Smoothing Body Crème **AM PM** Cellulite Control Smoothing Body Crème should be applied last to problem areas.

BRIGHTENING

Brightalive® Skin Brightener

AM PM

Retinol Skin Brightener

AM

Body Emulsion

AM PM

Wrinkle + Texture Repair

PM

Body Emulsion

AM PM

SUPPLEMENTARY PRODUCTS

ACCELERATED EXFOLIATION Enzymatic Peel **PM** or Exfoliation Accelerator **AM**

ADDED CELLULITE TREATMENT Cellulite Control Smoothing Body Crème **AM PM** Cellulite Control Smoothing Body Crème should be applied last to problem areas.

ZO[®] SKIN HEALTH