

» Glimpse Demographics

It's important to understand your target market for this new skin care system. I'll leave you to read about why this product line is so exclusive and move directly into who is most likely to purchase these products.

Customers who most often purchase their skin care products from the department store will definitely want to know about Glimpse.

To help the men in our group better understand how women use skin care products, understand that in addition to Cleansers, Toners, Serums and Moisturizers, women often buy Eye Cream, Night Cream, Make-up Remover, Wrinkle Reducers, Exfoliators and Masks.

With the Glimpse System there is no need for the additional products!

So, let's take a look at the top-selling department store products. While it is impossible to compare the quality of Glimpse with what is currently on the market, we can compare the pricing of the four products; cleanser, toner, serum and moisturizer.

Aveda---\$153 for all 4, plus another \$125 for the necessary eye cream and night cream equals \$278 per month.

Clinique--\$164 for the 4, plus another \$119 for the necessary eye cream and night cream equals \$283 per month.

Elizabeth Arden--\$237 for the 4, plus another \$170 for the necessary eye cream and night cream equals \$407 per month.

Estee Lauder--\$369 for the 4, plus another \$145 for the necessary eye cream and night cream equals \$514 for the month.

Guerlain--\$372 for the 4, plus another \$188 for the necessary eye cream and night cream equals \$560 per month.

Kiehl's--\$157 for the 4, plus another \$36 for the necessary eye cream (they don't offer a night cream) equals \$193 per month.

Lancome--\$404 for the 4, plus another \$282 for the necessary eye cream and night cream equals \$686 per month.

ROC--\$190 for the 4, plus another \$113 for the necessary eye cream and night cream equals \$303 per month.

Shiseido--\$197 for the 4, plus another \$146 for the necessary eye cream and night cream equals \$343 per month.

All of these companies combined sell BILLIONS of dollars worth of these products. The

market exists and the market is hungry for products that (a) actually, truly work and (b) do so without all the chemicals and additives in the current market products.

The Glimpse product line is so exclusive, spas and beauty salon owners should be at the top of your list of people to introduce to this exceptional line of products.

We'll be talking more about building your business with Glimpse on Tuesday night's call, so be sure to watch your email Monday for the dial-in information.

In the meantime, watch the webinar, download the product information and learn why Glimpse will forever change your Xango business!!

Check it out: www.glimpseskincare.com