

THE CORNERSTONE  
TO YOUR PERI/MENOPAUSAL  
WELLNESS AND SKINCARE



# RESPECT

W E L L N E S S





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*"While focusing on the wellness and skin care needs of women 45+ like me, I realized, this market was being overlooked. I had gone through a difficult menopause and felt we could support women through this phase of life – their Second Spring."*

*- Founder and CEO, Francine Sommer*

## About

Respect Wellness was born from the desire to re-imagine our Second Spring by supporting women as we transition through peri/menopause. With deep knowledge of naturopathic and traditional medicine and a strong commitment to safety and efficacy, we design products with pure and potent blends of Botanicals and high-quality organic CBD for women over 45.

Our holistic approach addresses an array of conditions women 45+ may encounter, such as sleeplessness, occasional body aches, inflammation, and dry skin. While they are effective individually, our products are designed to be symbiotic.

Respect Wellness is women-owned and run, diversity-driven, and based in Santa Fe, NM.

## FOUNDER AND CEO

Francine Sommer developed Respect Wellness out of a desire to have products that addressed her own experience. She was surprised and frustrated to discover not much, if anything, was offered to women experiencing peri/menopause in spas, specialty stores, or over the counter. After years of working with experts in CBD and Botanicals, and conducting an extensive survey of women 45+, she released the first Respect Wellness product line.

Francine is also a long-time venture capitalist specializing in early-stage new media companies focused on emerging hardware and software technologies. She was previously co-founder and general partner of Gabelli Multimedia Partners and Special General Partner of Village Ventures. She invested in IntelliCyt, and co-founded Descartes Labs.





## Respect Wellness Product Line



Manufacturer is GMP Certified



### Smooth 2 oz - \$45.00 Wholesale (\$79.00 MSRP)

Lavish your skin with a blend of pure botanical oils and organic, 500 mg full spectrum CBD to deeply nourish, replenish, and revitalize your face, steadying you to meet the day or ease into sleep.

Usage: Glow can be applied first thing in the morning beneath makeup and sunscreen, and as a luxurious moisturizing base before bed. Store in cool, dry place away from sunlight. Do not use if safety seal is broken or missing.



### EASE 1/3 oz - \$35.00 Wholesale (\$59.00 MSRP)

Lavish your skin with a blend of pure botanical oils and organic, 500 mg full spectrum CBD to deeply nourish, replenish, and revitalize your face, steadying you to meet the day or ease into sleep.

Usage: Glow can be applied first thing in the morning beneath makeup and sunscreen, and as a luxurious moisturizing base before bed. Store in cool, dry place away from sunlight. Do not use if safety seal is broken or missing.



### Menopause Balance 1 oz - \$45.00 Wholesale (\$79.00 MSRP)

Blending pure and potent plant therapeutics with organic, full spectrum 300 mg CBD, Menopause Balance is specifically designed to support the whole you getting back into balance.

Usage: Shake well before using. Place 1/2 dropper under the tongue. Assess results after initial use and modify amounts and frequency as necessary. Do not use if the safety seal is broken or missing. Store in a cool, dry place, away from sunlight.



### Night Sky 1 oz - \$45.00 Wholesale (\$79.00 MSRP)

Night Sky is an exclusive blend of organic, 500mg full spectrum CBD and carefully selected, pure and potent herbal extracts designed to quiet a restless mind for peaceful and deeply restorative sleep.

Usage: Shake well before using. Place 1/4 dropper under tongue approximately one hour before bedtime. Assess results after initial use and modify amounts and frequency as necessary. Store in cool, dry place away from sunlight. Do not use if safety seal is broken or missing.





## Respect Wellness Product Line



Manufacturer is GMP Certified



### **GLOW 1 oz - \$35.00 Wholesale (\$59.00 MSRP)**

Lavish the skin with a blend of pure botanical oils and organic, 500 mg full spectrum CBD to deeply nourish, replenish, and revitalize your face, steadying you to meet the day or ease into sleep.

Usage: Glow can be applied first thing in the morning beneath makeup and sunscreen, and as a luxurious moisturizing base before bed. Store in cool, dry place away from sunlight. Do not use if safety seal is broken or missing.



### **Glow 4 oz - \$139.00 Wholesale (no MSRP)**

We are excited to introduce a fantastic addition to our product lineup that is sure to elevate your spa offerings and delight your clients. Say hello to the new 4 oz Backbar bottle of Glow.

Usage: Glow can be applied first thing in the morning beneath makeup and sunscreen, and as a luxurious moisturizing base before bed. Store in cool, dry place away from sunlight. Do not use if safety seal is broken or missing.



### **GLOW + Gua Sha Kit 1 oz - \$49.00 Wholesale (\$59.00 MSRP)**

Lavish the skin with a blend of pure botanical oils and organic, 500 mg full spectrum CBD to deeply nourish, replenish, and revitalize your face, steadying you to meet the day or ease into sleep.

Usage: Glow can be applied first thing in the morning beneath makeup and sunscreen, and as a luxurious moisturizing base before bed. Store in cool, dry place away from sunlight. Do not use if safety seal is broken or missing.

Gua Sha is a method derived from ancient Chinese medicine that aims to alleviate muscle tightness in the face and jaw, enhance blood flow, and activate the lymphatic system.





## Sales Protocol: A Synergistic Approach to Wellness

Welcome to the forefront of women's well-being. Our mission is to support women during their Second Spring, or peri/menopause – with a cohesive set of premium, natural remedies that alleviate common symptoms, allowing individuals to thrive.

The information below provides context about peri/menopause and will help you to describe the benefits of our core products while conveying how they work together synergistically.

### 1. Working Definitions

- Perimenopause: The transitional period leading up to menopause. It typically begins several years before menopause. On average, it lasts for about 4 years but can range from a few months to 10 years. It can begin as early as 35 years old.
- Menopause: A natural biological process marking the end of a woman's menstrual cycle. It is usually accompanied by a range of challenging symptoms, from mild to debilitating, that impact a woman's daily well-being. Menopause can occur in the 40s or 50s, but the average age is 51 in the United States

### 2. POV: Experiencing Peri/Menopause with Grace

- We frame menopause as a woman's Second Spring – a time of growth, wisdom, and newfound freedom.
- Our products are designed to help mitigate the often harsh symptoms experienced by women allowing them to live their best lives.

### 3. Symptoms Addressed

- Skin Health: GLOW Facial Oil (topical) provides the needed hydration and glow, ensuring skin retains its youthful radiance even as hormonal changes take place.
- Balance & Well-being: Menopause Balance (ingestible) focuses on the overall well-being and balance of the body and mind during this period of change. This special formula also mitigates hot flashes quickly.
- Alleviating Common Aches: Ease (topical) offers targeted relief for those experiencing aches that often accompany hormonal fluctuations.
- Sleep Support: Night Sky (ingestible) ensures a peaceful night's sleep, addressing one of the primary complaints of those going through menopause.

### 4. The Synergistic Benefits of Our Products

- Our bespoke formulations are created to be complimentary with one another. We take a holistic approach to address the multitude of physical, emotional, and cognitive menopausal symptoms faced by women.
- Our suite of synergistic products allows women to tailor their treatment based on their specific symptoms and needs (i.e., sleeplessness, hot flashes, brain fog, common aches, dry skin, etc.).
- Multiple products, when used in tandem, can more effectively target specific symptoms. When products work synergistically, they complement each other's beneficial effects. The sum is greater than its parts.



Respect Wellness: A Synergistic Product Line Continued

## 5. Practical Examples

### *Menopause Balance + Night Sky*

Synergistic Effect: During menopause, sleep disturbances often increase due to nighttime hot flashes. These hot flashes can be more severe at night, exacerbating insomnia. While Menopause Balance can support sleep independently, pairing it with a dose of Night Sky at bedtime ensures a more restful night.

### *Night Sky + Glow*

Synergistic Effect: Over time, restful nights significantly influence our skin's quality. Using Glow alongside Night Sky not only ensures quality sleep but also rejuvenates the skin.

### *Glow + Menopause Balance*

Synergistic Effect: Hormonal changes can lead to dry skin during menopause, GLOW facial oil can be used alongside Menopause Balance tincture for both external and internal relief.

### *Glow + Gua Sha*

Synergistic Effect: Combining the ancient practice of Gua Sha with our Glow facial oil, promotes blood circulation, lymphatic drainage, and improved product absorption, this synergistic approach can address dryness and promote radiant, healthy-looking skin.

### *Glow + Smooth*

Synergistic Effect: Apply Smooth Facial Balm over Glow Facial Oil to provide a protective barrier that seals in moisture, especially during dry and cold seasons.





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## **PRODUCT DESCRIPTION, USAGE, AND INGREDIENTS**







**Smooth 2 oz: \$45.00 Wholesale (\$79.00 MSRP)**

Promotes the skin's natural self-stabilizing capacity to brighten and reduce fine lines. Crafted with soy wax and selected complimentary organic botanicals to moisturize, nourish and firm up your face and neck.

**Usage:** Apply on clean skin, morning, and evening. Spread gently all over face and neck. Store in cool, dry place, away from sunlight. Do not use if safety seal is broken or missing.

**Description of Ingredients (organic or ethically sourced and wild harvested):** Mango Butter unrefined\*, Shea Butter refined\*, Passion Fruit\*, Jojoba\* ; Chamomile\* oils, Soy Wax, Hemp CBD\*

**Mango Butter:** Moisturizes, and helps reduce the appearance of fine lines and wrinkles. It has anti-inflammatory, antimicrobial and antioxidant properties.

**Shea Butter:** It is an emollient that helps hydrate the skin, and reduce the appearance of fine lines and wrinkles.

**Passion Fruit Oil:** It is a source of Vitamin A which helps nourish dry skin and reduce the appearance of fine lines. It has anti-inflammatory properties.

**Jojoba Oil:** It is exceptionally moisturizing because it closely mimics the skin's own natural oils.

**Roman Chamomile Oil:** It is soothing to the skin and helps promote smooth, healthy skin.

**Soy wax:** It is soft and creamy. It has moisturizing properties, which have the ability to support the tone and texture of skin.

**Hemp CBD:** Its anti-inflammatory and antioxidant properties protect the skin.

Consult your healthcare provider prior to use if you are pregnant, nursing, taking any medication or have any medical conditions.





**EASE 1/3 oz: \$35.00 Wholesale (\$59.00 MSRP)**

Specially designed to soothe everyday aches. Ease combines pure and potent plant therapeutics with organic, full spectrum 600mg CBD to comfort and relieve aching bodies.

**Usage:** *Shake well before using. Apply to affected area. Store in cool, dry place, away from sunlight. Do not use if safety seal is broken or missing.*

**Description of Ingredients (organic or ethically sourced and wild harvested):** Angelica, Boswellia, Myrrh, White Willow Bark, Wild Lettuce, Wintergreen, organic Sunflower Lecithin, CBD 600mg

**Angelica:** organic, helps to soothe nerve and joint pain and to calm anxiety.

**Boswellia:** ethically sourced and wild harvested, helps to soothe inflammation and pain for improved movement.

**Myrrh:** organic, helps to soothe inflammation and provides antispasmodic benefits.

**White Willow Bark:** organic, helps to soothe inflammation and pain, and boosts the body's natural immune response.

**Wild Lettuce:** organic, helps to soothe inflammation and pain, and aids anxiety and tension with its sedative effect.

**Wintergreen:** ethically sourced and wild harvested, aids efficacy of the other herbs for sight at source relief. Helps create a warm/cool sensation for relief of joint and nerve pain.

**CBD:** Our CBD is organic and full spectrum. CBD supports anti-inflammatory properties naturally occurring in the body and boosts immune functioning. People have used CBD to relieve pain due to inflammation.

Consult your healthcare provider prior to use if you are pregnant, nursing, taking any medication or have any medical conditions



**Menopause Balance 1 oz: \$45.00 Wholesale (\$79.00 MSRP)**

Blending pure and potent plant therapeutics with organic, full spectrum 300 mg CBD, Menopause Balance is specifically designed to support the whole you getting back into balance.

**Usage:** Shake well before using. Place 1/2 dropper under tongue. Assess results after initial use and modify amounts and frequency as necessary. Do not use if safety seal is broken or missing. Store in cool, dry place, away from sunlight.

**Description of Ingredients (organic or ethically sourced and wild harvested):** Full Spectrum, organic CBD 300 mg, Alfalfa, Lemon Balm, Maca, Wild Yam, Black Cohosh, Organic Ethyl Alcohol, Water, vegetable USP grade Glycerin, organic Sunflower Lecithin.

**Black Cohosh:** organic, balances estrogen levels in your body, increasing or decreasing this important hormone based on your body's individual needs.

**Wild Yam:** ethically sourced and wild harvested, harmonizes both estrogen and progesterone use and function in the body.

**Alfalfa:** organic, nourishes the body with potent, immune supporting nutrients called phytosterols and vital minerals often lacking when hormones are out of balance.

**Lemon Balm:** ethically sourced and wild harvested, soothes and calms stressed bodies, balancing hormones to support mood, concentration, sleep, and digestion.

**Maca:** organic, empowers the body to adapt to stress and anxiety, while revitalizing the immune system, sexual functions, and energy levels.

**CBD:** Our CBD is organic and full spectrum. CBD supports anti-inflammatory properties naturally occurring in the body and promotes good digestion and immune function. It also serves as an aid for sleep, stress, and anxiety relief. People have used CBD to relieve symptoms of menopause, such as hot flashes, brain fog, anxiety, and sleep related issues.

Consult your healthcare provider prior to use if you are pregnant, nursing, taking any medication or have any medical conditions





**Night Sky 1 oz: \$45.00 Wholesale (\$79.00 MSRP)**

Night Sky is an exclusive blend of organic, 500mg full spectrum CBD and carefully selected, pure and potent herbal extracts designed to quiet a restless mind for peaceful and deeply restorative sleep.

**Usage:** Shake well before using. Place 1/4 dropper under tongue approximately one hour before bedtime. Assess results after initial use and modify amounts and frequency as necessary. Store in cool, dry place away from sunlight. Do not use if safety seal is broken or missing.

**Description of Ingredients (organic or ethically sourced and wild harvested):** Albizzia, California Poppy, Chinese Knotweed, Passion Flower, Spiny Zizyphus, Reishi Mushroom, Rosacea, Radish Seed, Full Spectrum, organic 600 mg CBD, Organic Ethyl Alcohol, Water, vegetable USP grade Glycerin, organic Sunflower Lecithin\*\*\*\*

**Albizzia:** organic, creates a mild sedative effect to support better sleep and soothe anxiety, helps with inflammation, and can help with depression and general mood issues.

**California Poppy:** organic, produces a natural sedative effect to promote sleep, relieves anxiety and tension, and boosts brain function.

**Chinese Knotweed:** ethically sourced and wild harvested, has antioxidant properties and may help to ease sleep issues and treat nerve disorders.

**Passion Flower:** organic, quiets sleep disorders and promotes an overall calming effect to help reduce anxiety and tension.

**Spiny Zizyphus:** ethically sourced and wild harvested, promotes better sleep, has anti-inflammatory properties, and is known to have a soothing effect on the brain and nervous system.

**Reishi Mushroom:** organic, revitalizes your body and quiets sleep disorders, settles digestive issues, and helps calm your body in response to daily stressors.

**Rosacea:** organic, \*\*\*\*helps with digestion and is thought to target the heart, liver and spleen.

**Radish Seed:** organic, helps treat digestive issues and abdominal pain.

**CBD:** Our CBD is organic and full spectrum. CBD supports anti-inflammatory properties naturally occurring in the body as well as digestion and immune functioning. It also functions as an aid for sleep, stress, and anxiety relief. People have used CBD to improve sleep.

Consult your healthcare provider prior to use if you are pregnant, nursing, taking any medication or have any medical conditions





**GLOW 1 oz: \$35.00 Wholesale (\$59.00 MSRP) | 4 oz. \$139.00**

Lavish your skin with a blend of pure botanical oils and organic, 500 mg full spectrum CBD to deeply nourish, replenish, and revitalize your face, steadying you to meet the day or ease into sleep.

**Usage:** Glow can be applied first thing in the morning beneath makeup and sunscreen, and as a luxurious moisturizing base before bed. Store in cool, dry place away from sunlight. Do not use if safety seal is broken or missing.

**Description of Ingredients (organic or ethically sourced and wild harvested):** Argan oil, Black Seed oil, Evening Primrose oil, Jojoba oil, Pure Shea Nut oil, Rosehip Seed oil, CBD oil 500mg

**Argan Oil:** organic, helps skin maintain its elasticity and retain moisture for a softer look, reduces wrinkles and helps protect skin from damage that may include smoke, pollution, sun, and burns.

**Black Seed Oil:** organic, reduces fine lines and dark spots, fights acne and unclogs pores, exceptionally moisturizing, and helps soothe inflammation.

**Evening Primrose Oil:** organic, rejuvenates and revitalizes mature skin for a more supple, silkier look, and helps remove redness and blemishes.

**Pure Shea Nut Oil:** organic, nutrient dense, this oil reduces fine lines and wrinkles, soothes inflammation, may help calm eczema and psoriasis, and helps the body produce collagen.

**Jojoba Oil:** organic, is exceptionally moisturizing because it closely mimics the skin's own natural oils, allowing our skin to better utilize its nourishing, replenishing properties.

**Rose Hip Seed Oil:** organic, rich in antioxidant vitamins A, C, and E that help fight free radicals, helps reduce fine lines and wrinkles, helps skin maintain elasticity and plumpness, promotes collagen production and cellular regeneration, and may reduce dark spots.

**CBD oil:** Our CBD is organic and full spectrum. CBD supports anti-inflammatory properties naturally occurring in the body and boosts immune functioning.

Consult your healthcare provider prior to use if you are pregnant, nursing, taking any medication or have any medical conditions.





**GLOW+ Gua Sha Kit 1 oz: \$49.00 Wholesale (\$59.00 MSRP)**

Lavish your skin with a blend of pure botanical oils and organic, 500 mg full spectrum CBD, using the Gua Sha massage tool to deeply nourish, replenish, and revitalize your face while releasing tension along the jawline and toning the skin.

Gua Sha is a method derived from ancient Chinese medicine that aims to alleviate muscle tightness in the face and jaw, enhance blood flow, and activate the lymphatic system.

**Usage: Glow can be applied first thing in the morning beneath makeup and sunscreen, and as a luxurious moisturizing base before bed. Store in a cool, dry place away from sunlight. Do not use if the safety seal is broken or missing.**

**Description of Ingredients (organic or ethically sourced and wild harvested):** Argan oil, Black Seed oil, Evening Primrose oil, Jojoba oil, Pure Shea Nut oil, Rosehip Seed oil, CBD oil 500mg

**Gua Sha technique**

- Using the flat side of the gua sha, gently move upward on the face starting from the chin. Follow the curves of the face and cheekbones.
- For lymphatic drainage, glide the stone up towards the ear and then slide it back down the sides of the neck toward the lymph nodes.
- To soothe and de-puff under the eyes or over any redness, press the tool flat to the skin and delicately stroke these areas.
- Repeat as necessary.
- Skin flushing is normal, but this process should not be uncomfortable.

**Argan Oil:** organic, helps skin maintain its elasticity and retain moisture for a softer look, reduces wrinkles and helps protect skin from damage that may include smoke, pollution, sun, and burns.

**Black Seed Oil:** organic, reduces fine lines and dark spots, fights acne and unclogs pores, exceptionally moisturizing, and helps soothe inflammation.

**Evening Primrose Oil:** organic, rejuvenates and revitalizes mature skin for a more supple, silkier look, and helps remove redness and blemishes.

**Pure Shea Nut Oil:** organic, nutrient dense, this oil reduces fine lines and wrinkles, soothes inflammation, may help calm eczema and psoriasis, and helps the body produce collagen.

**Jojoba Oil:** organic, is exceptionally moisturizing because it closely mimics the skin's own natural oils, allowing our skin to better utilize its nourishing, replenishing properties.

**Rose Hip Seed Oil:** organic, rich in antioxidant vitamins A, C, and E that help fight free radicals, helps reduce fine lines and wrinkles, helps skin maintain elasticity and plumpness, promotes collagen production and cellular regeneration, and may reduce dark spots.

**CBD oil:** Our CBD is organic and full spectrum. CBD supports anti-inflammatory properties naturally occurring in the body and boosts immune functioning.

Consult your healthcare provider prior to use if you are pregnant, nursing, taking any medication or have any medical conditions

