ORIGINS

Always On Sampling Program





Always On Sampling Program Details

Service Key Program Information

WHAT: A recruitment initiative to drive sales and get NEW customers to fall in love with Origins.

WHY: Always On Sampling is a good ice-breaker when recruiting as it is a great way to start conversations with customers shopping in your store. ASK: "I would love to give you a free sample today, tell me about your skin?"

HOW: Origins will send <u>quarterly</u> allocations of packettes and deluxe tube samples direct-to-door at Macy's! Use them for recruitment in the department and share that no purchase is necessary to receive these samples!

FOLLOW UP: Use the Sample Log to capture samples given out so you can invite them back in for a Ritual/Mini Facial Service. Gather Name and Phone # and simply SHARE: "I would love your feedback on the sample I gave you today, can I follow up with you in a few days?" PRO-TIP: Be sure to ask if they prefer a call or text.

















Always On Sampling Log Screen Shot

The Key to Success is FOLLOW UP!

FOLLOW UP: Use the Sample Log to capture samples given out so you can invite them back in for a Ritual/Mini Facial Service. Gather Name and Phone # and simply SHARE: "I would love your feedback on the sample I gave you today, can I follow up with you in a few days?" PRO-TIP: Be sure to ask if they prefer a call or text.

*Ask your Sales Manager to print this Sample Log for you





ALWAYS ON SAMPLING LOG

			î l o	
Name	Phone Number	Call or Text	Date	Samples Given
	1			
	+			



FALL FY23
Samples



DRINK UP™ Intensive Overnight Hydrating Mask with Avocado & Glacier Water





SIZE: 3ML SKU: 0XN490

72-HOUR HYDRATION

This ultra-moisturizing sleeping mask instantly delivers 72-hour hydration, and keeps skin-even hands-soft and smooth.

Infused with Glacier Water, Hyaluronic Acid and Avocado Butter, this hydrating face mask drenches extra thirsty skin in 72 hours of non-stop hydration. It's nourishing, superfoodinfused hydration to get dewy skin by morning.

BONUS: use on dry, thirsty hands as a moisturizing hand mask or cream.

Apply twice a week or as desired, gently massage onto clean skin at bedtime. Tissue off. Apply to hands as a moisturizing hand mask or hand cream.

GINZING™ Energizing Gel Cream with Caffeine + Niacinamide





SIZE: 15ML **Sample size is not shown above

SKU: 0XJ490

WAKE UP AND SHAKE UP

Shake up you day with the upgrade of our OG energizing moisturizer. Now with a double shot of Ginseng plus Niacinamide, the new Gel Moisturizer boots your skin's natural energy and hydration levels while working to minimize the look of pores with every use. So you can live life, thrive and give good glow wherever you go.

New Korean Red Ginseng and New Fermented Golden Ginseng with Plant Derived Vitamin C will provide all day, around the clock radiance.

PLANTSCRIPTION™ Anti-Aging Power Eye Cream





SIZE: 1.5ML **Sample size is not shown above

SKU: OLG444

POWER UP YOUR EYES

We powered up our most potent anti-aging formula with legendary eye experts Chamomile and Algae. Now pumped up for fragile eye skin, this highly-hydrating cream absorbs instantly to help visibly reduce lines and wrinkles. With continued use, you'll see puffiness, crepey lids and crow's feet appear to disappear.

Dab around eye area AM and PM.

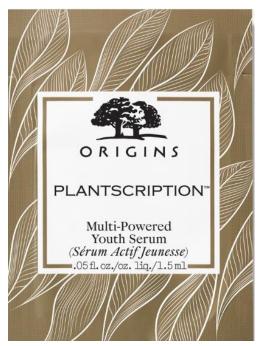


SPRING FY23
Samples



PLANTSCRIPTION™ Multi-Powered Youth Serum





SIZE: 1.5ML SKU: OLG444

YOUTH IN A SERUM

Our #1 anti-aging serum-formulated to visibly reduce lines on skin and renew firmness.

Engineered with a 9.2% complex of 6 Peptides, it targets three foundational components in skin – Collagen, Elastin and Fibrillin. It helps boost Collagen while Anogeissus helps protect against Fibrillin degradation. You'll see noticeably less visible lines and pores, as well as significantly renewed firmness. Sage and effective: 90% said it reduced the look of lines and wrinkles.

Apply AM and PM on clean skin. Formulated for use on face, neck and décolleté.

GINZING™ Refreshing Scrub Cleanser





SIZE: 1.5ML SKU: 0L1Y40

GENTLE EXFOLIATING CLEANSE

2 in 1 brightening scrubby cleanser infused with Panax Ginseng and Caffeine from Coffee Beans. Naturallyderived Jojoba and Carnuba Wax gently exfoliate to help unclog pores. Skin looks smoother, brighter. Feels perfectly refreshed. Plus, uplifting aroma of Grapefruit, Lemon and Spearmint perks you up so you're ready to face the day

Gently massage into wet skin in circular motions. Avoid eye area. Rinse thoroughly. Gentle enough for daily use.

ORIGINAL SKIN™ Retexturizing Rose Clay Mask





SIZE: 3ML SKU: 0XNH40

CLARITY & GLOW

A Rose Clay mask that retexturizes skin and deep cleans to prefect pores for a naturally flawless look - no filter required.

Gently draws out dirt & debris, exfoliates to refine skin's texture & visibly minimizes the look of pores in one simple step. Skin is left looking perfected & polished.

Apply a thin layer to clean skin. Avoid the eye area. Leave on 10 minutes. Using wet fingertips, wash off. Use 1-2 times per week.

Dr. Andrew Weil for Origins™ MEGA-MUSHROOM RELIEF & RESILIENCE SOOTHING TREATMENT LOTION





SIZE: 1.5ML SKU: 0X3140

SOOTHING HYDRATION

Now with 10x more Reishi Mushroom, this watery lotion is the perfect 1st layer of hydration- it helps visibly calm skin and reduce the look of pores. Preps for other skincare products and makeup. Strengthens your skin barrier.

It hydrates and visibly soothes; helps repair and protect. The watery texture sinks right in, and the advanced formulation helps repair by visibly soothing dry, red, irritated-looking skin. It protects by strengthening skin's barrier, while Adaptogenic Licorice Root in new technology helps activate skin's natural defenses against external aggressors that can lead to early signs of aging.

Apply AM and PM. Shake, pour into hands, then pat onto cleansed skin before serum and moisturizer. Similar to an essence or toner, this treatment lotion is a second step in your skincare routine.

GINZING™ Vitamin C & Niacinamide Eye Cream to Brighten and Depuff

Original Tone





SIZE: 1.5ML SKU: OWN101

DARK CIRCLE & PUFFINESS REDUCTION

Our upgraded de-puffer now has Vitamin C & Niacinamide to help visibly reduce dark circles- instantly and over time- while it depuffs, brightens and hydrates. 93% of people in consumer testing said eyes looked brighter, more radiant and refreshed at 4 weeks.

Gently tap onto the eye area with fingertips, both morning and night.

GINZING™ Into The Glow Brightening Serum





SIZE: 1.5ML SKU: 0W5640

BOOST RADIANCE & SMOOTH SKIN

This multi-action serum visibly brightens dull skin in one shot. Infused with Vitamin C plus a 5% Retexturizing Complex, the formula noticeably smooths skin and reduces the look of pores over time.

Our 5% Retexturizing Complex- a Green Coffee Seed and AHA/BHA blend- helps support skin's natural exzymatic action to boost cell turnover for smoother skin texture and less visible pores. Infused with potent Vitamin C, this fast-acting formula visibly brightens dull-looking skin in one use, while Hyaluronic Acid plumps skin with hydration. With our carefully-calibrated serum, the radiance is real.

Use AM & PM on clean skin. If you experience brief tingling or minor sloughing, don't be concerned-this is normal: Our 5% Retexturizing Complex gently resurfaces skin and gives cell turnover a jumpstart.