

transform by night

sound sleep cocoon  
transformative night gel-cream

**dermalogica**<sup>®</sup>

a skin care system researched and developed by The International Dermal Institute

glow by day<sup>™</sup>

sound sleep cocoon<sup>™</sup>

**dermalogica**<sup>®</sup>



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# introduction

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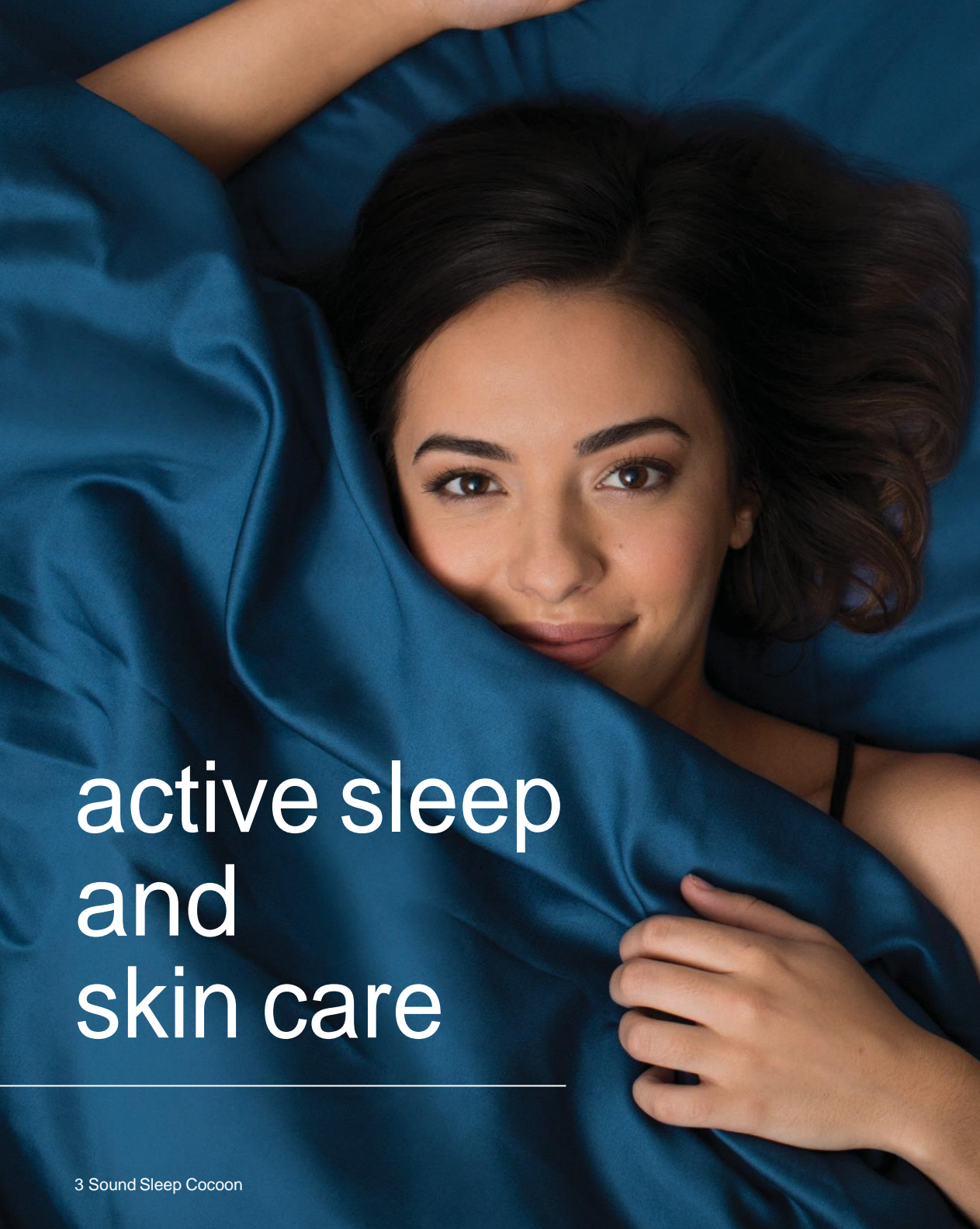
There's a serious stigma about sleep. In today's increasingly interconnected, always-on world we view sleep as a period of idleness or lost productivity, and we try to get by on as little as possible. Most of us don't realize that the hours we spend asleep are actually among our most constructive: While we sleep the brain recharges and cellular repair ramps up, and the benefits are huge. Certain areas of your brain work their hardest during sleep, and skin is best able to repair and regenerate itself at night. How's that for productivity?

Now, knowing how beneficial sleep is, consider this alarming statistic:

**sleep problems affect health and quality of life for up to 45% of the world's population.<sup>1</sup>**

Just a few nights of missed sleep lead to dull skin and fine lines, and continued sleep insufficiency can result in hypertension, diabetes and a host of other issues.<sup>2</sup>

Helping clients understand the importance of active sleep and address chronic sleep insufficiency can seem daunting – but Dermalogica's new **Sound Sleep Cocoon** is an excellent place to start. It features active ingredients that transform skin overnight by optimizing nighttime skin recovery and soothing motion-activated essential oils to promote restful sleep.



# active sleep and skin care

The time we spend sleeping is more active than most people realize. The mind and body enter a biological regeneration mode while we sleep, performing reparative functions that don't really occur during wakefulness. The brain clears out waste products like amyloid beta (a substance associated with the development of Alzheimer's disease)<sup>3</sup>, ramps up its production of protective brain cells called oligodendrocytes<sup>4</sup> and consolidates memories to enhance problem-solving and creativity.

Skin follows a similarly regenerative process. Sleep-inducing melatonin is produced at night and is known for its antioxidant properties – and levels of the stress hormone cortisol fall

during sleep, allowing skin to repair and protect itself from outside damage. Sleep also allows the body to make more collagen, which minimizes fine lines, and release more human growth hormone, which increases muscle mass and strengthens skin.

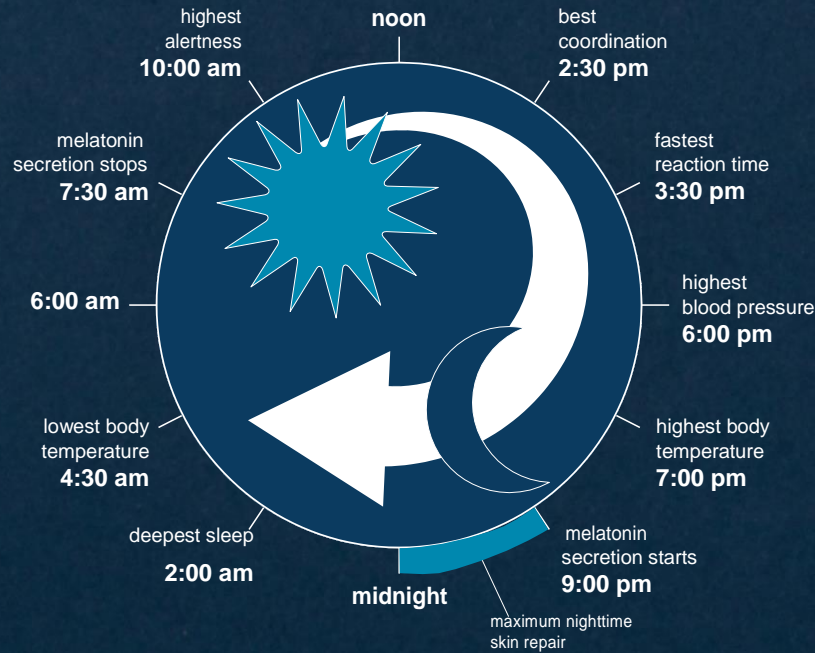
Conversely, sleep deprivation wreaks havoc on skin. Just a few nights of missed sleep can result in sallow skin and puffy eyes, and chronic sleep deprivation leads to dark circles and early aging.<sup>5</sup>

As a professional skin therapist, you can't always convince clients to get the recommended seven hours' nightly sleep – but you *can* help them maximize the skin benefits from the sleep they *do* get.



# circadian rhythms and skin

Sound Sleep Cocoon is formulated to be used at night, to work with the body's natural circadian rhythms. Circadian rhythms are distinct periods of biological activity that occur when we're awake and when we're asleep, controlled by the way the body's biological clock responds to light and dark.



During the day skin cells are in defense mode, working to protect themselves from UV exposure and free radical damage. When the sun goes down our skin switches into regeneration mode – repairing daytime damage and boosting the production of substances that protect and renew.<sup>8</sup>



### a.m. defense mode

- Cells defend against UV light
- Natural antioxidant protection
- Peak hours: 7:00 am – 11:00 am



### p.m. regeneration mode

- Skin renewal rate almost doubles<sup>9</sup>
- Collagen production rises
- Cell damage reverses
- Body temperature rises, causing more water loss through skin
- Melatonin production rises, repairing UV-induced damage
- Peak hours: 9:00 pm – midnight

## why a night gel-cream?

Skin is nocturnal: Because the skin is in repair mode and blood flow increases at night, it's best able to absorb active ingredients while we sleep.<sup>10</sup> The skin also experiences more Trans-Epidermal Water Loss (TEWL) at night – so a gel-cream formula also replenishes crucial hydration, complementing the body's natural fluctuations. By promoting restful sleep with motion-activated encapsulated essential oils and targeting signs of skin fatigue with active ingredients, Sound Sleep Cocoon helps clients make the most of their sleep.



# sound sleep cocoon at a glance

## why your clients need it

At night, skin is better able to absorb active ingredients and repair damage that has occurred during the day.<sup>11</sup> Sound Sleep Cocoon boosts radiance by replenishing the hydration skin loses throughout the day and delivering active ingredients at night, when skin is at its most receptive – and encourages restful sleep with essential oils.

## what it is

A night gel-cream that harnesses the power of nature with science to promote sound sleep and healthy, radiant skin.

## how it works

This revitalizing treatment gel-cream optimizes nighttime skin recovery with active ingredients that take advantage of the body's overnight recovery and repair process to transform skin by morning, along with motion-activated essential oils to promote deep, restful sleep.

## skin condition

All skin conditions.

## key benefits

- Reduces signs of skin fatigue and restores vitality
- Visibly increases radiance by morning
- Softens and hydrates skin
- Improves and brightens skin tone
- Promotes deep, restful sleep for healthier-looking skin

## application

Smooth over face and neck as the last step of your nighttime regimen, over toners and targeted treatments. Clients may also layer Sound Sleep Cocoon over their preferred Dermalogica moisturizer to further enhance overnight hydration. Allow gel-cream to melt into skin overnight.



# key ingredients

When developing Sound Sleep Cocoon, the skin health experts at The International Dermal Institute extensively researched ingredients and formulations that would promote optimal overnight skin recovery and encourage restful sleep. The following ingredients were selected for their abilities to enhance sleep and rejuvenate skin, reducing signs of fatigue to give clients healthier-looking skin by morning.

## Albizia Julibrissin Bark (Persian Silk Tree) Extract

Persian Silk Tree Extract (nicknamed the “night sleeper” because its leaves open in sunlight and close at night) provides overnight antioxidant protection and fights free radicals. It reduces signs of fatigue such as skin slackening while brightening and plumping tired skin. It also helps to fight Advanced Glycation End-products (AGEs), which can contribute to wrinkles, loss of elasticity, irritation and aging.

## Evodia Rutaecarpa (Fruits of Wu-Zhu-Yu) Fruit Extract

Used widely in traditional Chinese medicine, Wu-Zu-Yu promotes a more refined, even skin texture. It also aids in illuminating dull skin, visibly increasing skin’s radiance by morning.

## Kakadu Plum Extract

Native to northern Australia, Kakadu Plum is a potent form of Vitamin C – and a powerful weapon against free radical-induced skin damage and premature aging. It’s noted for its unique combination of hydrophilic (water-soluble) and lipophilic (oil-soluble) antioxidants, which are highly bio-available to the skin and deliver comprehensive antioxidant protection while improving luminosity and skin tone.

## Tamarindus Indicia (Tamarind Seed) Extract

This naturally occurring polysaccharide has a chemical structure similar to hyaluronic acid. It reduces transepidermal water loss (TEWL) and helps protect skin’s barrier function, promoting the skin’s natural hydration process while increasing smoothness and softness.

## Motion-Activated Essential Oils

Lavandin Oil is encapsulated in motion-activated biodegradable polymeric microcapsules that allow it to be released throughout the night as clients toss and turn – promoting deep, restful sleep. Additional calming essential oils soothe the senses to encourage sound sleep for healthier-looking skin.

### the benefits of essential oils

For some people, falling asleep is the hardest part. That’s where essential oils come in. Soothing scents like the essential oils included in Sound Sleep Cocoon have long been thought to quell anxiety, relaxing the mind and body to improve sleep quality. In fact, scientific evidence suggests that the scent of Lavender may slow the activity of the nervous system, promoting relaxation and improving sleep quality.<sup>12</sup> Recent research has revealed that being able to fall asleep easily has major benefits, too: You can look 2.5 years younger if you fall asleep quickly.<sup>13</sup>

Scents can even improve your dreams! Our sense of smell is closely linked to the brain’s limbic system, which controls emotion and behavior. In one study, researchers gave sleeping subjects whiffs of rose scent, resulting in pleasant dreams; when given a whiff of rotten eggs, subjects reported bad dreams.<sup>14</sup>

Sound Sleep Cocoon’s motion-activated encapsulated Lavender, along with soothing Patchouli and Sandalwood, work all night to help you get to sleep and rest tranquilly until morning – giving skin the time it needs to actively repair and regenerate itself.

# client service and retail activation tools

The following tools and techniques are designed to help you educate clients on the effects of sleep deprivation and the multifaceted benefits of Sound Sleep Cocoon. Use them to create an educational path toward retail purchases and/or service bookings, and share advice clients can use at home.



**NEW!**

## Sound Sleep Cocoon Essential Oil Activation Technique

**time:** 1 minute

Encourage clients to incorporate this exclusive technique into their nightly routine to activate Sound Sleep Cocoon's motion-activated essential oils and increase circulation, promoting restful sleep for glowing skin by morning.<sup>15</sup>



### Apply

Dispense 1-2 pumps onto fingertips and gently apply over face and neck as the last step of nighttime regimen.



### Massage

Smooth onto skin with light fingertip circles. This begins the release of essential oils and aids in absorption of active ingredients.



### Breathe

Close eyes, cup hands over nose and mouth and breathe in deeply for 3 seconds. Remove your hands and slowly exhale. Repeat for 15 seconds.

See a video demonstration at [dermalogica.com/SleepCocoon](https://www.dermalogica.com/SleepCocoon)

**NEW!**

## Sound Sleep Cocoon Skin Bar® Lesson

Sound Sleep Cocoon can fit into any skin care routine. This quick, informative Skin Bar Lesson is a great way to build relationships as you help your client incorporate Sound Sleep Cocoon into their existing regimen, as well as an opportunity to recommend additional skin treatments and products.

Our Skin Bar Lessons are the perfect educational setting for groups or one-to-one sessions and events! For more information, contact your **Dermalogica Education Training Center.**





# frequently asked questions

## What are the key benefits of Sound Sleep Cocoon?

This dual-purpose gel-cream optimizes nighttime skin recovery with active ingredients that take advantage of the body's overnight recovery and repair process to transform skin by morning, and gradual-release essential oils to promote deep restful sleep.

## Can I prescribe Sound Sleep Cocoon for any skin condition?

Yes! As part of the Daily Skin Health line, Sound Sleep Cocoon is designed to deliver transformative overnight results for all skin conditions.

## How does Sound Sleep Cocoon fit into my client's existing Dermalogica regimen?

Since Sound Sleep Cocoon is a nightly moisturizer, it should be used as the last step in your client's nighttime regimen. Recommend that your client double cleanse, exfoliate, tone, and apply any prescribed targeted treatments. To further enhance overnight hydration, some clients may benefit from using Sound Sleep Cocoon in addition to their regular nighttime moisturizer: simply moisturize as usual, then finish with Sound Sleep Cocoon to optimize active ingredient absorption and enhance overnight repair.

## Why should Sound Sleep Cocoon be used specifically at night? Is there a particular time it should be applied?

Sound Sleep Cocoon is formulated to work with the body's overnight recovery process: Due to increased blood flow, the skin is best able to absorb topical products during sleep. Additionally, the gel-cream formula helps replenish the hydration skin loses throughout the day.

We recommend just prior to 9:00 pm as the *optimal* application time, as that's when the body begins secreting antioxidant-rich melatonin – but clients will experience the benefits of application any time before going to sleep. Applying it at night also allows clients to take advantage of Sound Sleep Cocoon's essential oils for deep, restful sleep.

## What are the signs of sleep deprivation?

If clients are unsure whether they're experiencing sleep deprivation, tell them to watch for the following skin signs:

- Dark under-eye circles
- Fine lines
- Puffy eyes
- Dehydrated or lackluster skin

## How can the motion-activated essential oils enhance my clients' sleep?

Our sense of smell is closely linked to the brain's limbic system, which controls emotion and behavior. Any aroma that makes you happy can promote sleep – so soothing scents like Lavender have been proven to decrease anxiety and promote relaxation. Sound Sleep Cocoon contains Patchouli, Sandalwood and specially-encapsulated motion-activated Lavandin Oil, which is released throughout the night to continually promote deep, restful sleep.

## What other tips can I give my clients to promote restful, regenerative sleep?

- Avoid consuming alcohol for at least 2 hours before going to sleep.
- Make your bedroom as dark as possible and slightly cool at bedtime.
- Turn off all electronics (even your phone!) and dim the lights at least 30 minutes before bedtime.
- Avoid caffeine after lunchtime.
- In the morning, seek out bright light; this can help regulate your biological clock.
- Stick to a schedule: Go to sleep and wake up at the same time each day.
- Practice a relaxing bedtime ritual like the Sound Sleep Cocoon Essential Oil Activation Technique.





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