



INTUITIVE SKIN CARE

UPDATE ON GLIMPSE RATING

To our valued Distributor leaders:

Glimpse™ Intuitive Skin Care is creating the category for topical skin nutrition from the mangosteen. Glimpse utilizes groundbreaking green chemistry that ensures performance-based skin nutrition without the use of harmful toxins. Having carefully overseen the creation of this amazing product, I can vouch for its rare purity; I am so confident in its safety that, with the approval of XanGo founders, I signed the Compact for Safe Cosmetics that pledges that XanGo and Glimpse will do no harm to either consumers or the environment. Since its formal launch at our 6th Anniversary Convention—and thanks to your outstanding leadership—consumer/Distributor reception to Glimpse has been overwhelming, even amid an uncertain economy.

The technology behind Glimpse is so cutting-edge that even some consumer watchdog groups are not up to speed on the use of the natural, plant-based ingredients found in Glimpse. Such is the case with a group I have high respect for: the Environmental Working Group (EWG). Because the database used by this group does not yet reflect the natural, plant or vegetable derived ingredients found in Glimpse, it has issued a preliminary rating for our product that is higher than expected and is raising questions from a few distributors. We apologize for any concern or inconvenience, and want to help you understand that this rating is indeed preliminary and automated and does not accurately reflect the discretionary coding needed to rate Glimpse based on the use of the plant and vegetable based ingredients.

To help you answer these questions, I am sending this email and posting a Q&A on the XanGo website under Distributor Tools in the Glimpse section of the web site (<http://www.xango.com/products/glimpse-skin-care>) to ensure that you and other distributors can stand in confidence behind this category-creating product:

Q. Why has The Environmental Working Group (EWG) not given Glimpse the lowest rating possible on its Skin Deep database?

A. Through contact with the EWG, we understand that Glimpse has not yet been thoroughly reviewed by the organization. The current rating reflects an automated assessment of Glimpse ingredients based on the EWG database that utilizes synthetic and animal derived ingredients commonly used in most products. When the EWG has a chance to conduct an in-depth review of the natural plant and vegetable-based origin of Glimpse ingredients, we believe that it will update its rating and reflect the complete safety of Glimpse.

Q. What does the Environmental Working Group's (EWG) rating system, known as a "hazard score", mean on cosmetic safety database, and how is it calculated?

A. EWG, a consumer watchdog group, developed a hazard rating system that represents a combination of known and suspected hazards associated with ingredients and products. EWG gathers information on ingredients and assigns scores based on a number of toxicity and regulatory databases. (For full explanation of hazard score, go to www.cosmeticdatabase.com/about.php#3.) Hazard ratings within EWG's Skin Deep posting are shown as low, moderate, or higher concern categories, with numeric rankings from 0 to 10.

- 0 to 2 score range means that the ingredient/product is generally considered low hazard;
- 3-6 score range means there is potential/moderate concern;
- 7-10 score range means there is significant connection between the ingredient/product and negative health effects due to toxicity, mutation, allergy and/or other factors according to government assessment or credible studies.

Q. Even though it is preliminary and automated, why does the EWG database not currently reflect the safety of Glimpse ingredients?

A. While this small, non-profit organization has demonstrated herculean efforts in educating consumers on the harmful ingredients and toxic chemicals often used in many skin care products, it has been impossible for it to keep up with the emergence of new technology that utilizes completely natural plant or vegetable-based ingredients like those used in Glimpse. Be assured that XanGo utilizes leading green chemistry and has conducted research over the past several years in sourcing natural, vegetable and plant-based ingredients, many coming from Europe and Japan. XanGo once again leads by providing performance-based ingredients without the use of harmful toxins.

Q. When do you expect that the EWG will update the Glimpse rating?

A. The EWG has told us that they will begin a formal review of Glimpse in January, and because it is a complex and tedious process, it will take months to complete.

Q What will XanGo do in the meantime to clarify this confusion?

A. During the review process, XanGo has asked for a notation to be added to the EWG site, indicating the natural, plant or vegetable derived origin of our ingredients.

One of the primary goals of the EWG is consumer education and awareness, and I am personally confident that once a thorough review is complete, the Skin Deep rating will be updated. Please be assured that we are proactively working with this respected group to help them update their database and accurately reflect the complete safety of Glimpse.

Thank you for your patience and understanding and feel free to contact us at answers@xango.com if you have any further concerns. I have staked my reputation on a commitment to safety and health and assure you that this will be rectified. We will update you as new information evolves on this issue.

With warm regards and gratitude,

Beverly Hollister
Senior Vice President

