

## GDL Marya Kahlil

Good day Good day Good day Welcome to Good day live I'm Michelle Mira with my new friend Maria Kil How are you So good I'm so excited to be here Oh I'm so excited to have you I have literally been fan girling over you and your products for so long Well your skin looks amazing Thank you Thanks to you I can't take all the credit You can't take all the credit You looks pretty good already Yeah we'll talk about your skin age in a little Ok All right We can talk about it Yeah Yeah Yeah No Um I like I said before we uh before you came on I was told about you know your peel and then your PF and I fell in love with the SPF It's a great sunscreen It's it's honestly and I like I do not kid anyone It is the best sunscreen I use it religiously like I notice my skin is super glowy after I use it And then I put you're like like a I know all of it I just I hear this from a lot of people who say I hate wearing sunscreen and they say they actually enjoy wearing our sunscreen and that says a lot and I've tried a lot of sunscreens too I'm sure they're just you know it's hard to get that non white cast silky formula that just does what it's supposed to and doesn't bother you Right Right Right It's an art form It's an art form which you guys have totally nailed Ok Um we got I got to rewind a little bit How did you become CEO of Vitality Institute also known as the Chief Acid Officer I made that up Chief Acid I love that I know it sounds a little scary but you know what acid is our friend and I just want to get rid of the stigma So thank you Chief Acid Officer I know myself that I love that I don't even know if everyone knows at the office that I call myself that Now walk around you have a SASH say cao Chief Acid Officer Well the story is actually really special and it's interesting I started developing cystic acne when I was 14 It made me incredibly depressed really shy I wouldn't make eye contact with people acne look it's common But how it affects us is more than just on the surface and skin level That's what I was saying It's psychological and it really did a number on my self esteem and how I felt about myself and my dad Doctor Khalil he was an aesthetic physician and he had his own med spa in Miami Beach Florida And so he saw how I was suffering with my skin It's hard for anyone that you love to see them that way And we basically just started trying everything that we could get our hands on trial and error which if you speak to anyone with acne they have the same sort of story I think you know we'll probably drink poison if someone told us that it would that will help cure our acne because it's so psychological and it really holds us back So my dad and I tried everything

nothing on the market was working nothing on the market was safe for all skin tones and all ethnicities And so he saw an opportunity to create this amazing incredible product The VIP O and there's no cure for acne I wanna make that really clear Yeah Yeah There's no cure for a lot of these skin disorders It's kind of a lifelong battle I wish there was you know that thing that fixed it all And um so that's how the peel was born He used his office in Miami as beta testing and Miami as you know is so mixed Yes So so I love it too It's such a melting pot and there's a lot of sun damage Yeah Yeah For sure For sure A ton of sun damage So what better place to create a chemical appeal than Miami Yeah Seriously Yeah So he started this business and then I started working with him after college My dad sadly passed away really unexpectedly Sorry to hear that Thank you It's been about 10 years It's been a really interesting rough 10 years at times I'm not gonna scoot around that It wasn't always I wasn't always on set doing things like this Let's just say that in the beginning it was tough Um I was scared and so somehow that little girl with the acne became the CEO which I never thought that my life would take down this path I never thought that it would be me I'm I'm literally OK So I I knew this story already but I have chills just hearing this story because I lost my mom a year ago and it is not easy losing a parent But what I will tell you this I feel like I'm gonna start crying on a good morning talk show is that I know for sure that your dad must be above and beyond the moon what you're doing because it is phenomenal And I feel that with my mom because she was a therapist and she would you know basically do what I'm doing but on a different level and I'm just so happy to be sitting across from you and for you to share your story and to talk about the struggles and it's not easy like there we we do go through ups and downs and valleys and and in between but what your company is doing for so many people is just a gift and I feel like again so honored to be like sitting across from you This is just I mean I have I don't really feel like I'm in my body right now To be honest your positivity is contagious by the way Oh and yours is too When I met you I felt like a little bit of a soul sister connection I'm not kidding It was just like really cool and and just really awesome So since like like you saw oh gosh it's such a good search effort Um Since you saw uh my very first video in this studio how I said like I would love to collaborate with you guys I feel like we need to pull a card OK we got some roll behind us of of how excited I was to go to um Vitality Institute and he loved having you Uh I love being there And can I just say everyone that has like works there I know you're just like so lucky but it's and again I'm getting chills like it's I really am like I feel like I need

to have a camera on my arms Um It's it's you you're attracting those people like you are like you're just yeah you're just getting like so grateful It's really amazing that I get to surround myself with such incredible people I learn from everyone I learn every day It's it's really such a journey Listen I want to learn more I'm like totally obsessed with you guys Ok But in the meantime let's pull a card So um we did this on our very first show Kyle pulled the card and the card was uh you ask the question you have to say it out loud And my thing is if it's not good we don't accept it Um And Kyle I don't know what Kyle's question was but we end up getting like soul mates which is perfect because we're like work soulmates which is awesome So OK go ahead OK So I have to ask a question ask a question but you don't have to you don't have to share the question but protection Oh Which speaking about our mom and our dad Is that what you did No I just feel like that's kind of what you wanna hear what it what it says I just got chilled again What's happening OK OK OK I love it All You are protected Um You are safe in all matters of the body mind and spirit Your highest guidance has you covered on all fronts Do not delay in moving forward in if inquiring about a situation or a relationship Um Proceed please take this as a sign that you are taking care of and uh harm to none will be had That's beautiful That's beautiful I didn't think I was gonna get teary eyed I honestly didn't think that was gonna be a thing Um but it is like when you were telling me your story when I was getting the peel like I just it's just a beautiful story So it's awesome Thanks for sharing Um We have some questions uh on uh on um on the list uh there Ok so does a peel hurt It does not some peels hurt Let me take that back Sorry Yeah they about some of the peels that hurt your peels No our peels absolutely do not hurt There are a lot of peels out there There are superficial peels there are medium de peels and then there are really deep peels too and depending on the ingredient profile some peels are a little more spicy than other peels There's more of a tingle There's a warmth and you know what Yeah if you're doing a straight TC a peel it burns So the V I peel does not hurt It doesn't hurt at all And I was here for a whole week and everyone saw me I looked like I almost had like a little bit of a tan the first couple of days like Kyle was like what did you do And I was like you know what I did man I just got a peel Um and then you just start and then what like after day three you start to kind of like peel a little Yeah Usually around 48 hours after the peel application you start peeling first around your mouth because we all talk too much basically And we talk pretty much the ski just starts coming off around your mouth Kind of looks like a mustache anyway then it moves up your

cheeks and it ends on your forehead and it's around the hair and it's a couple days of peeling We need to normalize that Please I want to I'm I'm with you whatever I can do to help you Like literally I so ho honestly there was nothing to hide like it just look like a little like a little sloth Nothing nothing crazy I had little like cuticle scissors just in case if there was anything hanging I didn't have crazy peeling I will say on the very last day when I was peeling it like it wasn't anything but it was just like around my hairline and Michael Keaton Did you hear the story Like I went up to Michael Keaton the peel like I was fine Like who cares We always notice things about ourselves much more than anyone else Exactly So I think that most people can't tell you're peeling Yeah No Kyle had no idea Yeah Kyle had no clue Um I'm glad that you came on set Honestly Thank you Of course that's normalizing it Yes II I am like you I want to do everything I can tend to maintain the health of my skin and prevention and prevention and to like and to feel good in my body and like this show seriously is like all things good We like good people good conversations and because we are the commercials we good products So we wanna like make sure like that people know like what's out there and I wanna highlight again you guys which is so important So many questions Ok Um Where can I get the peel done We have a locator on our website VIP L dot com and you can just pop your zip code in and you can find a practice near you There's 6000 of them across the country How does that feel Amazing Our partners are everything They they are amazing All of them are great I do not play favorites seriously And you like me would guess it's true though That's true though You well of course you don't want to piss anyone off Ok I get it I get it It's like it's like picking a favorite child right You have kids right I do have kids I can't believe that How many kids do you have I have two kids and look at her skin like I just like you know I started taking better care of myself after I had kids Yes Why Because then it became more important and it became more I need my own time I need to make sure I don't forget about myself Yeah Yeah Yeah No Yeah I didn't really work out before I had kids after I had kids Now that hour is me time Leave me alone Mommy needs to do this Or she will be in a horrible mood I love that Yeah I don't know They're old Five and almost 40 my gosh How cute Boy or girl A boy and a girl Oh you got the best of both worlds I got lucky there So there's they're really sweet It's a lot of work But they're adorable Oh my heart hurts It's so cute And they know all about the VIP Yes I asked my son the other day what's a chemical peel And he said a V I peel I looked at him and said how do you know that Because he's they listen to everything we say You

have to be very careful I can't even imagine what you've heard back They hear everything So yeah he just heard he must have heard us talking work at home because you know I work with my husband I didn't know that That's cool What's that Like I get it I get it It must you know what if like Kyle and I were married I would totally get it I was always that girl that thought I will never work with my husband And then boom Yeah How did you guys meet Can I ask that question You met the old fashioned way at a club What club Club in Hollywood It doesn't exist anymore And did he come up to you Actually our friends were flirting Oh and it went awry They just really didn't like each other I think he kind of insulted her And so they were both like abort We need we need to go and then we both came to save our friends basically Oh that's so cute And we met that way It's kind of crazy to think that And then when did you guys and then you guys dated for a while and then we've been married almost seven years Wow that's awesome And then when did you guys start working together when I was pregnant with Jude So five years ago Yeah And we both have very different functions at the company We try and stay out of each other's way Yeah Yeah You can't bring family drama into business No you can't You really can't It can't it can destroy families and it can destroy businesses So I'm really cognizant of that and I try and keep it as professional as I can I mean that that's tough Um but it's like but it's a work life blend It's I say which I like which can be difficult I can it's not for everyone It's not for every couple but there's ways to make it work Yeah I think the most important thing is whoever is the decision maker at the end of the day has to have the say yeah and and those should be like established right up front like by the way on the bus Yeah I know I know Yeah I think it's important that there has to be respect there Of course Absolutely Um I love thank you for being so open and honest There's so many questions coming in Um ok Uh so you cannot get the peel anywhere you go to buy the peel and do it at home Yes do not do that Yeah please don't do that do that Um Somebody just said you're the best Um How long will I be peeling for It's like about three to seven days max So you don't start peeling for two days that always confuses people They think you're peeling for a week straight The first two days Kind of like what you said you look glowy It looks like you use sun sunless Tanner That's what it looks like Yeah My husband always loves when he gets when he got the peel done for the first time The next morning he woke up and said my skin looks amazing but you you didn't peel yet He thought that was it And I'm like no you haven't even started peeling This is just the first two days So you start peeling about

two days after you get the peel and then peeling is for about 2 to 3 days Yeah Yeah Yeah So you know it's about 5 to 7 days from the beginning to the completion and you don't need to hide people like you don't need to be hiding The only thing you need to be hiding from is the sun Like just don't go out in the sun like I was out and about I was hosting this show like there was nothing crazy going on It didn't look ridiculous it was fine Um uh What other questions do we have Um If I get Botox can I do appeal to These are great questions That is a good question Actually Very exciting We launched a new treatment protocol What's that It's called to booster to boo and it is it's the combination of a talk neurotoxin OK I love that Not at all here I swear Oh I love I love all the cheesiness I'm here for it Oh no I love it So it's the combination of a neurotoxin like Botox but there's a lot on the market A new one just got approved today actually from Vans I think So That's kind of cool Now there's another neurotoxin What does that do Uh neurotoxins freeze the muscle right Like Botox but it does nothing for the texture of your skin the tone of your skin the health of your skin to be honest it kind of masks a problem So Tox booster is same appointment same day neurotoxin with a VIP Wait what you have the V I peel first because the V I peel has an ingredient phenol that actually kind of numbs the skin So it makes the injections more comfortable even though toxin injections don't hurt They're pretty small and fast But just in case for comfort if that matters to you the peel does help with numbing the skin and also the V I peel constricts the blood vessels so it can help with bruising Oh I didn't know that from toxin you can get bruising Oh that's something I need from the injection So not only are you gonna be working on your whole face holistically Right Like freezing the muscles you're also gonna be working on the pigment which Botox doesn't do anything to to do it does it does because it's gonna be coming back to come back and you can bring maybe Kyle will do a talk maybe Kyle will I would love that So here for sure for sure Hey Oh wait Um I am a guy and he had a VIP o sorry I didn't want to interrupt you but he said it's amazing and he highly recommends it um for anyone who is out Um and this says something about um but not for anyone that's not out in the sun a lot Well yeah you mean like don't be in the sun like after you get the peel but like I think you said it was like I mean it was established in Miami Yes So in the for the first couple of weeks after you get appeal you don't want to go lay out in tan which you shouldn't be doing anyway you should be doing I know Right Like do you have to be saying But like let's say you're a life guard I don't know I know This is like what the and there are some jobs that you

have to be out in the sun but you can wear a big hat you can wear a big hat So that's great And it's just the first two weeks that you really I want to be in prolonged sun You can people always ask me this like can I walk from the car to the grocery store And I'm like yes you can walk from the car to the grocery store Don't be so scared Don't be so scared This is what I said to Kyle Don't be so scared Don't be so skirt you can do it I'm sure you heard that song while you were meeting your husband like in the background Probably so yeah Um you can you we were talking about Yeah No we were talking about sun exposure so you can get the peel done And if you're someone that avoids the sun already anyway then you're Yeah you're golden Um Can I get the peel if I have rosacea You know what you can Yes you can And it sounds counterintuitive for people with rosacea because they think I have sensitive spray and red skin irritated skin So a chemical peel Isn't that going to make it worse No it does the opposite It makes your skin stronger because it regenerates the skin cells and those aren't damaged I love that So it can really help with the rosacea We've seen a amazing results on and for ros I would do the regular V I peel because we do have 56 different ones now because we launched the body peel Oh I I know I saw that when I was in the office That's so cool The body feels really excited everywhere like bathe in it That's what Cleopatra used to do I thought that she was on to something She really was Why not Well actually you can't bathe in it but because it's too much um you're not supposed to do that much of a surface area So don't actually bathe in it but you can do one small body part and your face on the same day So maybe you're getting your chest a lot of sun damage here here and hands Oh I we have a picture of the hands Can we get that picture Oh I don't know if we can show the picture of the hands Um but I know like on um the IP S Instagram you can see it was like two treatments and you could see like the before and after and it was just astounding um who are excited about the body peel Yeah It was super super super cool Uh Somebody said can you recommend um a good moisturizer You have a moisturizer We do have a moisturizer too A moisturizer which is incredible because it's also correcting your skin at the same time as creating providing hydration So it uses a small amount of retinol So it's not super aggressive but it uses glycolic acid to drive the retinol into the skin So it gives it really I hate using the trendy words but it really does give you glass skin because it's exfoliating the surface and any of that damage and moisturizing at the same time So I kind of call it lazy girl skin care because could be busy girl skincare Ok Fine girl You know I like subtle when you're tired at night you know and you can

barely take your makeup off I mean you have two kids and like you're a CEO so you uh yes you have every right to be right though It should be a busy girl Lazy girl No no no Lazy girls is OK Normalize being lazy sometimes but we absolutely should Absolutely No there's nothing wrong with being lazy Actually I I think you need to be lazy like everything is so hustle hustle hustle I know it needs to We need to Your hat was really cute to hustle and glow We're gonna like flowing glow so less hustle more flowing totally You should be doing some flowing doing some flowing um Behind us is this is two peels right This is phenomenal I mean I I love when someone comes to get a VIP done that sort of doesn't use any skin care or sunscreen because then the before and after is that much more amazing It's incredible I mean like I don't think does it where you can tell how old your hand is No I wish I've tried to stick my body parts in there Like my body parts in there doesn't it It doesn't work I know we gotta come out with a buck You can just go to LAX and maybe they'll just get out and let us know Maybe there's technology Oh yeah Gosh Oh it so I mean but I mean like it was like oh so sweet That's so sweet Yeah I did pretty well Um I think what I was struggling in with my pores Um I did pretty well with texture and wrinkles This is terrifying So this is what could be laying underneath my skin if I don't take care of it Like look at that Yeah the or isn't that what it is already Really What do I do now That's but that's the VIP is really great for this Actually this kind of damage the UV spots the sun damage the brown spots So how many do I have to do to make sure it doesn't look like that ever again and look one is gonna make a huge difference but we usually say to do it in a series of three in the beginning and then maintain doing four year every quarter every season every quarter every season I like that What about pores Like pores are hard Yes you can't get rid of pores So if anyone says they're going to get rid of your pores it doesn't exist You can make pores smaller or appear smaller I like exfoliation for that I like chemical exfoliation Um That's what Yeah And skin care too Skin care with acids in it Glycolic acid is really good for poor size Chemical peels Micro needling Awesome I haven't tried micro micro needling yet Micro needling is great and it's really good in combination with the VIP as well Awesome Very cool Yeah I was I'm so excited I would feel like a kid in a candy shop So again talking like a million miles an hour Um What other questions do we have We have so many questions Um uh ha makes your it makes your glow like what what I can't even read that Um uh All these people are just like so excited about VIP O like VIP uh makes your skin look great References Wait what a product that



helps 00 A product that helps with redness redness You have a product that helps with redness So redness it you know you need to know the underlying cause because if it's blood vessels you're gonna need to go get laser treatment for that But if it's rosacea which we talked about the peel can help and then you want to use like humectant cures are really good We don't have a product like that in our line for redness specifically but our moisturizer would be a good option We have some products up here that we had Um so you get the SPF 50 which I'm obsessed with the vitamin C brightening and then you got the purifying cleanser and then what was the moisturizer over there The moisturizer is over and then you guys can all get this on Amazon Um And uh I mean yeah it's all on Amazon right All the is so happy to be on Amazon Dream come true for me That's awesome Well it's a dream come true that you're sitting here and we get to talk about it and it's our carousel So make sure make sure make sure you buy these things Um Kyle is going to come on in a second You can see there's a QR code on the screen So if you guys are wondering about the products that we're talking about not the VIP but the product specifically you can just scan that and it will take you directly to buy the products which you absolutely should do Absolutely get them all Um I have a little gift for you Oh and before we get Kyle on this is a thank you Oh my gosh thank you You're welcome You don't have to open it right now Um But I guess you do because there's a he go yes because my producer is saying you do have to open it because you're here You want me to open it Yeah Yeah Yeah Yeah Yeah Um when we went to the when we came to talk to you we talked about pickle ball and like and like one of your courts like this is awesome It's my sister's birthday party this weekend So I feel like yeah share it and like drunk pink ball sounds kind of fun That sounds amazing That sounds amazing I know one of the courts was like closed or something Our tennis club they decided to convert one of the tennis courts into four pickleball and all the tennis aficionados were very upset I'm not an aficionado so I didn't really care either way but I just liked how they were the drama at the tennis game Yeah Yeah Yeah I love it And that's just for being on wait to get out of my mug Yes Mom needs a lot of coffee Yeah I mean five and four Yeah But at least they're in school So that's great They're in school School changes everything school does change everything and then you got a hat so you can use it You know I wear I wear my Yes please I wear my hustle and gloat So we're wearing our matching hat wear matching hats Um and then oh those are oh I don't know how they got in there Come on Polaroids which we're gonna take with you before you leave some private

Polaroids in there They're so they're they're just like us in the guest a whole another show They're totally rated G Um we're gonna get Kyle on in a moment so we can talk more skincare Um right after this we'll be right back Don't go nowhere we're back and we have Kyle I'm back Nice to see you and we have Miss Yeah I love I love it The thing is I love I love this This is awesome Ok so you guys have been talking uh you know it felt like an expert conversation about the peel Do you mind if I like start from square one real quick Now I I think it's out there I think if the cat's out of the bag I was a little scared to come in Uh I was you know I have sensitive skin I wasn't sure how I was going to react to it Do you have do you get that a lot from from guys Especially that that scared tentative feeling Yeah guys are scared of a lot of things I think humans are right Yeah No I'm kidding Listen at doing something new for the first time is scary and no matter what it is right It's it's human nature like you said that first time you just got to jump in I think And so I've actually gotten a peel before but my stepmother Oh sorry sorry sorry sorry those peels But I out So I was like oh OK That happens Right So like for someone like me what would you suggest So I have really acne prone skin too and there are things I've done to monitor my acne after getting a peel Sometimes what happens when you get a peel even when you get a facial acne skin can purge And that's some of the bacteria the underlying bacteria coming up to the surface and it's not fun It's not fun but it does go away Yes And a series of peels is usually best for that kind of skin because then it's gonna get rid of all the bacteria that's underlying and get rid of anything that comes to the surface But other things that I find when if you have acne and you're getting a chemical peel you want really baby your skin maybe more than other people because yeah like you said sensitive skin that maybe does break out easily You don't want to use anything heavy and oily I hear people using coconut oil after a peel and if you have acne skin that's not gonna be a good idea Doesn't it clogs your Yes it's homogenic It's not that's not the right oil for acne prone skin Can I ask you about my my process and then you tell me what I'm doing Now you're gonna say about my problems And I was like I don't know like I'm not I'm not a skin doctor I'm not a dermatologist by the way And I'm also not a psychiatrist psychiatry buys me for sure I'm having trouble on dating No no no no Open space to talk about anything we need to talk about Um well no I was doing the you know I was using lemon and calcium Bethan on the skin and uh honey you know those things are all for the kitchen No no no don't touch them No I don't recommend those is just like you know sometimes things that are natural can

actually be very strong and they can actually cause damage just because something's natural doesn't mean it's good No it doesn't you know No I love to use tea tree oil sometimes or when I was pregnant I had to because you can't use anything that works when you're pregnant Really Yeah that stinks Yeah it really does It's hard So I had to use tea tree oil Guess what I burned myself with tea tree oil You can easily burn yourself with tea tree oil if you don't dilute it So just because something's natural doesn't mean it's safe And I also just personally when it comes to skin I don't like the diy stuff because if you make a mistake it's kind of there now it's like why you could end up causing more damage and spending more money fixing it I like Diy in general I think it's great but not with your face I don't know Like I also I don't like I don't like a lot of these tools that are coming out on the micro needling at home at home at home Like a roller I don't know I just think go to I know it's not accessible to everyone to go to a professional all the time But even if you could go once a year you know that's something worth saving up for if you can because it's really it is an investment in my opinion But yeah I I think I think to the professionals So like no do I save up get that professional done Even if for once a year it really helps makes a bigger difference than doing the diy stuff every day And there are a lot of options now for medical spas So I mean I think things are getting more accessible like I I pray they are Um but I know it's not easy for everyone to go get a professional treatment What's your favorite treatment to do My Is that a real question The VIP I have been doing the VIP L since I was 14 It's amazing So I've probably I don't even know how many I've gotten like 100 That's amazing I always say I'm a walking safety study You are you are you are the business card Yeah If you just like step outside and you're like ok whatever she's doing I want to do Well the other reason why I really do feel passionate about all this is because I know how hard it is when you don't like what you see in the mirror and when you don't feel happy in your own skin and that's why I do what I do because I want to get this peel in the right hands I want people to feel more confident in their own skin I truly come from a place of understanding you know it's awesome Yeah you're definitely doing that and and people can see that I so if Kyle so we do appeal on Kyle when he when he decides to do that what kind of products should he use on a daily basis Yeah he should be What do you what do you uh the calcium benton Uh like it's like it's volcanic ash for a normal term but they use it for facial scrubs It's just a facial scrub is a it's not like I'm like getting volcanic ash and being like I'm gonna use it for I know I know you know going on a hike and like

gathering the soil for real No no it's a it could be I could possibly do that But no no it comes in a little jar and at CB and they're like it's for your face Like that's fine You know I do it like maybe I do it too much How often doing a mask Like four days a week Too much I think it's too much Well do you feel like your skin is dry No because sometimes those masks can really dry you out There's nothing on my face I think you should come into our office and what the visa it analyzes your skin I actually kind of hate that thing I told you all the time Men get 10 years younger than they are And I'm like this thing is broken I'm not gonna blow this thing out because we don't need to blow up your heads anymore Maybe it's just very mature I love the process the maturity level It must be like an average of the skin and the maturity level And no I could second that I I think you're on to something I think so because when I was telling I was like I felt like I was like 10 years younger but I don't think they measured my um my emotional intelligence Well you got five years younger Yes I did I did I'm very proud of that You should be proud I'm proud of you whatever you're doing It's great Thank you because that's unusual Is it awesome Most women get their age or a little older Really That must be really hard to see It is really hard I know but then you're like but then we have a solution Exactly Exactly Yeah It's not something that you can't fix and also it's a machine You should look in the mirror and feel feel what you feel how you what you see all about feeling for me again Back to day one of our show like I was telling Kyle was sitting in your seats and I was sitting over at the at the mirror getting ready And I was like listen I'm not a big makeup girl but there are things that I believe in and that I wanna share and like I just believe in wearing sunscreen every day And that's why I was like and I love the packaging It just like got me like for confident skin There's a question that somebody asked if you use the SPF and they are a darker shade of skin skin tone Will they look ashy So this is something I'm really proud of our whole line We we focus on skin of color and we've focused on skin of color since my dad Doctor Khalil launched it in 2005 when in a time where honestly no one cared about skin of color Let's be honest I'm um I'm half Cuban half Lebanese So I have finicky skin that you know it is sensible and whenever we test any new products we make sure at least it's usually over 50% of the people testing it Our skin of color that we just did a to booster safety study and I think it was 70% skin of color which is the first of its kind study honestly to have such a high amount of skin of color I feel like no no one no one is doing that So they're doing it in the marketing but they're not doing it in the front end and the testing or in

everything Like you know it's it's not a protocol Skin of color is not like let's force this It's something that has to come natural to your brand and what you stand for and there aren't a lot of treatments that are safe for skin of color period right And our appeal is one of the only ones So I mean I didn't talk about any of this with Lisa Oh yeah Yeah Yeah I say Lisa is so great She is so sweet and loving I'm like the most difficult and she was so nice to me I heard I heard that no we couldn't get a we couldn't get a hold of each other Like she was calling me I was calling her we were back and forth like three days and she like when we finally got a hold of each other she was like hi I was like oh I love that woman She's so sweet She like followed up with me see how my skin was doing I had some questions She was just like you want to call me any time She's like what a sweetheart Any time I was like I love you Like can I like adopt you in some way or Yeah the day after you got here from uh the V I process you were like I have some how many best friends I have friends like friends Like I'm telling you like I'm sure it's really easy for you to make friends You know I meet a lot of people and I like a lot of people But when I feel and he said we have like a clip of this he's like it's like you've joined a soccer team or something I've never seen you so excited I literally like felt like just I felt so welcomed and truly like in alignment like just I felt good to be there and I wanted to stay as long as possible just because it just felt good great energy and like I've been to so many um not so many but I've been to some offices where I'm like I don't want to ever come here again or like you know they're yeah they're sterile and scary and and all that but I got nothing but like you know good vibes from you guys and well the office is definitely very me like the for the feel of it it doesn't feel like this cold corporate office I love it And then you guys are opening up a location right When does this happen The dream come true for you on Labrea right off of Melrose So the spot is amazing because you can walk to things where we are right now is not really that walkable and there's a lot more foot traffic but we're going to have a a research center kind of like pop up space in the front and then all of our corporate offices too So we're we're really excited to connect with our customers in real life I keep telling all our customers if you're ever in L A just this is your second home come to our office like work out of here for the day whatever you want Let's see if they all start showing up at the same time I'm gonna be one of those Like please come I'm making like spaces where it's almost like a we work I don't know it's so there's like extra desk if anyone wants to come I love that so much That's so sweet Do this here We should do this in the studio We're gonna

need a bigger studio if we do that have like a we work section I mean I'm totally wework like when when we're done with the show I'm like I'll take the couch I can work on the computer Um Do we have the uh the game that we were talking about Is it around your mouth No we're not gonna do it Uh I said would you play a game with us Oh yeah Yeah Yeah Yeah Yeah Ok Yes I'm so excited You gotta do it You don't have to do it doesn't he have to Will you will you play watch your mouth with us Really Is that bad No it's fun It's just that she's she knows I have to say yes That's why I said I'm sorry He thinks that I'm controlling sometimes Wait where's the paddle We're not dating You're not dating We're not dating Ok So they're all new Ok Am I gonna regret saying yes to this No no no they're they're new they're new Um you wanna go green Ok You really like a Yeah Yeah Yeah Yeah Yeah You put it in your mouth I remember these Ok Ok Ok You don't have to put it in your mouth yet but basically what it do you saw the picture of it Right I don't understand how this goes in your mouth So you what That's like that like Yeah it's too big We have fires I use the kid one Wait Whoa you got it Yeah you got that Yeah you got you got the green one Does it hurt Are you Ok I'm I'm not great Ok Well ok Take it out of your mouth then maybe we give you a smaller one like on my gums Yeah Here then you want a smaller one You want the orange one and then you can just put the floor I think it's the same size Oh no what do we have The small one Ok Ok You wanna put that one in the cup so that we we we know that that was used Um Ok so how this game works is you get a card and we have to guess what you're saying Ok so you're gonna hold up the card and you're gonna hold up the card to the camera which camera from your face should do it right This one we won't look wait I turn it the other way Turn it all the way or do you want us to go first So this camera sees you I don't want you to cheat No we're not we're not cheating We're not cheating We're not cheating Ok Got it Ok You ready to do this Ok So you're awesome for doing this Ok Ok Hold on your mic though Ok Psych Pixie cut Spiky Pixie Cut Wait what You got it It is great because I'm used to talking with shit in my mouth All right That's awesome That was awesome for your first time Are you Ok Ok Ok Ok Ok No we did this one the other day It looks so funny and it's ok Wait did you hear Yeah Got it Got it Ok Crunch facing me Oh you did not the whole thing Go ahead You guess you guess crap tack with high waisted pants Oh crack tacks with high waisted pants I feel like crack tax is a thing Like when you show your crack you need to pay tax to pay 12 bucks Sounds good Crack crop top crop top We're at the we're at the day He's really good at this Ok Ok Huh Looking out

looking Ok You ready Yeah Yeah Yeah No scrubs please Really Did you see how good that was That sounds like you're talking normally No scrubs please Yeah that was Yeah he's really good Um we have somebody who says uh what do they say They love that we're playing this game and then there's somebody who says I love getting micro needling Do I always end up I want to read it first but yeah Oh sorry Yeah Yeah it's a good question No keeping it Yeah I just want to make sure I mean you read it if you're closer Well they love micro needling but they always end up Do you guys have anything Yeah we do actually And it's available on Amazon the post treatment repair cream I don't know if it's here but it's a really hydrating common cream That's great after you get micro needling after you get injections the post treatment repair cream Yeah it's a really good product actually And of course after you get a V I peel or any chemical peel yeah use that stuff and it is on Amazon Yes it's on Amazon You can get all the amazing V I germ products on Amazon we've had it featured You can see this QR code right there scan it and it will take you to all the V I Derm products OK Maria that's your camera Pitch away Tell people where they can find you where they can learn about VIP and anything you want to share So you can find me Maria Khalil on Instagram at Maria Kalil and you can find our incredible brand at VIP on Instagram You can find a practice in your area by going on our website and putting your zip code in there and you can find all our amazing products on Amazon Of course Yeah Thank you so much for being our guest today Thank you Wherever you are today May you find a don't be afraid get that peel but you will feel so happy to unleash the glow within and we'll see you guys tomorrow Have a good rest of your day Bye