



# INSIDER'S GUIDE



# THE POWER OF PLANTS



The green thread of Nutrilite™ botanicals can be followed across the Amway™ portfolio to help you cross sell.



With a botanical in almost every product across categories from Beauty to Personal Care, Home Care and beyond, Amway customers can follow the green thread back to Nutrilite no matter where they begin.

We believe in the power of plant-based goodness, and are proud to offer products with Nutrilite-sourced traceable raw materials. Traceability is the best assurance you can get of products you can feel good about using.

# HEALTHY SMILE. HAPPIER YOU.

A Legacy of Confidence



Thoughtful Innovation



Plant-Based Goodness



## The Glister you love, just got better!

Trusted by generations for more than 50 years, the new Glister™ brings the marriage of science and nature to life for maximum oral health benefits.

Dental care is an essential part of overall wellness – one just as worthy of the effort as skin care, hair care, and diet. The Glister 3-Step Oral Care System is specifically designed for cleaner teeth, healthy gums, and fresher breath. It works to keep your mouth in tip-top shape without disrupting your oral microbiome.

We've taken our tried-and-true formulas up a notch and infused four of our five new products with Nutrilite™-certified peppermint. Our traceable ingredients ensure our botanicals are pure, making our formulas safe and effective, and allowing you to choose the best products for your family with confidence.

With vibrant new packaging, new products, and convenient improvements like a flip-top cap for our toothpaste, and a ready to use mouthwash, loving the new Glister is as easy as brush, floss, rinse, and refresh!

## Glister. Healthy Smile. Happier You.





# GET TO KNOW THE NEW GLISTER

From the cultivation of high-quality peppermint on Nutrilite™ and partner farms to the research and development that went into optimizing the new Glister™ 3-Step Oral Care System, we're just as invested in our customers' oral health as they are.

## Why Glister?



Simple, 3-step routine



Won't disrupt the oral microbiome



Flavored with Nutrilite™-certified peppermint \*

## Brush, Floss, Rinse, Refresh!



### BRUSH:

Regular brushing with Glister Multi-Action Toothpaste cleans and helps whiten, leaving your teeth smooth and sparkling.



### FLOSS:

Glister Multi-Action Floss removes plaque from hard-to-reach areas, while gently stimulating your gums.



### RINSE:

Glister Multi-Action Mouthwash With Aloe helps to remove plaque, freshen breath, and clean between teeth.



### REFRESH:

Finish with Glister Mint Refresher Spray for long-lasting fresh breath.

In a two week study, 95% of consumers felt that their mouth was cleaner when using the Glister 3-Step Oral Care System.

\*Excludes floss

## Glister Multi-Action Toothpaste

Glister™ Multi-Action Toothpaste uses a naturally-derived abrasive agent, silica, to gently to gently polish away stains, and fluoride to leave your teeth clean and smooth without disrupting your oral microbiome.

### What's New?

The updated formula is made with Nutrilite™-certified peppermint oil, and the refreshed packaging includes a flip-top cap on the 200g full size for easy, convenient brushing. Our 50g travel size is perfect to take on the go!

### More Reasons to Love

- Up to 198 uses per tube
- New pack sizes (Full size - 200g, Travel size - 50g)
- Won't disrupt the oral microbiome
- Certified Kosher
- New and improved, easy-to-use flip-top cap
- Nutrilite-certified peppermint
- In a two week study, **93% of consumers agreed** the toothpaste left their mouth feeling refreshed

## Glister Multi-Action Dental Floss

Glister Multi-Action Dental Floss removes plaque that brushing alone might not reach while gently stimulating your gums with its flat ribbon shape.

### What's New?

Glister Multi-Action Dental Floss is a brand-new addition to the oral care line and comes in a convenient 2-pack to ensure you never fall behind on your oral hygiene.

### More Reasons to Love

- Includes **50 yards** of shred-resistant floss. That's one football field of floss in each floss package of two!
- Slides easily between teeth
- Regular use along with daily brushing helps promote healthy gums
- Naturally-derived wax
- Flat, ribbon style floss

travel size!



Formulated without:

- Alcohol
- Peroxide
- Parabens
- Sugar
- Animal-derived ingredients



**124106** | 200g

**126001** | 50g



Formulated without:

- Artificial colors
- Preservatives



**124112** | 50 M

## Glister Multi-Action Mouthwash with Aloe

Alcohol-free Glister™ Multi-Action Mouthwash with Aloe helps to remove plaque, freshen breath and clean between teeth as an essential part of your daily routine.

### What's New?

This mouthwash is ready to use right out of the bottle for the ultimate clean and convenience. Its gentle formula includes Aloe and Nutrilite™-certified peppermint oil.

### More Reasons to Love

- 33 uses per package
- Won't disrupt the oral microbiome
- Certified Kosher
- Convenient, ready-to-use formula
- Nutrilite-certified peppermint
- Aloe Vera to help soothe and moisturize mouth
- In a two week study, **97% of consumers said** the Glister Multi-Action Mouthwash with Aloe's mint flavor freshened breath



### Formulated without:

- Sugar
- Parabens
- Artificial colors and dyes



**124113** | 16 oz

## Glister Mint Refresher Spray

Glister refresher spray is the perfect solution for portable freshness. Just one pump is all you need to instantly refresh your breath, anytime, anywhere!

### What's New?

Glister Mint Refresher Spray is formulated with an exclusive flavor blend enhanced by Nutrilite-certified peppermint.

### More Reasons to Love

- Up to 223 uses per can
- Certified Kosher
- Portable
- Non-aerosol pump can
- No-BPA-added internal coating
- Water-based external coating (replaces previous solvent-based coating)
- Nutrilite-certified peppermint



### Formulated without:

- Sugar
- Parabens
- Artificial colors and dyes

**124111** | 0.47 fl. oz.



# GLISTER 3-STEP ORAL CARE SYSTEM

## Simplify your oral hygiene routine with the new Glister 3-Step Oral Care System

When you're confident in your smile, there's nothing that can stop you! Our latest products round out a complete solution for healthy teeth and gums without disrupting your oral microbiome. Get the NEW Glister™ 3-Step Oral Care System with updated formulas and packaging, all as part of one convenient bundle.

### What's New?

Glister Multi-Action Dental Floss is a brand-new addition to the oral care line! Each container holds over 50 yards of product and comes in a convenient 2-pack to ensure you never fall behind on your oral hygiene. We've also transformed our Multi-Action Mouthwash with a new ready-to-use format!

### More Reasons to Love

- Nutrilite™-certified peppermint
- Improved packaging
- Updated formulas



# WHAT'S NEW WITH GLISTER?



## Formulation

- Preservative Change: Removed Parabens
- Addition of Nutrilite™-certified peppermint

## Packaging

- Flip-top Cap

NEW



## Formulation

- Beeswax coated ribbon
- Shred/tear resistant



## Formulation

- Ready-to-use product
- Addition of Nutrilite-certified peppermint and Aloe vera

## Packaging

- 15 mL fill line in cap
- 33 uses



## Formulation

- Nutrilite-certified peppermint



# KNOW THE ANSWERS BEFORE THEY ASK

## Q: Why Glister?

**A:** Built on a legacy and trusted by generations for more than 50 years, the new Glister™ brings the marriage of science and nature to life for maximum oral health benefits. Our traceable ingredients ensure our botanicals are pure, making our formulas safe and effective, allowing you to choose the best products for your family with confidence.

## Q: What does it mean to be Nutrilite-certified?

**A:** Nutrilite™-certified means that the ingredient in the formula is derived from a plant that was grown on a trusted Nutrilite partner farm. We encourage our partner farms to use the same sustainable and organic farming practices that we adhere to on our own Nutrilite farms.

## Q: Why should I floss?

**A:** Flossing is a vital part of your oral care routine. If you do not floss, you could be leaving some of your tooth surfaces uncleaned. Using floss daily promotes healthy gums and enhances overall oral health.

## Q: When should I floss?

**A:** While dental experts recommend flossing twice a day right after you brush, the most important thing is simply that you do it in the first place! Flossing when you prefer to floss is better than not flossing at all.

## Q: Why does the toothpaste have fluoride?

**A:** Glister toothpaste contains the legally regulated and required amount of fluoride! When used as directed, regular brushing with a fluoride toothpaste is a safe and effective way to prevent cavities and clean plaque from teeth.



# KNOW THE ANSWERS BEFORE THEY ASK

## Q: Why should I use the system?

**A:** We have taken our tried-and-true formulas up a notch and infused four of our five new products with Nutrilite™-certified peppermint. With vibrant new packaging, new products, and convenient improvements like a flip-top cap for our toothpaste, and a ready to use mouthwash, loving the new Glister is as easy as brush, floss, rinse, and refresh!

## Q: What's a microbiome?

**A:** "Microbiome" refers to a collective of microorganisms and their interactions within a habitat. Your oral microbiome encompasses your entire mouth, including your teeth, gums, saliva, tongue and all the microorganisms that call it home!



# PRODUCT FAQs

## What is the shelf life of each Glister product?

36 Months

## [Glister Multi-Action Toothpaste](#)

### Why should I use Glister Multi-Action Toothpaste?

Regular brushing with Glister™ toothpaste helps clean teeth and remove stains for a whiter, brighter smile and with Nutrilite™-certified peppermint the flavor cannot be beat. Also, fluoride toothpaste helps prevent cavities, making Glister toothpaste a great choice.

Laboratory testing has demonstrated its ability to help reduce staining on teeth enamel which means a brighter and whiter smile for you.

No other toothpaste brand has Nutrilite-certified peppermint!

### How does regular brushing with Glister Multi-Action Toothpaste help whiten teeth?

The main whitening action in Glister toothpaste is physical cleaning and polishing of stains from the tooth surface with regular brushing.

### Does regular brushing with Glister Multi-Action Toothpaste help remove plaque?

Yes, regular brushing with Glister toothpaste removes plaque and thus helps minimize buildup on teeth.

### Is Glister Multi-Action Toothpaste concentrated?

The Glister Multi-Action toothpaste formula would be considered ready to use, rather than concentrated. However, you probably do not need to use as much as you might think. For adults, we recommend a pea-sized amount of toothpaste for each use.

### Does Glister Multi-Action Toothpaste work on sensitive teeth?

Regular brushing with Glister toothpaste will effectively clean all teeth and help protect against dental cavities. However, it is not specially formulated for people with sensitive teeth. If you have sensitive teeth, we recommend you consult a dentist for proper treatment.





# PRODUCT FAQs

## Does Glister Multi-Action Toothpaste contain fluoride?

Yes, Glister™ toothpaste contains sodium fluoride consistent with FDA rules and regulations.

## What is the abrasive agent in Glister Multi-Action Toothpaste?

Silica – a naturally derived and gentle polishing agent, which cleans and helps eliminate stains to whiten teeth.

## What is the foaming agent in this toothpaste?

Sodium Lauryl Sulfate.

## [Glister Multi-Action Mouthwash](#)

### Does Glister Multi-Action Mouthwash help reduce cavities?

Not by itself! Regular brushing with a fluoride toothpaste will help prevent cavities. Regular use of an oral rinse like Glister Mouthwash helps remove lingering plaque that brushing may miss. Plaque formation is the primary contributing factor to tooth decay. Also, this mouthwash helps clean spaces between the teeth that are difficult to reach.

### Should I use Glister Multi-Action Mouthwash before or after brushing?

Glister Mouthwash should be used after brushing and flossing.

### Should I dilute Glister Multi-Action Mouthwash?

No. Glister Multi-Action Mouthwash is a convenient, ready to use formula. Simply fill the cap to the dosage line and start rinsing!

### Does Glister Multi-Action Mouthwash prevent gum disease?

Glister Multi-Action Mouthwash should not be used alone. It should be used with Glister toothpaste and floss as part of the Glister 3-Step Oral Care System to clean teeth, prevent cavities, and remove plaque that can cause the gum disease gingivitis. When used as part of the Glister 3-Step Oral Care System, Glister Multi-Action Mouthwash helps support healthy gums.



# PRODUCT FAQs

## [Glister Multi-Action Dental Floss](#)

### **Why should I use Glister Multi-Action Dental Floss?**

Flossing is a vital part of your oral care routine. If you do not floss, you could be leaving some of your tooth surfaces uncleaned. In addition, using floss daily promotes healthy gums and enhances overall oral health.

### **How often should I use Glister Multi-Action Dental Floss?**

Dental experts recommend that you floss at least once a day, after brushing. You can also floss after meals or anytime you feel it is necessary.

## [Glister Mint Refresher Spray](#)

### **Does Glister Mint Refresher Spray contain alcohol?**

Yes, it contains ethyl alcohol to help dissolve ingredients.

### **How much Glister Mint Refresher Spray should I use at one time?**

We have designed the packaging so that each spray of Glister™ Mint Refresher Spray delivers just the right amount of freshness for your whole mouth. One pump is all you need.

### **What to do if you accidentally swallow Glister Mint Refresher spray?**

This spray is designed for oral use and is safe if accidentally swallowed. If it's sprayed in the eye, flush the eye with water.



# UNLEASH THE POWER OF CUSTOMERS

## PRODUCTS CUSTOMERS WANT TO BUY

Glister™ oral care products meet the needs of customers who are looking for an effective total oral care solution that they can incorporate into their daily routines – and the routines of their families. With traceable botanical ingredients from plants grown on Nutrilite™ farms and partner farms to refreshed, convenient packaging, Glister is everything our customers are looking for in one simple 3-step solution.

## WITH A BETTER CUSTOMER EXPERIENCE

We're continuing to make the customer experience as amazing, personalized and streamlined as possible with offerings like the AmPerks Customer Rewards Program and improved shipping and delivery with easy, no-hassle returns. It just keeps getting better!

## AND HELPFUL NEW TOOLS FOR YOU

The offerings above don't just make the customer experience better; they make selling simpler and more convenient for you. Plus, with new products and selling tools, education courses, and your MyShop Digital Storefront you'll have everything you need to make selling easy and fun.





# START SELLING IN 5 EASY STEPS

## 1. DISCOVER PRODUCTS YOU LOVE.

Get to know the entire family of [Glister products](#) and experience the power of the Glister™ 3-Step Oral Care System.

## 2. OPEN YOUR MYSHOP DIGITAL STOREFRONT.

**Expand your brand**, connect with customers, and promote and sell the Glister products you love, all in one place.

## 3. BETTER THAN EVER SELLING SUPPORT.

[Amway Education](#) is full of resources like easy-to-follow product videos, selling courses, best practices and more.

## 4. SHARE WITH CUSTOMERS.

Learn how to **connect with customers** in person, online and via social media to share and sell the products you're passionate about. #Glister

## 5. SERVE YOUR CUSTOMERS.

Happy customers mean healthy business – create repeat buyers with tools like [DITTO™](#) and AmPerks to make shopping easy and rewarding. Use the Satisfaction Guarantee to help close the sale.

## OPEN YOUR MYSHOP DIGITAL STOREFRONT.

You've already discovered and learned about all of the amazing Glister oral care products. Now it's time to ...



## SET UP MYSHOP DIGITAL STOREFRONT.

Create your free, customizable, digital storefront. It's an easy way to sell products, engage with customers and promote products – like the Glister 3-Step Oral Care System – 24/7. Keep content updated regularly and share your **MyShop** with customers so they're always connected and shopping with you.



Scan here  
to set up  
MYSHOP NOW

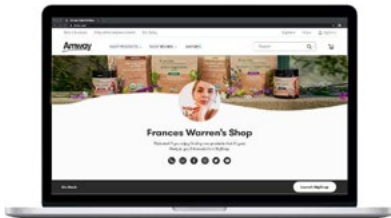
# SHARE WITH CUSTOMERS

Once you've learned about all the new and now products from the Glister™ collection and experienced them for yourself, you're ready to start sharing and selling with customers.



## MINI CATALOG

The **Mini Catalog** contains all the latest and greatest products for customers to browse and shop.



## SHARE FEATURE ON AMWAY WEBSITE

Easily share product links with your customers and receive credit for any resulting sales. It's so simple; when logged into the **Amway website**, click the icon to quickly share a product page link with customers via text message, email, messaging apps like WhatsApp, and private chats on social media platforms.



## CUSTOMER TILES

**Fun, promotional product images you can easily save to your smartphone's camera roll.** Text or direct message them to customers to start a natural selling conversation. Available in the [Amway Resource Center](#).



SHARE YOUR STORY  
#GLISTER

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