

Leah (00:03.342)

Hey ladies, welcome back to another episode of the Balancing Hormones Naturally podcast. So I have an awesome guest on today to talk about all things skincare and how to protect your skin and how to make your skin amazing and beautiful. So this is the amazing and beautiful Tati Pasone. I'm gonna have you pronounce that again.

Tati (00:21.861)

That's a good one.

Leah (00:26.738)

I asked her to pronounce her name before we got on because I have realized that I see somebody's name and then I just I Pronounce it in my head and that's who they are to me for like the longest time and then I actually say it out loud And they go yeah, that's not how you say my name like I am so sorry you have been this way in my head for like However long I've known you But I've been using her skincare for about a year and a half now

and I love it. And so I just wanted her to come on and share a little bit about non-toxic skincare, like what you should look for in your products and just ways to help support your skin as you go through your life and how to support that. Maybe if you are dealing with something like hormonal acne or maybe skin congestion or age spots or whatever, what can we do to combat that? What can we do to make ourselves? Because your face, I feel like,

when you're dealing with anything to do with your skin, you know, that's your presentation. And so yes, we do all of the internal things, but I will 100% spend my money on skincare too, because I also want the outside support as well. So I'd love for you to share us a little bit about yourself and what you do and what got you into skincare.

Tati (01:49.844)

Of course, absolutely. Thank you so much for having me here. It's a pleasure. And my, not my skincare, but my health call start when I was 17 years old.

Leah (01:54.35)

of course.

Tati (02:03.173)

I had something on my breast called fibroadenoma and I was 17 years old. I was like first year of college back in Brazil, I'm originally from Brazil. And then the doctor was like, okay, nothing you can do. We have to remove. We're going to make sure, you know, that everything is okay. We do the biopsy and everything. Okay. So I went to surgery. I removed five of them.

Leah (02:09.122)

Same.

Tati (02:32.301)

general surgery, all of that. And then after a few months, I had them again. Two months, and then I was like, does it make sense for me to go to surgery again? So I'm not gonna do it. I still have some time, they show up, I don't know. It looks like they kind of are back and forth. So that was my first call. And then I changed a little bit my lifestyle, so life goes on. And then I had my background in...

Leah (02:38.381)

Yep.

Tati (02:59.577)

business, hospitality, aesthetic, I really like holistic things, so I did some peda-healing, access bars, oponopono, all those therapies, and of course I went to school for the whole thing about the skincare, I did organic skincare formulation, but after I got my first child I noticed some

dark spots on my face, out of the blue. Oh my God, what is this? And people's like, don't worry, it's gonna go away after, you know, don't have to worry about it. And then I had my baby and the spots were there. I was like, oh my God, what am I gonna do? And I was dealing with these for the melasma, if you people don't know, it's just dark spots all over your face. And mine was really, really bad.

Leah (03:32.523)

Yeah.

Leah (03:55.831)

Mm-hmm.

Tati (03:59.025)

and I had them for literally, I would say, almost 10 years. I didn't know what to do. I was doing everything the germs would tell me, no, you gotta do strong chemical pills because we have to remove these. A lot of vitamin C, retinol, and I was doing everything right. And even sunscreen, like sunblock, I was using every two hours, even if I'm inside the house, every two hours, no matter what, it's raining or not raining.

Leah (04:03.496)

Oh wow.

Tati (04:27.205)

I was like, something is wrong, it's cause I'm doing everything right. And then I started having on top of the melasma acne. I was like, great. Now, a lot of hyperpigmentation after acne, because acne goes on and off, and then I would have the little spots and it was hyperpigmented. I was like, oh my God, what am I gonna do now?

Leah (04:40.188)

Ugh.

Leah (04:54.126)

Mm-hmm.

Tati (04:57.445)

So, pandemic came and I was able to finish my courses that I started in UK. Why UK? Because there they have very strict laws, very different from US. And I really want to study something natural because, you know, being an esthetician I was doing a lot of invasive treatments and I was not doing any that, not that kind of result. I would have like a kind of a rebot effect after.

You know, we were fine after two months, three months, and then fourth month, boom, rebot effect. And it was worse than it was before. And I live in Miami, which is sun, all year round. Oh, do not go to the sun. It's not an option for me. I would not do it. So then I started studying more and more. And I noticed that something that I haven't tried

Leah (05:27.78)

Mm-hmm.

Leah (05:33.558)

Great.

Leah (05:44.626)

Yeah.

Tati (05:57.349)

oil cleansing method to clean the skin. I was like, no, that cannot be possible, right? I'm gonna clean my skin. My skin is oily. It's combination. It's not gonna work. But I have so many things. Let me give it a try. And I did. And it was such an amazing surprise for me because I was able to heal my acne and I was studying more in depth all the oils, all the extracts.

all the nice actives and I noticed that oil is amazing for your skin and before even now I see everything is oil free. Oh this is good this oil free it's not gonna make your skin oily. And I figure out no that's just what the media says that's not true that oil is not good for your skin. Why is that true? Who told you that? You know?

Leah (06:38.766)

Mm-hmm.

Leah (06:42.481)

Mm-hmm.

Leah (06:51.597)

Right.

Tati (06:55.421)

and I proved myself because then I was able to clear my melasma, today I can go to the sun, there's no problem, but then I have changed everything to really 100% natural. I don't apply the acids anymore, I don't apply glycolic, I don't apply salicylic, I don't do any invasive treatment on myself because I...

Leah (07:04.32)

Yeah.

Tati (07:23.637)

realized by experience that there was not the right way.

Leah (07:29.166)

Mm-hmm. Yeah, so it's like, you go and you have all of these hyperpigmentations and these issues, and they're like, oh, chemical peels, retinol, stronger, pull off instead of, and you're like, well, this isn't working, I'm still having the same issues. And I'm sure it's a lot of money to do all that as well.

Tati (07:46.477)

Yeah, because...

Yes, because lasers were so expensive, it was like \$400 per session and they always recommend you to have around 6 to 8 sessions plus all the skin care that they recommend in derms, they usually don't recommend the supernatural ones, you know, it's always very high in percentage

And that was literally stripping my skin barrier. You know, that was the problem. That was the problem why I was having acne. That was the problem why trigger even more my melasma and the hyperpigmentation on my skin. That was a big trigger, literally, on my skin. Because if you have your skin, your acid mantle, which is our sweat,

Leah (08:21.838)

Mm-hmm.

Leah (08:26.64)

Mm-hmm.

Leah (08:33.207)

Mm-hmm.

Tati (08:46.805)

in our oil from our skin that makes a good probiotic. Yes, let's say, at night, what they usually recommend, the retinol, right? The next day, what do you have to do? Make sure you remove,

because you're gonna go to the sun, and it's not good, and you have to apply the sunscreen. But during the night,

Leah (08:47.231)

Mm-hmm.

Mm-hmm.

Leah (08:54.1)

Oh.

Leah (09:01.782)

Mm-hmm.

Leah (09:08.374)

Mm-hmm.

Tati (09:15.949)

You know better than me, we have some hormones working more, really hard, for our homeostasis, for our body to perfect every function that they should be doing. So, same thing happened with our skin. And our skin is our largest organ. Think about it. At night, we produce natural probiotics in our skin.

Leah (09:21.194)

Mm-hmm.

Leah (09:31.178)

Mm-hmm.

Leah (09:37.623)

Mm-hmm.

Leah (09:43.638)

Ah.

Tati (09:46.301)

and these probiotics, you know, like sometimes, not sometimes, every day we wake up a little bit, you know, when the skin is a little bit oily, very, a little bit, that is our natural probiotic that is gonna, that will help your skin to keep healthy. Oh, let's say the skin barrier is gonna be stronger with those lipids, these natural lipids in your skin.

Leah (09:54.644)

Mm-hmm.

Leah (10:13.313)

Mm-hmm.

Tati (10:15.605)

You need that. It transform like in a thin layer of protection.

Leah (10:15.875)

Mm-hmm.

Leah (10:23.862)

Okay, that makes sense. So is that kind of where they always say, oh, the oilier your skin is when you're younger, the more anti-aging, the better your skin will age? Is that why? Because they have that protection, even though they may not like the oil in the moment?

Tati (10:40.921)

They say that if you have oily skin, you're not going to have problems with wrinkles. That's what's so easy. Oh, you have oily skin, you're not going to have problems with wrinkles. It's kind of true, but not true at the same time, because if you have oily skin, okay, skin is super tight. It does not have enough elasticity. That's other thing. So just to finish, our skin, it's...

Leah (10:47.91)

Yes, I hear that all the time. Yeah.

Leah (11:00.776)

Mm-hmm.

Leah (11:04.35)

Yep.

Tati (11:09.441)

You wake up and it's a little bit oily and what do you think? Oh my God, my skin is dirty. Let me wash it. And you're gonna use very strong cleanser in the morning or maybe scrub or something to make sure it's.

Leah (11:16.746)

Mm-hmm.

Leah (11:26.22)

Yeah.

Tati (11:26.685)

and our error we should in the morning only wash our face with water. But they say no but how I'm going to remove my retinol but that's another area you're not supposed to use retinol to your

skin. Today we have another alternatives that you can use. One of them that I love it is the Bakushyol.

Leah (11:34.218)
I just do that, yay.

Leah (11:41.339)
Yeah...

Leah (11:45.789)
Yeah.

Leah (11:50.196)
Mm-hmm.

Leah (11:55.649)
Mm-hmm.

Tati (11:55.961)
which is the retinol-like, or federal retinol, whatever you want to call, but it's a natural alternative to the prescription or to the regular retinol. And if we have that coming from a plant, why not use it? As the same effects that the right retinol read out the side effect, which is redness,

Leah (12:13.646)
Mm-hmm.

Leah (12:23.657)
Mm-hmm.

Tati (12:24.897)
your skin super sensitive. We don't want that. Because then you go to the sun, you're gonna burn your skin. That's not make any sense. Your skin will get thinner. They say, no, but right now don't get thinner. Yes, it will. It will be like a paper, thin and nice, strong. And then you're gonna have these spots. And then you're gonna even have more wrinkles because it's super sensitive. And it's super tight.

Leah (12:27.633)
Mm-hmm.

Leah (12:33.674)
Mm-hmm.

Leah (12:37.858)
Mm-hmm.

Leah (12:41.394)

Mm-hmm. Yeah.

Tati (12:54.901)

and your skin needs natural elasticity. So you talk, anything that you do is gonna back and forth. You know, like, okay, you're smile and then we'll go back again because it has natural elasticity. See, like that. So morning, during the night, produce nice probiotics naturally. And it's so funny because of course you have products that can support

Leah (13:04.82)

Mm-hmm.

Leah (13:11.938)

Mm-hmm.

Tati (13:25.217)

the probiotics of your skin, but they make such a big deal. This is a prebiotic, probiotic, this is so good. You're seeing produce all of that by itself, you know? Is this a lot of information, but not true, or sometimes it's just misleading information, you know, with so much out there nowadays, that's very hard to find.

Leah (13:27.861)

Mm-hmm.

Leah (13:37.662)

You just have to stop taking it off.

Tati (13:53.429)

What is really good? What really works? What I'm telling you to you, like right now, it's things that I tried and it worked. Not only for me, but for my clients as well. I've been on this petition dealing with, you know, everything about the skin since 2008. It's been a few years and most of the things that I do...

Leah (13:56.654)

Mm-hmm.

Leah (14:04.981)

Mm-hmm.

Leah (14:08.376)

Mm-hmm.

Leah (14:16.622)

Mm-hmm.

Yeah.

Tati (14:21.505)

today is very different than I have done in the past. I think a lot.

Leah (14:27.774)

Yeah, what you're trained to do in school.

Tati (14:31.069)

Yes, because not even only in school, but let's say I was very into doing a lot of courses with doctors and stuff like that because they know everything. Sometimes with the doctors like very like you know, they really know what they're doing, you know? And I started questioning because I had my melasma and I was doing everything right. I was using my vitamin C.

Leah (14:39.774)

Mm-hmm.

Leah (14:45.311)

On this pedestal, yeah.

Tati (14:59.393)

My skin is skin every two hours and my retinol, my skin should be nice, right? Once I started and I was like, okay, now I'm gonna take this journey by myself. Let me try and let's see by myself. Of course, we have a lot of articles to study, a lot of things. I was like, let me do by myself. Let me really test what they're saying, if it's right. Most of the things was not.

Leah (14:59.598)

Mm-hmm.

Leah (15:04.368)

Mm-hmm.

Leah (15:24.717)

Mm-hmm.

Yeah. Yeah, less is less is more. And I think that also goes along the lines too of like, like the retinol, you know, it's, you know, stripping and trying to, you know, take away all of these things instead of helping fix the issue. And then Botox, instead of like working with the elasticity of your face, it's like, let's just freeze your face so it can't move. Right? And

Tati (15:28.427)

unfortunately.

Leah (15:57.536)

Botox, I feel like, is a whole discussion for another day, you know, to talk about things like that.

Tati (16:02.841)

Yes, just one thing about Botox that people, I have done in the past, I don't do anymore because what I notice myself, right? The muscles on top of my eyebrow was getting strong but in a bad way, like, you know, that's weird.

Leah (16:26.142)

Oh, because they have to work harder to move things, basically. Is that why?

Tati (16:29.165)

Yes, I think so. And another thing that I noticed, if you do all the, they call the cross feet around the eyes, you mobilize, right? It's not moving. But here it's moving. So I was having a lot of wrinkles under eye. Not moving here, it has to do some, to go somewhere.

Leah (16:38.528)

Yep.

Mm-hmm.

Leah (16:49.386)

Ah.

Leah (16:54.366)

Right, that makes sense. Yeah.

Tati (16:55.405)

So it's not good. You kind of fix one problem, but then you'll have another one. So then you stop it completely. That was my choice because it was not good for me. I was like, no. And another thing that I noticed myself that it changed a lot for me was Gua Sha and facial massage and yoga exercise.

Leah (17:02.87)

Yeah.

Leah (17:17.667)

Oh, yes.

Tati (17:23.233)

I know it sounds very weird doing those exercises, but it does work. It's not only one thing. It's not doing one day guasha. It's not using one day skincare. It's consistency. You have to be

consistent in everything. It's like a diet. Okay, let me just do the diet today. Let me just exercise today. I wish, but it doesn't all work like that.

Leah (17:30.347)

Yeah.

Leah (17:38.711)

Mm-hmm.

Leah (17:43.092)

Mm-hmm.

Leah (17:47.223)

Mm-hmm.

Tati (17:49.881)

Same with skin care, in order for you to have a good skin, skin care is a plus, first one of course. And you really have to take care of your health from inside and out. What you eat is very important, very, very important. Because then it's gonna help even with your collagen production and how your body's gonna function. It's how you eat and it's gonna perform

Leah (18:12.023)

Mm-hmm.

Tati (18:19.805)

every function really well, especially the skin, hair, everything. That's where the vitamins come from. So that's what I believe. Not one thing, but you know you need the skin care, you need the diet, you need even the exercise. We exercise our body seeing your face the same.

Leah (18:25.964)

Mm-hmm.

Leah (18:29.74)

Mm-hmm.

Tati (18:44.589)

We have to do the same. We have the muscles in our face, same as we have in our body, and we don't think about

Leah (18:44.974)

I know.

Leah (18:50.45)

No, we don't. I so if you guys I'm gonna put Tati's Instagram down below because she has these reels or she like does these massages and I literally at nighttime will turn your reel on to the massage with you because otherwise I speed through my massages. I'm like, oh yeah, I spent a minute doing that like just want to race through everything. But they're so calming and relaxing and you were talking about I when you were talking about what was

not just the massage, the exercises. I have seen people like literally get those massages with their face where like somebody's inside their mouth, like relaxing all of those muscles. I was like, oh wow, that looks invasive.

Tati (19:37.208)

I do that, that's the buccal massage.

Leah (19:40.185)

Ah, wow.

Tati (19:41.869)

I do to my clients, especially the one with TMJ.

Leah (19:46.06)

Yup.

Tati (19:47.465)

It helps a lot and you have no idea how good it is when they massage inside your mouth. I know it's weird, but it's so good because it's an area that's never been massaged before. It's tender. See how much we talk. We talk so much. We have our expression and we have, according to we have, our muscles in our body. Our face is part of

Leah (19:54.614)

Really?

Leah (20:04.718)

It's true.

Leah (20:08.38)

This is true.

Tati (20:16.789)

our body. I don't know sometimes we think something is separated. It's not. It's part of the system, you know. So it's very nice. It's very good. It feels very relaxing. Very. It's amazing. So I invite you to come to Florida so I can give you one.

Leah (20:22.112)

Yeah.

Leah (20:33.454)

I just...

Leah (20:37.154)

I know, I was like, okay, so I need to go find somebody that does this, I very, well, I'm gonna leave this question for in a second, because I feel like other people have this question. I just have like, when you do, when I see that massage, I just, the only people who've ever had their hands in my mouth are dentists, and I'm just always like, ugh, dentist, I'm sorry if anybody on here is a dentist, but I have had the worst.

experience with dentists. Like every single time I go to the dentist, no matter what they need to do, no matter what exam they need to do, they're like, you won't feel this and something will happen and I will feel it. I've even had like a guard in my mouth to hold my mouth open and it was connected to something and somebody stepped on the cord while it was in my mouth and it like yanked everything and they're like, I've never done that in my whole career. And I was like...

You know what? This just happens to me at the dentist.

Tati (21:33.469)

I don't know if you understand but just for you to keep in mind it's not strong it's firm but it's soft it's a soft touch because you go through and then you can touch it's like a body massage oh you have something here let me work a little bit more but you go gentle

Leah (21:42.466)

Yeah.

Tati (21:55.917)

You don't go very strong. It's not for you to feel pain. He has to be comfortable and we have to work in the area really nice and well. It's so good. It's there.

Leah (21:56.648)

Mm-hmm.

Leah (22:01.577)

Right.

Leah (22:07.868)

Mm-hmm.

I've seen people's before and afters with it. That's, and I just, it's amazing. Like their jaw looks so chiseled.

Tati (22:18.277)

Think about it, it relaxes your whole entire, like the face here relaxes, oh so tense and then this just makes so good because I always tell people you have to understand when you start the massage people just take care of the face, there is a lot of error that I see. When I do facials for example I work the entire decollete, neck, front and...

Leah (22:35.277)
Mm-hmm.

Tati (22:47.857)
back and head because our pecs muscles goes all the way a little bit upper mid back until our ligament and the thigh which is you know like on top of your neck let's put away like behind and that is pulling you down because it's gravity and your muscles like

Leah (22:52.218)
See, I'm feeling the need for a massage.

Leah (23:09.122)
Hmm.

Tati (23:17.097)
And once you relax that, it's easier if you go massage the face. Because here is relaxed, it's not like, ugh, this is pulling. It's all together. Our muscles are connected. So it's all together. So then you relax the neck, shoulders, and then you go to the face. You don't go to the face and do the opposite. It makes no job.

Leah (23:23.599)
Mmm, that makes sense.

Leah (23:34.848)
I just need a flight to Florida.

Leah (23:43.962)
Yeah, no, that makes sense. Mm hmm. Just like you open up the lymph pathways before you do like a lymphatic massage or dry brushing or that totally makes sense. You guys if you're in Florida, I will have to put your location in the show notes if you're okay with that. I need to fly to Florida. So let's talk to somebody like Leah, who I'm trying to think of.

Tati (23:46.378)
easier.

Tati (24:02.957)
Yeah, I see it.

Leah (24:10.61)

I think I've had one facial, like one, in my entire life. It was multiple years ago, and it was just like something that my dad had got me for my birthday, and it was just like no idea what I was getting into. So let's just say never had a facial. Like what would be something I would want?

Tati (24:27.979)

Hmm?

Leah (24:31.894)

What do I need if you've never been to an esthetician? What are things you should look for or ask about so you don't get the things like the chemical peels and things like that, especially for people who are on the other side of the earth or the world and can't come to Florida to you?

Tati (24:51.833)

The first thing you have to look for a good professional because they are gonna tell you exactly what you need. All my treatments, what I do, I customize everything. Every time I see clients every week, the same clients every week, every week. Facial massage every week. Yeah, I have clients that I see three times a week.

Leah (25:00.215)

Mm-hmm.

Leah (25:09.807)

Oh, okay.

Leah (25:15.078)

Oh wow, okay, I aspire to be at that level.

Tati (25:19.514)

I know it sounds a little bit crazy, but that's the type of clientele that I have. They like to be pampered, you know. I explain to them, no, you can do the massage like this and that. I won't do like you. I'm sorry. You have to come. It's like, okay. But, you know, like a regular person that would go, I don't know, once in a blue moon, like you said, you have to really look.

Leah (25:32.684)

Hehehehe

Leah (25:42.231)

Like Leah.

Tati (25:46.073)

How is that professional? Because they're gonna see what you need. And every skin is different. Even if I see you today or in the, I don't know, maybe in two, three months, we're gonna do a different treatment. I did treat very different what most of people do because they

separate, because they have services, right? Cleansing facial, microdermabrasion, chemical pills. I try to combine

Leah (26:00.075)

Oh, okay.

Leah (26:07.742)

Mm-hmm.

Tati (26:15.561)

My agenda is super crazy. I work almost every day and I have my skincare business. I'm a mom, you know, so it's a lot. So I have no time. I see the person and we do everything that person needs in order to have a healthy skin. Three types of masks.

Leah (26:25.546)

Mm-hmm.

Leah (26:40.046)

That's what I need.

Tati (26:43.421)

I don't care, we'll do it. Everything that your skin is gonna support. Some clients come to me and say, I don't do chemical peels, but I have one specific peeling that I do to my clients. They are coming from, it's a powder, but it's a lava. Who heat it, but does not have chemicals.

Leah (27:02.718)

I've seen this on your Instagram.

Yes, I've seen it.

Tati (27:12.029)

and it works as a micro-needling. So every time, yes, I was like, okay, I'm gonna buy this, this is not gonna work. They say it works like micro-needling and peeling. This is not gonna work. I apply, it's like a thick scrub, and you scrub, you rinse it off. And after 24, during 24 hours, every time you touch your skin, it looks like little noodles.

Leah (27:31.128)

Yeah.

Tati (27:40.585)

it's inside your skin only if you're too thick but it's good it gets like a lump sensation and it works amazing it's really nice it's really nice but it's not for every person you know chemical peels they are not i don't like them anymore because i know how skin works but if they have melasma it's a no you cannot chemical peels no

Leah (27:43.438)

That's scary.

Leah (27:49.468)

Yeah.

Leah (27:56.17)

Mm-hmm.

Leah (28:08.731)

Mm-hmm.

Tati (28:09.629)

Natural fine, chemical no. But if you don't have some people like melasma or like strong hyperpigmentation, people are okay in having chemical peels. It's not because you're gonna have a chemical peel, no, my skin is gonna be bad. No, but sometimes chemical peels, they can trigger hyperpigmentation. They can lead to future melasma.

Leah (28:33.673)

Mmm.

Leah (28:37.701)

Oh, okay.

Tati (28:38.721)

because the melasma is an inflammation of the skin. It's a skin inflammation, the melasma. That's why I don't like melasma with vitamin C and then the retinol. Vitamin C is not stable, you know, the regular vitamin C. They have to use to be stable lower pH, which is gonna change your acid mantle, your skin barrier, and is gonna promote other types of irritation to our skin.

Leah (28:48.982)

Mm.

Tati (29:08.705)

like one thing will lead to the other and it's gonna lead to the other and then as a result you're not gonna have the luminous nice skin and glowy as you're looking.

Leah (29:09.324)

Mm-hmm.

Leah (29:19.59)

Yeah, no, that makes sense. So I want to pop into like things you should look for in skincare. But what are questions or things you should do if you're looking for an esthetician in your area? Are

there like things like I'm thinking if I just go on Google and type in esthetician, they tend to pull up like chains like franchises and stuff like, are there questions you should ask to find an

Leah (29:48.938)

you would enjoy going to.

Tati (29:49.589)

I would go for social media and see what they're doing in their social media for me to kind of see your work. And I don't like, to be honest, I don't like big spas because they're gonna charge you for the place. And think about it, the big spas, if you are in a hotel and you don't live there in that city, doesn't matter, it could be a super fancy, amazing hotel.

Leah (29:53.922)

Okay.

Leah (29:57.47)

Okay.

Leah (30:06.503)

Yeah, that makes sense.

Tati (30:18.573)

They just treat, they don't treat people. People that go there, they go once in a blue moon. So does not make sense having massage in those places. They're gonna have the way to do five minutes in one arm, five minutes in other arm. They're not gonna do, oh, I have a back pain. Can you please help me with that? No, they're there just to do their thing. You know, like, no, you're not like a client. You just...

Leah (30:26.456)

Yeah.

Leah (30:39.246)

Mm-hmm.

Tati (30:46.821)

customer there for that day They're gonna try to push you as much as much products as they can and that's it I would not work big chain hotel. I Like everything local like local restaurants local Esthetician local massage tariffs, you know more local than big, you know, they're not I'm not saying all of them are like that

Leah (30:49.674)

Mm-hmm.

Leah (30:56.79)

Yeah.

Leah (31:06.739)

Yeah.

Tati (31:14.881)

I do a lot of research. I go to, I have done so many crazy stuff. Like, okay, I figured out one lady in Paris that she was amazing for massage. I went there to get her massage and to do some courses with her, why not? When I was about to do my skincare line, I went to Provence, where is the brand L'Occitane and Manosc.

Leah (31:30.53)

Ha ha.

I'm going to go.

Tati (31:43.609)

to see how their fabric would work. I went inside their labs. You know, I go to the place, you know, I wanna know how things really work to see if that's something that I really wanna do. So this lady, I found her online and I went to her. So that's how I did. I went to, I don't know how someone recommended her some kind of a magazine and stuff. And...

Leah (31:51.964)

Yeah.

Leah (31:58.652)

Yeah.

Tati (32:12.321)

She's not crazy famous, but she's really good. It was the best massage I ever got it. It's amazing. And they explained to her, there was an institution would like to learn social. She received me with books and stuff. Okay, Tati, let me explain to you how it works. That's my role. So I love it. You know? So I look for someone more like that. Social media and see what they share.

Leah (32:33.291)

Yeah.

Tati (32:42.005)

you know, according to my expectations. And then I always tell my clients, ask, ask. Oh, I'm gonna do this treatment for you. Why? Ask, ask your doctor, ask your statistician, ask your massage therapist, ask me, you know, don't just agree with everything that I'm saying. Look for more answers. Look for what you really wanna know.

Leah (32:42.473)

Okay.

Leah (32:45.867)

Mm-hmm.

Leah (32:55.502)

Mm-hmm.

Leah (33:01.834)

Mm-hmm.

Tati (33:10.749)

Is that true? Let me see. You know sometimes they say, oh yes, she's an expert. No. Look for yourself like, okay, this is fine. Okay, we can do this treatment. Oh no, I don't agree. You know, I think we have to question more. Everybody and everything.

Leah (33:27.242)

Mm-hmm.

Leah (33:31.122)

Yep, I get that. So what, let's talk about your skincare that you formulated. Like, what made you come up with this exact formulation? What are things that you recommend people always looking for maybe in their skincare?

Tati (33:50.197)

What I started first, I'm not really... I don't really love creams because when I learned how to make products, I didn't like how cream was made. I don't know if you know how you can make a cream.

Leah (33:58.743)

Mm-hmm.

Leah (34:06.983)

I don't. Do I want to know?

Tati (34:09.277)

No, it's basically they get water, they heat water, they heat oil, they heat some emulsifier and you blend them all together. That's the cream. Like magic, boom, cream.

Leah (34:13.236)

Yep.

Leah (34:22.018)

Okay. Yeah.

Tati (34:27.437)

That's the problem when you go. You see your skincare. First ingredient, water. That means up to nearly, I would say, 80 to 90, 90%, 90, it's water.

Leah (34:33.966)

Mm-hmm.

Leah (34:46.502)

Water is cheap. And you're paying like \$90. Yeah.

Tati (34:50.689)

It's good, but you don't want to pay that much, you know what I'm saying? I was like, okay, and what's the rest? First, those names that we cannot even pronounce. We cannot pronounce, I'm sorry. You know? And I was like, that does not make sense. And then at the end, one essential oil just to smell good. Not sure why is that.

Leah (34:58.654)

I... yeah.

Mm-hmm.

Leah (35:07.52)

It's true.

Leah (35:18.71)

Mm-hmm.

Tati (35:19.621)

you know? And I was like, why? That's another thing. And then say, this is oil free. So proud. That's what made me question why oil is bad. It's just because oil is very expensive. Good oil, good essential oil. I'm not even talking about organic. If you go organic, it's like five times more.

Leah (35:28.565)

Mm-hmm.

Leah (35:35.475)

Mm-hmm.

Leah (35:40.59)

Mm-hmm.

Tati (35:50.133)

Okay, so, and I looked for a CO2 extract, which is different type of extraction because since I'm an expert on this, I wanted the best type of extraction to make sure that plants will get all the properties in the right way, you know? So looking for what made me get to this formula was a lot of research.

Leah (36:11.381)
Mm-hmm.

Tati (36:19.773)
I want people to have healthy skin. So what do I need? I start studying all the oils, all the extract, all the essential oils, all the actives. What is the best one? Because since I'm going to do something, it has to do the best one. If not, forget it. You're not going to do it. So many good things out there. But I want something.

Leah (36:46.178)
Mm-hmm.

Tati (36:48.525)
that people would use only one easy in the morning and one at night. Why? I notice my clients, they would buy five, six, seven products and they would not use it. First week, fine, they would number step one, two, three, four, but second week they would stop.

Leah (37:10.524)
Mm-hmm.

Tati (37:18.369)
You can have the best cream, but if you don't apply, it's not gonna work. And then it made me think, and why we don't use only one? Oh no, because you have to wash your face. And then you have to use a toner, or an astringent, which is a little bit stung, to balance back your face, because once you wash your face, your skin is dry, and it is not ready for the serum or for the cream.

Leah (37:22.815)
Mm-hmm.

Tati (37:47.917)
So we have to put the toner because the toner is going to balance the pH, which is the acidity of our skin. I was like, okay, so many steps. For me, there's an aesthetician. Imagine for my client. And then you apply this. You go to the lighter to the stronger. You go to the cream and you finish with the oil. And then you have the Korean method, 10 steps.

Leah (38:18.034)
I know what you're talking about.

Tati (38:19.234)

This was not happening. This was, I was like, that's too much. I'm a mom, I have two kids, I have to drop them at school, I have to pick them up, I have to go to work. What time am I gonna have my skincare? No. And then it was such a big call for me. I was like, this does not work. And the stunning skin, the way I studied, when you finish the last step,

Leah (38:24.866)

Yeah.

Tati (38:47.621)

It's not gonna penetrate into the skin. So I study a formula that I could use all these ingredients together without fighting to each other in a way that instead of having five products, I would have only one, would make much easier my life and other people's life.

Leah (39:10.466)

Mm-hmm.

Tati (39:15.809)

you would get the result would be something potent, would be something for sure waterless for the serum is oil based with exotic oils with actives and essential oils that our skin really needs every single ingredient you need that is there you need it. It's not because it's a filler, it's not because it's cheaper, it's not because no. What is the best?

is this. Okay, so that's what I'm gonna have on my skincare because there is why every ingredient is there and it makes our life easier and I don't like to go to my bathroom and see 20 bottles there all half or even almost full that I didn't use it because it was a vitamin C that was smelling bad. I didn't have a chance to use because

Leah (39:47.15)

Mm-hmm.

Leah (40:08.492)

Mm-hmm.

Leah (40:11.962)

Mm-hmm.

Tati (40:13.581)

The vitamin C was step three, I always just sometimes wash my face, it's like, oh my God, I'm gonna do it. I don't have time for this and that. So it was a way that I find to simplify our skincare and make it easier for us and able for every person to be consistent with their routine.

because if I tell you just one day in the morning, one serum in the morning, one at night, it makes it easier. And I use some Ayurvedic oils as well, which extracts, that helps to your skin,

that helps to your mood, you know? And every bottle that comes from the lab, I put them in a room with some

Leah (40:59.862)

Mm-hmm.

Tati (41:11.285)

I wouldn't say music but some pono pono kind of a song and with crystals, especially the white parts because I really like them, just to change that energy because it comes for such a long path. It's made in the lab with different hands. I truly believe in energy and I think we change...

we can change a lot of things with energy because things they can be transformed, you know? So that part that I study with the holistic, I apply in the products as well.

Leah (41:55.186)

Yeah. So like products come from all over the place. So how do you choose like when you were putting that together? I know sourcing is so important when it comes to your product. So how did you or why did you choose where you source certain things?

Tati (42:12.961)

I started with research, like everything you can imagine. Like my product has astaxanthin, which is an algae. There are two places that make them really well. One of them is in Big Island, Hawaii. I went there to the farm in Hawaii. You know. I'm crazy like that because I wanna see.

Leah (42:24.366)

Mm-hmm.

Leah (42:35.774)

Like, let me see my algae.

Tati (42:42.221)

You know, I really want to see that. And I would buy from everywhere you can imagine the different types of oils and analyze them myself. Was very hard for me to find the places because I'm very picky. I didn't wanna, I don't believe what they say it is. I have to see and touch and feel, you know.

Leah (43:11.604)

Mm-hmm.

Tati (43:13.217)

I'm that kind of a person saying okay The lab you are buying from this place and nowadays they have a lot of Good methods to show you that is what it is You spend a lot of money, but you can validate that through labs

Leah (43:28.75)

Mm-hmm.

Tati (43:37.069)

showing that what you think, okay, what is in there, it really is what it is, you know what I'm saying? Each ingredient, it's very expensive to do that. What I like to do in order to know for sure that what I'm buying, it's really true. Because nowadays, people mix everything you can imagine. Everything you can imagine, you know, and I do not like big chains again.

Leah (43:43.316)

Yeah.

Leah (43:48.299)

Mm-hmm.

Leah (43:55.754)

Mm-hmm.

Tati (44:06.813)

I go to the farm. Sometimes it's not USDA organic, but it is organically grown.

Leah (44:07.159)

Mm-hmm.

Leah (44:16.222)

Yeah, they use the process. Yeah.

Tati (44:18.069)

You know? So I like to go, I analyze myself, every single one of them, pass to the lab to go for very specific ones. That costs you a lot because the lab they would have whatever they have. And this is my formula. So I don't want you to put whatever. No, it has to be exactly. Why I study so much for? You know, would not make sense for me.

Leah (44:35.615)

Yeah.

Tati (44:48.525)

would not make sense. And when people go to buy product, I recommend to go to small stores instead of going to big ones. Oh no, because it's been in the market for such a long time. We are a product to go to the market, doesn't have to be FVA approved, which is crazy. So if you tell me there is XYZ,

Leah (45:03.445)

Yep.

Tati (45:15.721)

Is there really XYZ in the product?

Leah (45:19.242)

Mm-hmm. It's beauty industry is so crazy. It's like the FDA approval though, like the thing, there are things that the FDA approves that I'm just like, well, why, why is that approved and safe? That shouldn't be. It's just, it's the wild west. It truly is.

Tati (45:40.757)

It's crazy if you see outside they banned thousands of ingredients for skin care. FDA here, 11.

Leah (45:54.238)

It's crazy.

Tati (45:54.733)

Which is crazy, you know, like parabens, formaldehyde, you know, all those things that we already know. But come on, there's so much out there, you know, why? But you know, that's the industry. That's the industry. The same way you have to look for a good aesthetician when you want like, spiritual, you have to look who is behind that brand. Who is behind?

Leah (46:15.519)

Yeah.

Tati (46:23.845)

And to be honest, when someone really big buys the brand, unfortunately, then forget it.

Leah (46:31.062)

No, it changes.

Yeah. Yep.

Tati (46:36.513)

It's not the person behind the brand anymore, the person does not have control anymore. It's the big brand. You know?

Leah (46:42.106)

Yeah, yep. This is where small business just is so beautiful that you can, you know, get into the intricacies.

Tati (46:50.097)

I like to store things as much as I can locally, but for skincare it's impossible. So that's why I try to, of course I'm not going every place, but I try to kind of know where I'm sourcing from and

always doing the test to make sure that what I'm getting is still good. It's crazy, yet crazy expensive.

Leah (47:15.886)

Mm-hmm. Yeah.

Tati (47:21.069)

But that's the peace of mind that I want to pay for.

Leah (47:24.211)

Mm-hmm.

Leah (47:27.994)

Yeah, yeah. And I love like you packaging glass bottles, which is really nice for obviously no plastics. So how can you walk me through like for people that don't know, like how would we go about using the serums? Let's say if somebody's like always used like face wash, toner, cream. Yeah, if you're watching on YouTube, you'll be able to see. Yeah.

Tati (47:45.365)

have been here, hopefully they can see us.

Tati (47:50.565)

Yes, go to YouTube, it's worth it. Like I said, I chose them to be silk screen because it's way easier, so it's not, you know, for labels and stuff, much better. Has all the ingredients, doesn't have a box. Why? Another thing that I noticed, first thing that my clients would do, throw away box, you pay so much, increase price of the product, and then you're gonna go look for directions.

is in the box, it's not in the bottle. So I make everything in the bottle. Makes way easier. All the ingredients is in the bottle, everything that you need, you just read. And it's simple, like I mentioned before, you just need, I like five drops, they're very concentrated. I like five drops, this is the day, Brightening Day Complex, I like them five drops.

Leah (48:23.507)

Yeah.

Leah (48:38.551)

Yeah.

Mm-hmm.

Tati (48:46.381)

The secret is you woke up, splash of cold water on your face, you pat dry, five drops, neck, chest and your face. That's it. It has to be right after you cleanse your face because of the botanicals. They are very well absorbed right after. You cannot wait. Yes.

Leah (49:09.844)

Right after water. Okay.

Tati (49:11.681)

Because remember our skin has the sweat, the water and the oil. So to be biocontainable they kind of need both. And this after cleanse is fresh and it's easier for them to absorb. And here we have the night serum that helps with the collagen.

Leah (49:15.286)

Mm-hmm.

Leah (49:19.133)

Mm-hmm.

Leah (49:30.191)

the nighttime one.

Tati (49:36.793)

This is all day all about antioxidant and prepare your skin for the day. This color gives you a very nice glow. It looks like you have a little makeup kind of a summer glow. I love that. I love it. And this one, the night serum, it helps for you to replenish, renew your skin and has the plant-based retinol, which is the Bakushyol.

Leah (49:36.95)

Mm-hmm.

Leah (49:48.686)

Tan. Yeah.

Yeah.

Tati (50:05.129)

And of course, many other ingredients that I sourced. One of the ingredients that I'm really proud of the night serum, it's from the, both of them, they have some actives from the Amazon Brazilian rainforest. And there is one specific one that comes from a tree it called, in English would be kind of a rose, Brazilian rosewood, that before the ingredients, they would.

Leah (50:22.648)

Mm-hmm.

Tati (50:34.821)

cut the tree to get the extraction from the oil. And now they learned that, okay, if we keep cutting the tree, it's not gonna grow, it's not gonna, you know, not gonna be good. So they did a sustainable job there that they planted more trees and they figured out that the leaves from the tree would have same properties that they would.

Leah (50:45.353)

Yeah.

Leah (51:02.359)

Huh?

Tati (51:03.429)

So this specific active CO2 extract comes from a region in Brazil that is sustainable, is made with the community, they even have one specific symbol that is only there, made only there in Brazil, and is also sustainable. The community planted the trees and they collect by CO2 extract.

Leah (51:09.884)

Yes.

Tati (51:31.769)

of course in the fabric and all that, but they kind of use the community a lot to be involved, you know, to be part of the process and in a sustainable way using the leaves instead of cutting the trees.

Leah (51:49.05)

Yeah, yeah, yeah. Oh, that's awesome. Very cool. So

Tati (51:52.341)

Yeah, no, I can do things like that instead of just throwing ingredients, you know, I don't like. Like I said before, everything has a purpose for your skin and outside your skin as well, you know, with communities and all that.

Leah (51:59.294)

Yeah.

Leah (52:05.645)

Yeah.

Leah (52:09.862)

Yeah. So let's say like at nighttime you have to take off makeup and like if you're not using a cleanser, like let's say we just have the night serum, could you walk me through how you would do that?

Tati (52:23.259)

At night you must cleanse your skin.

Leah (52:26.758)

Okay, so what would we use? What would we do?

Tati (52:31.501)

I like a lot the oil cleansing method, you know, I like them a lot or you can use a mild cleanse, not something that's gonna really strip your skin barrier, you know those in gel, it's not that great, you know those, well those in gel because I do have, they do have some good ones but I don't want something that is gonna really dry your skin, you know?

Leah (52:35.413)

Okay.

Leah (52:42.912)

Okay.

Tati (52:59.981)

something maybe kind of a milky, something more gentle to your skin. And do not exfoliate your skin every day. You don't need it. Some people, oh no, it's very light, exfoliate. If you use a serum like the Night Serum, they have natural exfoliation inside.

Leah (53:00.704)

Yeah.

Leah (53:05.901)

Yeah.

Leah (53:09.773)

Yeah.

Leah (53:14.859)

Yeah. So.

Leah (53:21.35)

Okay, so like, could you would you use the night serum as like an oil cleansing method coming from somebody who doesn't know anything or would you use like, is that like

Tati (53:29.977)

I was not used because I used it before because I was in a place that I'm very... Okay, I go, I travel and sometimes I don't use much because I'm very minimal. I just use my stuff, you know.

And then I forgot my cleanser. I was like, oh my God, I'm gonna do... And I was using mascara. I went to an event. What am I gonna do, you know?

Leah (53:46.238)

Mm-hmm.

Tati (53:56.457)

I used the oil to cleanse my mascara and it worked really well. But it's not made for that, you know? It was just one day that happened, okay, fine. But you don't want to spend, you know, this specific, so good and nourishing product just to wash your face. You can use something cheaper to wash your face, you know? Something, of course, it's not gonna strip your skin barrier, but something very mild, gentle.

Leah (54:04.354)

Mm-hmm.

Leah (54:16.023)

Great.

Leah (54:19.597)

Yeah.

Tati (54:26.037)

and you're gonna be good. You'll be fine. And then you apply the serum, as soon as you cleanse your face, you pat dry and then you apply and you're good. Nothing else. And that night or morning, doesn't matter. When you choose morning or night, or if you have time, you do both, the massage is really nice and important. You do just a minute. You don't have to, because it helps with blood flow, it helps a lot.

Leah (54:36.982)

Yeah.

Tati (54:55.617)

you open up your lint, you know, it helps your skin to, to the product to perform better when you do the massage. And when you do massage, you have to make sure your skin is very well moisturized. Like you would really have to apply the product. You cannot do massage with just a little product, you know what I'm saying? Because you can promote more wrinkles, if not nourish enough.

Leah (54:58.185)

Mm-hmm.

Leah (55:05.151)

Mm-hmm.

Leah (55:17.981)

Mm-hmm.

Leah (55:22.64)

Okay.

Okay, so make sure you have enough oil on before you do that. Yeah. Okay. Okay, that makes sense. I am pretty sure by the time, like your website will be live for them to buy the products by the time this episode goes live. But I'm also gonna make sure that like, your Instagram is linked down below because I'm sure people will have

Tati (55:26.885)

You have to be laid. Yeah, you have to be laid. You cannot be...

Leah (55:53.55)

questions and you know things like that but you should go to her Instagram just to watch the facial massages if you do nothing else. So you can all follow along and do the facial massages with your oils. I had chronically dry skin and I don't have that anymore so the oils are amazing for that.

Tati (55:54.905)

Cool.

Leah (56:23.39)

It's just, I don't know, plump, hydrated, happy, no more like, I used to definitely get like dryness around my mouth where my makeup would break up and stuff because my skin was so dry that it would just try and soak up my foundation and I don't have that anymore. So I love it and I've been using it for a while.

Tati (56:43.449)

You're giving support to your skin to be the way it's supposed to be. That's the main thing.

Leah (56:49.662)

Yeah. All right. Well, I'm going to leave it at that. And I'm going to let the people ask the questions because I'm sure they're going to have them for you.

Tati (57:02.517)

Yeah, for sure. Yeah, I'm right.