

#163 Unlock the Power of Gem with Gemini Beauty Skincare Fou...

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SPEAKERS

Michelle Glogovac, Joann Zehenni



Michelle Glogovac 00:01

You're listening to the mind simplified life podcast and this is episode number 163. Welcome to the my simplified life podcast, a place where you will learn that your past and even your present. Don't define your future. Regardless of what stage of life you're in, I want you to feel inspired and encouraged to pursue your dreams, simplify your life and start taking action today. I'm your host, Michelle Glogovac, and I'm excited to share my stories and life lessons with you will take you on my own journey. This is my simplified life. Hey, friends, welcome back to another episode. I'm your host, Michelle Glogovac. Now, you know, I have the most utter complete respect for entrepreneurs, I think that taking a chance on yourself on the world on launching a business, a brand, a service, something that is completely unknown and terrifying, is absolutely amazing. And I think I've shared this before, I know I have on Instagram. But there have been times where I'm so in awe of other people who launched their own business that I often forget that I've done it myself, and that I'm living exactly what these people have gone through and are living themselves. And it's interesting because it takes so much work. It takes a belief in yourself. There's ups and downs, there's doubts, there's excitement. It's like a whole roller coaster of emotions. And I started this in my late 30s. So to find today's guest was so exciting for me, because Joanna Henny is 18 years old, and she launched a business when she was 15. She started it and it's successful. She has a product that's in JC Penney stores nationwide. It's absolutely incredible. But more than the fact that she's launched this business, and it's finding success. The big part is that she's doing it for a good cause. She's doing it to help her family. She's doing it to help other people. And part of her profits go back to this cause in helping research for lupus. So I am very excited to share with you Joanne story, and to introduce you to Gemini beauty. Hi, Joanne.



Joann Zehenni 02:37

Hi, thank you so much for having me.

M

Michelle Glogovac 02:39

Oh, it's my pleasure. I'm so excited to talk to you. Because you are you're probably my youngest guest. Perfect, but you are very accomplished. So I am I'm so excited to talk to a young entrepreneur, you are in the throes of it with school with work with everything you're doing. So before we dive in, can you take a moment and introduce yourself to everyone, please?

J

Joann Zehenni 03:02

Yeah, sure. Hi, I'm Joanna Henny, I'm the founder of Gemini beauty. And I'm 18 years old. You're a baby. I know whenever I say that, like I don't people either think I'm a lot younger, a lot older. So there's no one ever believes me.

M

Michelle Glogovac 03:20

And now what your company is Gemini beauty and share with everyone what it is.

J

Joann Zehenni 03:25

Yes. So it's a fruit based skincare line that takes from my personal heritage. I'm Ukrainian and Lebanese. And the entire line is dedicated to my family. So each product has a certain meaning behind it based on each family member and my personal experience as a consumer. And I started developing it when I was 15. And then launched when I was 17. So it's been out there for about a year now or a little bit over a year now. And I've just had the best time curating it and working with new people. And a big part of Gemini beauty is beauty for a cause which is a big part a big part of me, like kind of like my whole idea of it because I personally have borderline lupus, some members of my family have lupus. So our beauty for causes working with lupus Li and they're an amazing organization based in LA was the head doctor of the organization is a family friend and someone who's helped my family a lot. So not only is Gemini beauty, working to help you find comfort and confidence in your skin, but also we want to help the lupus community in any way we can because it it definitely had an impact on my family since I was very young. So I just wanted the brand to have a wider reach not only in skincare, but just overall wellness and holistic health.

M

Michelle Glogovac 04:37

And how did you start this at 15? Because let's be honest, 15 I was taking driving lessons and I was looking for my first job. It was Baskin Robbins and that was where I was at but of course this was like wasn't pre internet but it was still you know, not that we didn't have as many resources as you have today. But how did you decide that this is what you want to do and go off You're gonna do it because I know there's some connection with your grandma too. So I want to hear that. Yeah.

J

Joann Zehenni 05:03

So I, I've always been very much into skincare I personally have really, really sensitive skin. So I would always be testing products. And I, I'm a huge fan still of like watching beauty secrets on Vogue, and Harper's Bazaar, get ready with me, you know, all those celebrity videos of celebrities sharing their favorite skincare tips and tricks. And I was so interested in it, that I would buy these products. Or at least I would try to I like, again, I they're really expensive products, I really didn't have very much like I didn't have a very big opportunity just to buy, buy, buy, but I just wanted to try as much as I could. But again, as a 15 year old, I kind of like was so eager to try everything. But at the same time, I knew that, you know, I don't need anti aging products. So it was it was kind of fun for me. But then once I began to try those products that I saw online, or you know, just by reading on the internet, I realized that none of it works for my skin, because of how sensitive it is. And so I started studying what's exactly in those celebrity skincare products and figuring out what worked and what didn't, you know, I eliminated any red nose like retinoids and retinol because of course I didn't need it 15. But, you know, over time, especially when the pandemic pandemic hit, like, I, like I had so much free time on my hands, I started working with my twin sister. So I kind of like I had nothing else better to do. So I worked with my sister, and then I just loved working and then I kind of wanted to do something that I really, really loved. And that's kind of how skincare started. And I lived with my grandparents and my parents my twin sister over quarantine. And all I did is I saw my grandma making just get like skin masks and face masks and just by herself in the kitchen with like strawberries, honey, Greek yogurt. She often used a berries that she used when she was little in Russia, you know, various various that you can just grow in your backyard. And that's what she did. Because we had a little garden in our backyard. So we all lived together. And I saw her constantly telling me like in the morning, you know, you need to put Tumeric on your face for dark spots or, you know, the Greek honey is really healthy for your skin, that skin barrier. So after seeing all of that, and it's really taking the time to study the market and the ingredients because I wanted to be as knowledgeable as possible before starting a brand because it's it's a full it's a full time commitment. I can't just start and you know, I realized that because I come from a family of entrepreneurs. And I see that once you start something, it's that's it like that's your whole life. So I didn't want to look at 15. And this was more when I was closer to 16 years old 16 and a half like I realized that this is what I wanted to do with my life. And as a joke. My mom and I went on walks everyday during quarantine like in the like in our neighborhood. And I've said as a joke, like I That's my dream to start a brand better. And I even interned for a really great skincare brand over quarantine as well. So I was learning a lot from them and the Ardene r&d department and so she was like, why not start now. So then all of that together, even though that is a lot, and there's more to it, but that's kind of the gist of it. That's how I started Gemini and that's really what that was the catalyst of everything.

M

Michelle Glogovac 08:06

So while everyone else was watching Netflix and catching up on their books, you were like, I'm just gonna launch an entire business.

J

Joann Zehenni 08:13

I did watch a lot of YouTube I was so obsessed with I remember there's this YouTube channel beauty with Aidan, that my older sister recommended to me that I was so obsessed with. And all they do is talk about various skincare products and the study of your skin, like the layers of

your skin with acne prone skin sensitive skin. So I was just like that was my full interest and it just took over my head over quarantine. It's it still does.

M Michelle Glogovac 08:35

And so now you're in college you're at Loyola, so obviously an underachiever by far we know this already. What are you studying? And how is that going to help your brand and your company

J Joann Zehenni 08:47

LMU has an amazing entrepreneurship program. So I'm an entrepreneurship major. I've already taken an entrepreneurship class where really we just learned a lot about various entrepreneurs and how they like how they became so successful. And I remember we listened to some podcasts, we read books, like we read online, and even though and also we learned about the psychology behind entrepreneurs, which is really interesting to me. So by learning about all these different entrepreneurs gave me a lot of hope personally, because in each podcast, they went through, like a variety of obstacles each individual went through. And I know I've already like, experienced so many different difficulties or obstacles just in like building the brand in itself. So hearing that these people even for years at a time, were at their lowest or you know, didn't have sales or you know, had difficulties with vendors selling whatever it may be. It like gave me hope because I know that everything's very temporary and they worked through it by just brainstorming different ideas and asking for advice. So I learned a lot about the most successful entrepreneurs in it. I just had a lot of fun learning about it because I tried to like listen to their tips and involved in my life, so it was great.

M Michelle Glogovac 09:58

I didn't even know that was me. Sure, that's,

J Joann Zehenni 10:01

yeah, I know whatever people say, like, whatever they're like, is that really a major, but it's so great. And I have a main reason why I chose LMU was because of the major, because I wanted to stay in LA and I also love the school, I went to Marymount high school. So it was perfect, like, you know, kind of, like all the morals and ideas aligned in the school. So I just I love to hear and the major in itself, I'm so excited to take more classes. And because I know they have so many, they have so many, like, there's so many to choose from. So I'm excited for next year, and

M Michelle Glogovac 10:30

the campus is beautiful. Very, very beautiful. I

J Joann Zehenni 10:32

J Joann Zehenni 10:32

know. I love it here.

M Michelle Glogovac 10:34

It's gorgeous. I went to UC Santa Barbara, so anything close to the beach? So yes, it's perfect. Yeah, live there. Well, you can because someday, you might not be able to afford it. No.

J Joann Zehenni 10:45

I know. I know. I'm trying to take advantage of like living on campus. And like just being in the area with all my friends.

M Michelle Glogovac 10:51

So how are you running the business from your dorm room? Because I know you are the pictures of you know, all the beauty products? Are there in your room? Are you doing all of the shipping and everything else that's involved?

J Joann Zehenni 11:04

Yeah. So I mean, I know this isn't recorded, but it's like right under my bed. So I have a cabinet under my bed with all the Gemini supplies. And then I also have a storage space where I keep all the inventory if I ever need a big shipment. But yeah, so I my mum, for last Christmas got me a little label machine maker. So for like UPS labels, so I use that. And luckily, the main thing is my computer and my phone. Because for social media, emails and like UPS and shipping, everything is on my computer, which is so great. It's just so you know about like, once every three weeks, I go to my site, I go to my storage space, and I take more inventory and bring it back to my dorm. So I really just restock whenever I need. And I've had my friends and my neighbors like come and help me ship products. And we have like little shipping parties. And so it's been Everyone's been so helpful here and I love it.

M Michelle Glogovac 11:55

And then how did you go through finding like someone to create the end product to? Because that's, that's all been part of it? I'm sure that for sure. Packaging, you know, did you have to get like FDA approval? Like what have you had to do all of this in addition to it?

J Joann Zehenni 12:11

Yeah, so over quarantine. So it took about a year to create the products and launch the products. And I worked with a really great lab, and they have several chemists who I worked with, they helped me with all the testing all the certifications needed. So I've worked with them for a long time. And I went through a lot of testing, you know, testing takes, you know, 12 plus

weeks. So it's a lot of waiting as well and just waiting for approvals. And even after the products came out, I started I kept doing focus groups, my friends, my families, people that I like, who I didn't even know. So it's still an ongoing just like getting everyone's opinions and getting reviews, which is always so great to hear when people love it, and I love also taking people who I may not know, or a friend of a friend who maybe has rosacea, and seeing how they liked the products, and I've really gotten so many great feedback. And also like for example, a close family friend of mine, her sister husband's Aisha, so I was like, you know, I would love for her to try these products and let me know she uses it and she loves it. So it's always great to like have even though that might not be on the website reviews, I like to know it you know, and I like to share it with people whenever it comes up. So it went through a lot of testing. And as of right now I'm I'm creating more products to launch in the summer. And that those products are currently going through testing and wearing some of them right now. So even though it is kind of a tedious process of just waiting and waiting and talking, you know, talking to chemists and trying to study the products as much as I can, when they come out, it's so rewarding. So I'm so excited for the new launches as well.

M

Michelle Glogovac 13:42

That's amazing. I feel like you're gonna be on Shark Tank soon. We're gonna see you and we're gonna be like I interviewed her my kids would Oh, we would gas on that one. You'd make me famous by by doing that. We'll get you on there. Please, I love it. So is your plan then to finish up college and then go full force into this and I kind of envisioned the way you're talking about how I love that you brought up that there's skincare products for you know, people who are aging, you know, we want our collagen and our retinol and all of this stuff. And then looking back to when I was a teen it felt like everything was like for acne and your blackheads and your pores and all of this. There's no kind of in between in between. Yeah, but it seems like you can also evolve your brand as you get older and what your needs are, you can just create your whatever you need.

J

Joann Zehenni 14:33

I know it's amazing. I remember when I was creating the new products and I was brainstorming with my mom, like a few months ago, she was like can you make the most expensive products with caviar? And just like the most anything CLG she was just naming like a bunch of really crazy things. Because she was like I my whole family uses a lion and I was like of course like as I grow as a consumer, I'll get your guys's opinion of my opinion and curate products that I personally want to use. Because that's, that's really the goal, because I didn't have any confidence or comfort in my skin for so long. And that's a prime reason why I created the brand. Because my skin sensitivity. So as I grow as a person, the brand is growing. And even the new products that are coming on summer really reflect that. And I've made a lot of changes to it too. And I know that as of right now, I'm going into the idea of just slowly working on in between products, like a basic moisturizer everyday. A really well, this isn't I won't get into the new stuff, but just in between products. And I think, you know, hopefully in a year or so I hope I can get into those kind of external like products of like Fe base, anti aging, SPF, what blood products may be, you know, I'm still trying to brainstorm, but it's definitely going to change over time. And I'm going to keep adding,

M Michelle Glogovac 15:48

did you have guidance on pricing, making a profit all of that stuff, because they know that especially these days, like kids come out of school, even myself, you don't know how to balance a checkbook, some don't even know what a check is. So to launch a business before you've even started college. That's a big learning curve, too. So how did that guidance work? Who did you turn to?

J Joann Zehenni 16:10

Yeah, so I talked to my parents a lot. And like I said before, over the summer, and overcoating, my sister and I worked, I was able to save money to initially start the brand. So that was like a main that was like a push to my parents being like, can I use this money and start the brand, because, you know, I also had to show that I understood the market, so I had to present it to them. And my parents, I talked to them a lot. They pointed me to several people who were just family, friends who are in the accounting, business, banking business. And so I talked to them, I also spoke to, again to some family, friends who worked in marketing in general and seeing, you know, how much I need to save up for marketing, what do I need for pricing just for in general cost of goods, I learned what a cost of goods was my dad, he made me sit down with a friend of his and write a cost of goods worksheet and do all these different things before even starting the brand. So and I'm continuing, I'm still learning all the time. Even now I talk to my mom all the time, and with just people that she knows about how to, you know, focus on now like how incomes involved, you know, in the beginning was just what are the expenses, but now that incomes involved how that really works. So I'm still learning and I just I talked to people that I know, and a friend of a friend of a friend, that sort of thing, because that's really all I can do. And also just study online, I watch a lot of YouTube videos again, and in the future I was looking at, you know, the future classes I'm going to take at LMU. And a lot of it is business accounting and business finances. So that's definitely going to help. So it's just I'm constantly learning, but a big part of that is talk just asking advice for from the adults around me. And what

M Michelle Glogovac 17:47

are your friends think like? If you know with other entrepreneur majors, you know, have they launched the business? Are you like the special odd one out who's like, Yeah, I'm there. I'm just backing up to learn.

J Joann Zehenni 17:58

I mean, I know I remember the first day of entrepreneurship class, we were sharing like what, like our, our connection to entrepreneurship. I heard a few kids in my class, like, they have jewelry businesses, and I think a tech business. So there's definitely a lot of kids in that major who like are going for it already. So it's so cool to hear. Because at the end of the year, or under this semester, we had to do a project on our our venture or business venture. And I did it on a variation of Gemini beauty. And I saw so many crazy ideas of all the other people in my class with their business ideas whether they started it or not. So it there's so many people that have started it and it's just so interesting to learn about.

M

Michelle Glogovac 18:38

Oh, I love it. What do you like? What do you strive to be? What is your end? What's your goal? Yeah, what would be like, Oh my gosh, I've made it type of thing.

J

Joann Zehenni 18:48

Um, Sephora, Sephora, any big retailer I love so it's not, you know, just as if the four out but I love Dermstore and Ulta. And Credo Beauty and Detox Market, like all of these big retailers is my dream. I'm currently working with 13LUN, who is an amazing retailer. And they were such a dream of mine as well. And I and I have been able to work with them for about a year now maybe a little less than a year. And I work with them in their partnership with JC Penney. So Jim, they've used in 75 JC Penney stores and like, that's already like one big dream of mine, but you know, and they've been so amazing to work with and they Kaito who's the founder has done such an amazing job of curating the whole and also she does have a co-founder but you know, I've really spoken with her and she's done such an amazing job with putting all these brands together and reach out you know, online retailer and soon to be in person retailer. And each brand has such a different story and it makes it so much more fun just to like browse through the website because each brand is so unique and some nation different that it's been so amazing working with them, but I would say like just expanding the line hopefully over the next few years is that's my that's my dream

M

Michelle Glogovac 19:58

Shark Tank and you Your future I see. Yeah.

J

Joann Zehenni 20:01

That would be awesome. I love it.

M

Michelle Glogovac 20:04

I love that you mentioned though, that every brand has a unique story because your story is really what caught me. You know, I, I'm not young, I need the retinol the collagen products. But you know, to me, it was like, oh my goodness, this 18 year old college student is she's already launched this before she even went to school. And you're building this brand. And you had a publicist reach out to me, I was like, this is really freaking cool, because I was not there. And at

J

Joann Zehenni 20:31

no, it's been like that, just the coolest experience. And I am. So I also a prime reason why I wanted to start it was because I was, you know, I wanted to be in the comfort of my home, the comfort of my college, and have the flexibility to be student but also start my dream. You know, like, I didn't want to wait, and we were considering just waiting until after college and

like, I just couldn't do it. And every day since I actually I have the date in my phone because I took a photo of just the Gemini symbol online, even though that's not affiliated with the brand. I think it was Yeah, 2020. So yeah, it was a few years ago. And every single day since then I've thought about Gemini beauty like whether that's just like before sleep or drink, I do have a habit of during class, which isn't good. Like I just I gotta I have to be better at separating school and Gemini beauty. But you know, I'm constantly trying to expand the brand. And also be a good student, as best as I can. But it's I'm so happy that I was able and to start and have the opportunity to have my family helped me and just give me all the advice they have.

M

Michelle Glogovac 21:36

What is it? You've mentioned this a couple of times that you once you started working, you fell in love with working? What is it because I had a full time job in college and I fell in love I think with the money I love is awesome. I get paid. Yeah, this is fantastic. But I too fell in love with work, I have to be busy. I love working, I work for myself and I could go all day. What is it that you have found that you love so much about working?

J

Joann Zehenni 22:06

Um, I think it's the outcome of the work. So whenever I see like, I'm in my neighbor's room a lot every day, and I see like, on my friend like Maggie's desk, like my products that are almost out when she needs to like get a refill. And it's just like, I just love seeing people love the products. And like, every time when I've hit some sort of difficulty in creating the brand, like all I think about is the end result and what I want. And even though it might take a while or I just have to have patience, which I've really had to learn. But that's just what I love. Like I also I think I get it from my parents, but they never like my mom never sits still. And I think she's always been like Don't ever be like me, like learn how to relax. But I think it's in my genes or something. She says she's, she told me that's like me and my sister like my twin sisters also like that as well. And like my whole family, so it's kind of just like I've learned from them. And I constantly want to be doing something like it doesn't have to be Gemini, it could be it could be anything. It could just be going out to be with my friends, but I just can't sit though. So I always just I always just love working on it weather. And I also have like, I love being busy. And then some days I really don't. It just depends on my mood. But overall, I just I love seeing the outcome of everything. And I like to keep myself busy.

M

Michelle Glogovac 23:22

And where did the name Gemini originate? How did you come up with that? Yeah,

J

Joann Zehenni 23:26

um, my my twin sister and I are Geminis. And I know it kind of is a little bit misleading, like kind of astrological sign is a brand name. But I love the idea of Gemini because my twin sister is such a big part of the brand. She helped me. Like, I think she even I was telling her about it on the very first night and saying I want to start this brand. And I was really nervous to hear what she had to say. And she was like, you know, you should say I was like, I need a tagline. She was

like you need to say like you're a gem and find the Gemini you and like she helps me all like those creative thinking. And so she came up with a tagline. So that's like a big, big part of the brand is with her. But also beauty is very two sided, like you know how Geminis are or what they're known to be. So I find beauty to be kind of like very specific to the person. But you also have to look at beauty holistically and look at what your body needs because you could be taking care of your skin but internally, your body maybe maybe needs a different diet or you have to cut out gluten or dairy. I mean I also had to figure that out too and kind of like my health journey and changing what I eat because I realized on those days when I break out I kind of look at my skin and see what it needs but then I also try to think about what I've been eating and if I you know if I eat too much dairy or gluten I have to realize to like slow down because it's you have to target a problem holistically but also, each person has a very different skin type. So you can't just use one product and hope that it solves all your problems. You have to really understand it you know, sometimes people's skin is dry but on certain uncertain months of the year like it can produce x like excess sebum like it just really depends. So it to be mindful of that, and that's kind of why it's called Gemini periods. Like everything's very two sided.

M

Michelle Glogovac 25:05

I love that. I love what you said Beauty is two sided. I was like, Oh, we're gonna pull back. I promise you, that's gonna be a graphic.

J

Joann Zehenni 25:13

Awesome. I love it. Yeah, but I, and even that, like idea like, I knew going going into the brand that I wanted up for a cause and Gemini beauty to be like, the two main Well, I mean, of course, I'm gonna be he's gonna be a main word, because it's the name but the idea behind it, I wanted that to be a prime. Like kind of all on your face. Like when you when you hear Gemini, you do want that idea to be out there. But also beauty for a cause. And also just like finding the gym you like, you just want to find your happiest self. And that can be through skincare and holistic health. So that's the brand. I hope one day we'll be more than just skincare. So we'll see.

M

Michelle Glogovac 25:47

Oh, I love it. You are just, you're amazing. I know your parents are proud. I'm sure they are. Because how could they not be? You're you're doing incredible things. And I love that, you know, it's a skincare line. It's not like you went out and created any makeup like eyeshadow, that was a different color. Like you're doing something that's helping, not just yourself, your family, but you're on a mission to help other people, which is absolutely incredible. And to recognize all of this at such a young age. That's amazing. You're incredible. Joanne, I'm proud of you.

J

Joann Zehenni 26:21

Thank you so much. I know I'm so excited. I hope when the whole new. All new products come out in summer. I want to I would love to talk with you again. Yeah, to share with you all the new stuff that's gonna be coming out

skin that's gonna be coming out.

M Michelle Glogovac 26:33

Yeah, especially summer I'm thinking hot sun, you know something, and I do have a pool. So I might need to test those products for you.

J Joann Zehenni 26:42

They're coming over? How can everyone find

M Michelle Glogovac 26:45

you? And how can they place orders so you can package in your dorm room.

J Joann Zehenni 26:50

So Gemini beauty.com. That's a that's a prime website that you can buy the products. But also, you can find us in 75 JC Penney stores throughout the United States, and then also 13 lune.com. And then you can also shop through their Instagram 13 loon. And our Instagram is Gemini BV products.

M Michelle Glogovac 27:08

And what's your main product? Like? What's the like your mother ship product type thing.

J Joann Zehenni 27:15

I mean, out of all three of them. I mean, I guess my Ride or Die is the moisturizer, the daily brightening moisturizer with lychee and Cadbury. But all three have their I mean, they're just they're so different. But when you use them together, they're just far more effective. Like, I personally love using our moisturizer, I put it in my hand, and I put a few drops in the daily glow serum. And it gives you such a natural glow, especially now that it's winter and cold, I tend to get pretty dull skin. But as I've been consistently using the products, I don't experience that dullness anymore. And also the eye cream is really great for under eye bags and just waking up in the morning.

M Michelle Glogovac 27:48

I need to go on the website again. How would How would someone know that they can put the drops of the serum into the moisturizer? Do you like give instructions or tips on that? Or is that something that?

J Joann Zehenni 28:00

I mean, it's not on the it's on the box? I don't even think it's on the website. I just personally like to do it. I mean, maybe I'll add it on the website. What I'll do today, why not? I'm

M Michelle Glogovac 28:09

just people that I wouldn't know what to do. It's the same thing with my hair. I'm like, should I use a product I don't know what to do.

J Joann Zehenni 28:16

I'm definitely the same way but also on like the prime way to use it is use your serum first moisturizer or you can do your eye cream, serum moisturizer. It just depends what your skin needs. But also, I love using the glow serum as a primer for makeup because it's really great consistency like a primer.

M Michelle Glogovac 28:33

So and yeah, morning products. What do you do at night? I should have asked this before.

J Joann Zehenni 28:39

I mean, I use the same food products morning and night but also a nighttime, sometimes I like to add an exfoliant so maybe a BHA or PHA I love like pharmacy or doctor darts PHA MPJ just like oh, twice a week.

M Michelle Glogovac 28:53

Okay, so I'll take notes after this and then we do my whole

J Joann Zehenni 28:57

Yeah. Again, like it's so different. Like my mom loves to use a retinol at night but then also my sister loves use of vitamin C. So it just really depends on what your skin needs.

M Michelle Glogovac 29:07

My favorite thing right now is for Christmas. I got a for 24 karat gold mask. So it's all gold. It looks weird, but it's the best working thing. Like I've tried to charcoal things they don't do great. But and it's like a not a liquid again. Sick. It's a spring right? Yeah. And put it on I'm like, but I can feel it clean afterwards.

J

Joann Zehenni 29:32

That's the best I love. I love using a face mask or some sort of physical exfoliant at least once or twice a week because I feel like products are amazing but sometimes your skin just needs a little bit of a physical toilet or mask because each product has a different like different molecular size. So you kind of want to like play around with your products just to see how they work with your skin.

M

Michelle Glogovac 29:52

I love it. Thank you so much for coming on you oh I can't wait to try everything and for to see you just ROH and get out there and be on Shark Tank.

J

Joann Zehenni 30:03

I'm so excited to see what do you think. But thank you so much for having me. Thank

M

Michelle Glogovac 30:06

you. Okay, friends, I don't know about you, but I'm going to go revamp my whole skincare routine because it is lacking. And I want the bright, beautiful skin that Joanne has, even at 41. But I'm so impressed by her story by her journey, her grit, her want to do this to help others and to succeed. And I love that she's taking courses in a major in college that are helping her do this to propel forward and that her family is totally supporting her that she's educating herself. It's so refreshing. And it's so exciting. So I'm excited to support Joanne however I can to have her come back on the show in the summer, we'll definitely be talking about her new product line that she's launching. And to simply go give her a shout out, go check her out on Instagram, go visit her website, buy a product because anything that's going to help your skin is a win for you. But knowing that you're not only helping this young adults dream, but you're also helping a great cause with lupus research. So go and search out Joanne and Gemini beauty. And take this as your sign that you're never too young or too old to start something new to chase your dreams to launch that business. You have it in you to do what needs to be done. So take that inspiration and go run with it this week. I look forward to chatting with you all next week.