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#### CANADIAN HAIR LOSS COUNCIL / CONSIEL CANADIEN DE LA PARTE DE CHEVEUX

We provide resources, education and collaborate with hair loss professionals.

We offer resources and support for hair loss and scalp issue sufferers.





# A TRICHOLOGICAL YEAR IN REVIEW

Caroline Ruggiero, CHLC President Truly You Hair & Scalp Clinic, CEO (Toronto)



Welcome to the Canadian Hair Loss Council! As the President of the CHLC, I am thrilled to be contributing to our very first newsletter, created to inform our members about hair loss and Trichology, as well the latest research and technologies. We created the CHLC with one goal in mind: to bring together people and information. It's as simple as that.

There is so much noise out there when it comes to hair loss. With global access to information 24h a day, Canadian professionals looking to help their clients feel confused and overwhelmed with what courses of action to take or what safe and effective solutions to recommend. Our goal at the CHLC is to filter out the noise and get to heart of hair loss treatment and correction, including the treatment of scalp disorders, as well as information regarding detection and diagnosis.

Clients are confused as well. After more than 10 years of listening to my Trichology patients across the country, the message was clear: Canadians feel alone, misguided, and desperate for accurate and up-to-date information.

The CHLC was created to address both ends of the industry: practitioner and patient.

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CHLC was a concept that came to me a few years ago. But it was our experience with COVID that brought the organization to life. In Ontario, our business was locked down for 11 months. Across Canada many of our colleagues experienced similar lockdowns. Access to products and training became more difficult than ever. We were isolated from one another, and yet all facing the same issues. It was time to create a network for professionals to exchange ideas, information and have access to education programs that were not dependent on international programs and trainers.

With COVID, it was also inevitable that we would see an increase in stress and anxiety induced hair loss. Patients with autoimmune hair and scalp disorders were denied dermatological treatment seeing as it was deemed non-essential, and naturally they regressed. Even prior to COVID, appointments with dermatologists were difficult to secure for the hair and scalp. And during COVID it was not an option. The CHLC was created as a resource for the thousands of Canadians suffering in silence, wanting information and access to real and tangible treatments for their hair and scalp, and guidance regarding hair loss correction (surgical and non-surgical).

"My motto is 'live as if you were going to die tomorrow and learn as if you were going to live forever.' (Caroline Ruggiero)





## Congresses & Seminars in 2022

My motto is "live as if you were going to die tomorrow and LEARN, as if you were going to live forever"

I have an unquenchable thirst for knowledge. I channel the daily frustration I hear from patients into fuel that ignites my passion to search for up-to-date information and the latest scientific research and scientifically proven solutions, treatments, medications, and trials. As a Trichologist, I cannot diagnose and prescribe medication, but that has not stopped me from advocating for my patients. Often local dermatologists do not look at the hair and scalp with a dermascope. As a Trichologist, I am always happy to fill that gap because I believe it's an imperative part of the discovery process. I will magnify images of the hair and scalp and explain to the dermatologist, using medical terminology, why this patient cannot be ignored. Often patients will tell me that their dermatologists are thankful for my reports because, without the information I provided, the problem would have gone undetected. That is always a personal victory for me! And my driving force: to help one person at a time get access to the treatment they need and deserve. Subsequently, I hope to create a bridge between dermatology and trichology. It is important that dermatologists understand hair loss professionals and what we do, whether it be in the capacity of Trichology or hair restoration. I also hope to make clear that we are not here to compete with Dermatological solutions, but rather our goal as Trichologists is to work in tandem with Dermatologists as necessary extensions of their field. Treating the patient is our united goal. And trichological treatments work in synergy with dermatological medications, and hair restoration and replacement are the only options beyond medical and trichological therapy.

On that note, I am thrilled to report that this year I witnessed an exciting trend at the various congresses I attended worldwide. We are finally connecting much needed dots between the different specialties that focus on hair and scalp disorders. Dermatologists and Hair Transplant surgeons gave presentations at Trichology conferences. The Italian Society for Hair Science and Restoration has created a sector dedicated to offering education to "enthusiasts without medical degrees" (like aestheticians, hair stylists etc.) as well as biologists, chemists, and nurses alike!

Dr. Piero Tesauro proudly displayed an image highlighting how knowledge and education can bridge the gap between hair transplants and hair and scalp treatments. The medical and paramedical worlds are recognizing each other's value and I am certain it's only a matter of time before this trend makes its way onto Canadian soil. And it's up to us hair loss professionals and Trichologists to be continuous proponents of our industry!

All of us at the CHLC are excited to build a strong, diverse and supportive network of professionals going forward. Our 2023 plans will see more and more opportunities for our members to connect and learn from one another, through digital mixers as well as trainings and courses. Furthermore, our quarterly newsletters will offer industry insights as well as onthe-ground learnings aimed to further educate members on all angles of hair and scalp care as well as industry trends. To say the least, I'm looking forward to the days ahead with the CHLC. Please stay tuned to your emails for news and announcements!

Finally, I'd like to share some information highlights I gathered at the various Congresses I attended in 2022. For this newsletter, I will touch on key facts and expand on various topics in subsequent newsletters and at our digital mixers.

Happy holidays! I look forward to connecting with everyone in the new year.

# Female Pattern & Male Pattern Hair Loss (AGA, FPH, MPB)

#### Dr. Sinclair & Oral Minoxidil:

- · Effective, but most complain that 95% of people stopped using it after 1 year.
- Recommended dosage: Women 1mg after 1 month increase to 2 mg; Men 2.5mg after 1 month increase to 5mg.
- · Hypertrichosis is the biggest side effect
- · Can you use oral minoxidil if allergic to topical? This is actually a propylglecenol allergy
- · Can help with eyebrow alopecia and chronic telogen effluvium
- Dr. Sinclair made the point that for systemic hair loss disorders, oral minoxidil is a better therapy because topical minoxidil is absorbed mostly through the follicle not the skin. The follicle acts as a reservoir for 2-8 hrs, and the formula penetrates only as far as the bulge.



#### Dr. Terello Lotti & AGA and COVID:

Patients with AGA can be more likely to contract COVID as well as have more severe symptoms.

Androgenetic alopecia and COVID-19: Is there a clinical connection?

Baghani M, et al. J Cosmet Dermatol. 2022. PMID: 34910352

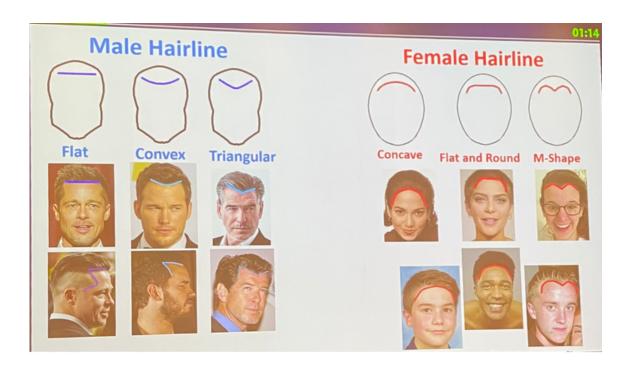
Association of androgenetic alopecia and severity of coronavirus disease 2019.
Ghafoor R, et al. J Cosmet Dermatol. 2022. PMID: 34918457

Androgenetic alopecia present in the majority of patients hospitalized with COVID-19: The "Gabrin sign".
Wambier CG, et al. J Am Acad Dermatol. 2020. PMID: 32446821 Free PMC article.

Androgen sensitivity gateway to COVID-19 disease severity.
Wambier CG, et al. Drug Dev Res. 2020. PMID: 32412125 Free PMC article.

#### Dr. Mauro Speranzini & Female and Male Hairlines:

Often hairlines can make or break the design of a natural looking hair transplant or even creating a natural hair line in a hair system:



**Prof. Marliani & Topical Estrone and Hydrocortisone:** A very successful therapy for female hair loss (hypotrichia)

#### Dr.Daniel Asz & Diagnosis of AGA:

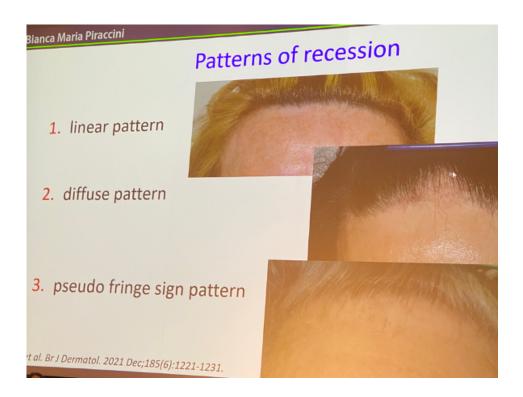
Greater> than 20% loss in frontal parietal area compared to occipital can indicate AGA. With AGA we have hair diameter variability (where as TE hair diameter is homogeneous). Yellow dots that are big and small.

#### Autoimmune Hair Loss Disorders

Dr. Carlo Calixto & Unique Alopecia Patterns: A rectangular pattern can indicate brain tumour.

#### Dr. Prof. Bianca Piracinni & FFA:

We know the prevalence increasing worldwide. There are 3 patterns of FFA: linear, diffused, pseudo fringe. It is important to perform Trichoscopy of eyebrows. Facial papules in parietal scalp .6 - 1.1 mm a year.

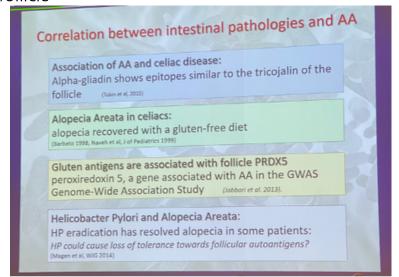


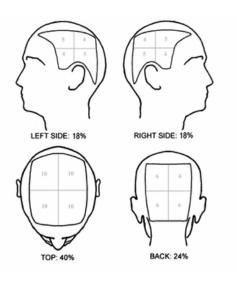
#### Dr. Torello Lotti on Hair Loss and COVID:

Of course there has been plenty of curiosity about the potential effect of COVID and vaccines on hair loss. A few connections have been made. In general, the consensus seemed to be that contracting covid, or being vaccinated, could trigger a relapse in the disorder but it does not initiate the disease.

#### Alopecia Areata Fiorella Bini: The GUT and AA.

Is there a connection? Yes. The follicle benefits from IP immune privilege. Infection, trauma and stress can cause its rupturing. The collapse of IP privilege reveals previously hidden antigens and attracts cytotoxic immune cells (NK,CD8 + T cells), which then attack the follicle





#### A.Tosti: AA

Typically features yellow dots, black dots, pigtail hairs. When hair is pulled in exam, bulb is telogen. African Americans will have white dots.

- · Do not use JAK inhibitors with history of cancer
- · Do not use oral minoxidil with cardiac disorders
- · Do not perform intralesional steroid injections with 20% or more on SALT (Severity of Alopecia Tool) score

#### Dr. Peytavi: Jak Inhibitors, Barcitinib

Not many side effects (headache/ acne). Even with a high SALT score we can see improvement in hair density after 52 weeks.

**Dr. Shapiro & Alopecia in the Beard:** Has had no issues with injections in the beard area. He also recommends a low dose of oral minoxidil to lengthen the anagen phase.

#### Dr. Sinclair & FFA:

Dr. Sinclair spoke about the role of Titanium Dioxide (found in makeups, skin care, sunscreen), penetrates as deep as the bulge. Research has found that in patients with Titanium hips/ joints- titanium had leaked into their body. Uptake occurs by macrophages and can create a foreign body reaction. Concluded a combination of a genetic component plus exposure to various factors over the course of a lifetime (in particular exposure to Titanium dioxide) can trigger this rapidly growing autoimmune response in mainly women.

#### LPP (Lichen Planopilaris)

Minox in LPP; 40% stabilize

Dr. Jerry Shapiro: uses TCM therapy with good results-

T-Tacrolimus C-Clobetasol M-Minoxidil

For systemic LPP: hydroxychloroquine

\*\*New-

UVB laser( 300- 320 nm)

Naltrexone

Pioglitazone

JAK Inhibitors (oral): Tofacitnib, Barcitinib



## Interesting Information on Various Topics

#### John Ranney IAT:

- SMP (Scalp Micropigmentation) used in combination with hair replacement for LPP.
- A trichotillomania case stopped pulling with the help of SMP
- Black pigment recommended: # 177266
- Chelcey Salinger IAT: Foods high in Tannins can inhibit Iron absorption

#### Miguel Cisterno & Comples Hair Disorders:

Mguel Cisterno from Argentina discussed the importance of interdisciplinary approach to complex hair disorders like FFA and presented a case study where Craniofacial massage combined with LLLT, Intralesional Steroids, and Oral medications, showed improvement in the patients' results.

**Dr. Rajput:** Explained the importance of cyclical vitamin therapy, and highlighted the fact that DHT inhibitors can negatively affect many organs.

#### Dr. Michela Starace:

- Some features to look for when differentiating between Psoriasis and Seborrheic dermatitis.
- Psoriasis: You will see dilated LOOPED vessels.
- Seborrheic Dermatitis: Arborizing vessels
- Dermatomytosis: Linear Vessels

#### Dr. Jerry Shapiro:

Cortisone is fertilizer for Tinea Capitis (ringworm). So very important to get a proper diagnosis and not misdiagnose as an autoimmune inflammatory condition.

#### Dr. Gorana Epstein:

Spoke in detail about role of epigenetics in hair loss. Using functional medicine, Dr. Epstein examines the 'whole' person and treats using a multidisciplinary approach. Dr. Epstein uses the Fagron 'Tricotest' which is an interesting tool used to define what is the medications that can work. Exposome: the measure of all the exposure in a lifetime and how they affect the body

In summary, Dr. Epstein highlighted medication is not enough, we need to treat epigenetic factors. This is a real opportunity for paramedical practitioners like Trichologists.



# THE ALMA TED

Jennifer McCowan, CHLC Vice-President Hope Hair Recovery, Owner (Saskatoon)



The AlmaTed: Ground-Breaking Non-Surgical Hair Restoration

Whether the client is losing hair or not, as hair loss professionals it's always important to be proactive for our clients and take care of their existing bio hair.

As important as it is to maintain a healthy scalp with proper cleansers and exfoliants along with maintaining a good quality diet supported by high absorbency supplements, it can still be a challenge to maintain the clients' bio hair.

Hope Hair Recovery is very proud to introduce Alma Medical's groundbreaking non-surgical hair restoration device the AlmaTed. TED is an acronym for transepidermal drug delivery, a first-of-its-kind way of delivering medication deep underneath the surface of the skin without the use of needles.

With this new technology and having the ability to deliver medication straight to the source, the AlmaTed device, along with its proprietary blend, are presenting remarkable results which are seen in as little as two weeks

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Studies are proving patients are shedding less after two weeks, noticing that their hair is beginning to get darker after four weeks and by eight weeks most patients are noticing hair regrowth and overall healthier hair. These results are astonishing and will change the way we approach hair loss and drug delivery moving forward into the future.

This quick and effective 30-minute service has a standard protocol which recommends 3 treatments, one treatment per month for three consecutive months with one treatment per year following. I believe, as the owner of Hope Hair Recovery and hair loss sufferer myself, that Alma Medical has truly discovered the Holy Grail of non-surgical hair loss restoration and we can't wait to make Canada a more beautiful country one head at a time.

#### So how does it work?

AlmaTED uses acoustic sound frequencies to create tiny little channels in your skin that would otherwise only be able to be done with a needle.

Your skin is built like brick and mortar. When you look at your skin under a microscope, the skin cells are brick, and the mortar is what holds your bricks together. We call this intercellular fluid. AlmaTED's acoustic sound vibrates these cells creating tiny little gaseous bubbles and allowing for drug delivery through those gaseous channels directly to the base of the hair.

Regardless of health, or medication that the client is taking, or the amount of stress they are experiencing, this procedure will bypass all those potential issues that can inhibit hair growth and directly force-feed the hair, anchoring it in such a way that the hair is stronger, lasts longer and is healthier overall. And there is no need for your clients' to be nervous! There is no pain, no needles, no downtime. The treatment is fast, relaxing and effective.

Hope Hair Recovery's highly trained staff is excited to welcome our clients into our newly renovated space where each room is private, comfortable and confidence is assured.

Call us today at 306.373.4673 (HOPE), email us at info@hopehairrecovery.com or book online at www.hopehairrecovery.com

(Jennifer McCowan FWTS is the owner and founder of Hope Hair Recovery, an award winning, non-surgical hair restoration clinic, a Board Advisor for the World Trichology Society, Vice President of the Canadian Hair Loss Council, and proud partner with AlmaTED).







# AMERICAN HAIR LOSS COUNCIL CONFERENCE, NORTH CAROLINA, 2022

Amalia Ruggiero, CHLC Executive Director Truly You Hair & Scalp Clinic, CEO (Toronto)

This year I had the opportunity to attend the American Hair Loss Council's annual conference in North Carolina. The conference brought together a diverse group of professionals in the alternative hair industry and offered a variety of educational workshops, presentations from industry experts as well and introductions to new products and technologies.

Each year I aim to attend the AHLC's annual conference because I believe that conferences like these give you an opportunity to do a health check on your business, including the products and services you are providing to your clients. It can even make you rethink your entire business model! Plus you get a chance to meet interesting and innovative people and engage in conversations with like-minded hair loss professionals who understand, firsthand, what you are going through. This sense of community continues to support me as an entrepreneur and is at the heart of why we created the Canadian Hair Loss Council. As an entrepreneur, knowing that I am not alone, and that we are all experiencing similar challenges in this industry, helps me stay focused, inspired, and reassured. It also reinforces my belief that, in a unique industry like ours, we need to continuously help and educate one another if we are to grow Trichology and the alternative hair industry in North America.

### My Key Takeaways from AHLC Conference

#### The Emotional Impact of Hair Loss & Why Psychologists Are Paying Attention:

Professionals in our industry are often the first responders to the hair loss epidemic. This can include reactional hair loss (Telogen Effluvium) that is triggered from extreme illnesses like Covid, as well as a wide range of psycho-emotional disorders such a Trichotillomania, and of course auto-immune conditions like Alopecia and Scaring Alopecia. These types of hair loss conditions can feel life altering, resulting in low selfesteem, self-consciousness, and embarrassment in social situations. During a few different seminars at the AHLC conference, presenters were pleased to share that psychologists are finally taking an interest in our field, as they feel working with us will help improve their patients' mental health by addressing their hair loss. Building relationships with mental health professionals can significantly help people who are suffering trauma from their hair loss, as well as bring much needed attention to Trichology and hair replacement clinics as essential services in our communities. It is important that we educate the medical communities about our industry and let them know the importance of working with hair loss clinics that have knowledge and experience in Trichology and hair replacement. It also encourages us to build relationships with TLC, SAF, and Alopecia support groups such as NAAF (or CANAAF in Canada). If we can meaningfully work together to significantly improve a person's life, then why not. This is the emotional impact we have as hair loss professionals!





#### **Education Is Key:**

One thing I've learned in this industry is that you are never finished learning. There are so many facets to this industry and educating oneself on each part of this business can be challenging. But it's imperative. First and foremost, always know what is available on the market today. To do this, you need stay up to date with different suppliers on a global scale and build strong relationships with them. Your suppliers are a central part of your business. Also, if any courses are being offered, take them. Even if you have been doing this for a long time (I've been in this business for 28 years), the industry is always evolving. New suppliers are constantly coming onboard. New technologies continue to enter the market. There is always something new to learn. And in turn, something new to offer your clients. I encourage you to constantly ask yourself how your learnings can strengthen your business and directly improve your client services.

#### **Product Lines Are Evolving**

Much like suppliers and new technologies, existing product lines constantly evolve with continued scientific research and consumer studies. A few new product trends came up at the AHLC conference this year. They included:

- More emphasis on long hair bonds
- Increased demand for European hair
- Following Covid, I was glad to see the same suppliers are still in business and offering the same products with improved colour palettes (especially in silver hair colours).
- The men's hair loss industry is making a comeback! Advancements in hair replacement technology and products, new modern styles, plus reduced stigma around wearing hair are all bringing men back to the "barbershop" and this facilitate a sense of emotional bonding and belonging.



#### **Industry Wide Delays**

There continue to be long delays in hair delivery in the industry and much discussion at the AHLC was on how to best accommodate our clients while they wait for their orders.

- "Waiting" has become one of the most challenging obstacles in the era of Covid.
   There are various reasons for these delays, including reduced staffing and product supply. We need to prepare for even longer waits as vendors are seeing more factory shutdowns and delays.
- Managing client's expectations on top of everything else is stressful. But it is imperative that we communicate honestly with clients to manage expectations.
- Inform your clients about your current inventory options to help reduce wait times.
- Use colleagues and the CHLC! Colleagues at other clinics may have something instock that can help your client.
- Remain in contact with the clients waiting for their order and keep them informed.

Wishing you and your families a very happy holiday and new year! We look forward to an exciting year ahead with the CHLC!

-Amalia





# MARKETING & HAIR LOSS: SPEAKING TO PROSPECTIVE CLIENTS

Adamo Ruggiero, CHLC Marketing Manager Truly You Hair & Scalp Clinic, Marketing Director



My name's Adamo Ruggiero and I'm excited to be the Marketing Manager for the CHLC. I've been working in digital marketing for about 8 years now. While my background is primarily in television, in recent years I've transitioned to more direct to consumer marketing for small businesses, with a specific focus in the alternative hair industry. While I'm still learning about this exciting and dynamic industry, CHLC President Caroline Ruggiero asked if I'd share a few things I've learned along the way about marketing to prospective clients in the alternative hair word. Of course I was happy to oblige!

Hair loss can be life altering. Hair is a non-essential tissue, BUT it's also an essential component of our self-image and sense of self. When a person loses their hair, they lose a piece of themselves. Our job is to give that sense of self back to the client. Hair loss is a very personal issue and earning a client's trust in this (noisy) industry can be tricky. Over the last few years, I've developed a certain strategy to addressing prospects living with hair loss and finding some soft-sell ways to market product. My marketing strategy seeks to address the client in three ways: Comfort, Education, Solution.

#### Comfort: You're Not Alone

Many people feel embarrassed or ashamed of their hair loss. They often avoid the issue completely, suffering in silence by hiding under hats or behind closed doors. (Or googling untested, quick fixes on the internet that almost always never work.) This can lead to decreased self-esteem and depression. Before we can treat and sell, the client needs to know that it is safe to come out from behind closed doors. We need to earn their trust through messaging that comforts the client and lets them know they are not alone. Only with comfort and care can we expect the client take that brave step to removing their hat and confronting their fears. When the hats are off...we can help the client.

#### Education: Don't Just Share, Explain.

Hair loss is incredibly common. It presents in many ways for many reasons. Luckily there are solutions out there in terms of Trichology treatments and hair replacement technologies. As the hair loss experts, you already know this to be true! But most people don't. Either they are simply unaware or confused by the endless misinformation online. Every hair loss clinic should educate prospective clients about the science behind both hair loss and hair loss solutions, so that the client can make informed decisions about their health and well-being. It also allows you to setup realistic expectations in advance for your clients, demystifying the "magic" solutions they may have read on the internet. I often ask myself in my marketing materials and social media posts: "am I sharing or explaining?" Make sure that you are answering specific questions in your marketing. Clients want to know why they are losing their hair and how to treat it. Plain and simple. Otherwise, they'll turn back to the noisy internet to find their "why" and "how."



#### Solutions: You Are It

Once the client feels safe & informed, the next step (and of course the most important for businesses) is to sell your treatment and product. How can you address and treat some of the specific conditions you have educated your client on? The key word here is "you." There are millions of "solutions" and products out there offering the world. Why should people trust you? This one's a doozie and often the most elusive. Here are a few tricks I've used from a marketing perspective:

- Make sure you, as the expert, feel accessible to the client. I often position the "sell" as
  a "recommendation" from the hair loss professional themselves. It's a softer sell and
  fosters a more open, personal conversation between client and expert (which too
  often medical fields fail to do). I imagine each piece of marketing like a friend offering
  advice.
- ·Second, hair loss treatment is often ongoing and so your relationship with the client needs to be a collaborative one. Your marketing should reflect that collaborative relationship. Using words like "we" and "together" to help build trust with your clients, as well as being present yourself on your own social media channels, help clients see you as familiar resource and friend.

You are an important part of the product. In the age of digital accessibility, clients need to know and trust you. They need to feel that they are not just purchasing a product but that they are also joining a community that will care for them throughout their hair loss journey.



"Comfort, education, solution" is my marketing motto. What's yours? Whatever angle you take, remember, consistency is KEY. In the age of digital media, your messaging needs to be on repeat. Ongoing sales come through trust. And trust is built over time through consistent messaging, showing up on digital media (almost daily!), and being an ever-present resource and friend to your clients. It's a lifestyle. And it can be an exhausting one. In the next newsletter, I'll share some tangible tricks I use to keep those digital engines running.

If you have any questions about digital marketing, or want to bounce around some ideas together, feel free to reach out at canadianhairlosscouncil@gmail.com. Learning from each other is the purpose of the CHLC!

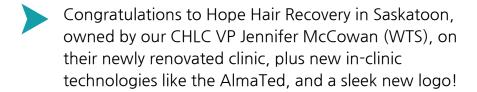


# **COMMUNITY BOARD**

#### News and events from our members!

Congratulations to our member Clarisse Uwase & the Restore Hair Loss & Scalp Clinic team on the opening of their beautiful new clinic in Grand Prairie, Alberta!

Visit their Instagram @restorehairandscalp & Website www.restorehairlossclinic.com



Visit their Instagram @hopehairrecovery & Website www.hopehairrecovery.com



February 4, 5, 6, 2023 | Toronto, ON Discounted rates available to staff of existing CHLC members. Please email caroline@trulyyou.ca

Visit www.trulyyou.ca/academy to learn more. Plus stay tuned on CHLC approved courses at www.canadianhairlosscouncil.com/education







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