

Hair loss 2: **Abuse** or Thyroid gland?

September
October
 2016

IN THIS EDITION

- HAIR LOSS – PART 2
- *haiRevolution*
- ALOE FEROX TRAINING
- TESTIMONY
- GET-A-GRIP
- TIMELESS NIGHT CREAM
- PAY ATTENTION!

Abuse

Hair that is tightly woven or braided for long periods can definitely lead to permanent hair loss.



Pregnancy

Hormones secreted during pregnancy will cause hair to grow faster and fall out less. The hormonal changes cause an increase in the active growth cycle and a decrease in the rest cycle. Most women do lose a significant amount of hair in the postpartum period or after they stop breastfeeding but it is due to the hormonal levels that return to normal and not due to the shock of delivery.

Stress

Hair loss can also be attributed to psychological, medicinal or hormonal (not testosterone) stress. Stress related hair loss is usually a temporary condition and can be restored within 6 months by addressing the cause. Substantial thinning of the hair can occur after treatments such as chemotherapy.

Thyroid Gland

Thyroid problems can cause hormone levels to fluctuate unhealthily and lead to hair loss. It can also negatively affect weight and temperament which in turn can have a negative effect on thought patterns and attitude. Proper treatment of the thyroid will restore hormone levels and reverse hair loss.

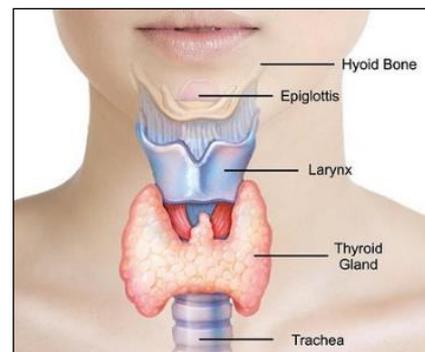
How does hair loss actually happen?

Healthy hair grows from hair follicles in the scalp during a 2 to 6-year growth cycle after which the hair shafts become loose and fall out followed by a cycle during which the follicles prepare to produce new hair also known as the rest phase. Only a small percentage of hair is in the rest phase at any given time. Fluctuations in body chemistry inadvertently causes the rest phase to become longer and in turn lead to impaired new hair growth. An overactive or underactive thyroid is one of the main causes of temporary hair loss. Healthy hair growth is dependent on a healthy thyroid gland. An over active thyroid gland (hyperthyroidism) causes thinning of hair on the scalp. An underactive thyroid (hypothyroidism) on the other hand can cause hair loss all over the body.

Did you know?

- ✓ Mood changes such as anxiety, irritability and tension,
- ✓ heat and/or cold intolerance,
- ✓ changes in sleeping patterns - insomnia or sleeping too much,
- ✓ extreme weight fluctuations,
- ✓ abnormal menstruation,
- ✓ muscle pain and weakness,
- ✓ excessive dryness of skin or hair,
- ✓ forgetfulness, inability to concentrate or pay attention

can also be signs of thyroid problems!



The *hai* Revolution set contains:



-  A high foaming, gentle *shampoo* with nature-based extracts to stimulate hair growth. Gentle cleansing, producing a rich, dense foam with an elegant after-feel.
-  A *conditioner* manufactured from a synergistic combination of nature-based extracts that have established properties to stimulate and revitalise hair growth and improve hair strength.
-  A non-oily hair *tonic* that is composed of synergistic active ingredients that vigorously stimulate hair growth, hinder hair loss, strengthen hair, stimulate blood circulation in the scalp and soothe the scalp.

A recent survey indicates that 40% of people who receive little or no training abandon their enterprises within the first year. Learning and upgrading your skills makes business sense.

DON'T UNDERESTIMATE THE **VALUE** OF

Training. It starts from day one, and becomes successive as you grow. Granted, it may take some time to see a return on your investment, but the long-term gains associated with training make a difference. The short-term expense of a training program will ensure success.



Sylvia Gates

I will be able to present and recommend the correct products to clients more efficiently. I gained a lot by being on this course. I now know more about the products and that will help me explain it to the clients. I will also be able to give the right products for specific problems.

Maryke Coetzee

I learned more about aloes and how to sell. You learn and see how everything works and how the products are made.

Kayleen van Wyk
My health shop will now be selling, selling, selling Aloe Ferox.

Helen La Camera
It is better to hear, see and feel - not just read through the manual.

Book your spot on the last course of 2016 (5-7 December) - It's 100% Free!

TESTIMONY

On the 31st October 2015 a freak wind slammed a door onto my hand causing open fractures to the fingers and therefore hospitalization and a lengthy operation. After 10 days the stitches were removed. It was suggested to me to apply Aloe Ferox **Super Aloe Gel** on the wounds which I did and still do. Attached are photos of my hand before and after applying your product. All are amazed at the rapid healing as I am all of 90 years.

Thank you for your wonderful product and I now recommend it to all friends and medics alike.
Nanette Evans

See the enclosed marketing brochure for more information

During September and October 2016

Get-a-Grip capsules can help you feel emotionally good. Serotonin is the chemical messenger of the brain. Herbs such as St John's Wort and certain foods help balance the serotonin levels of the brain, thus promoting a feeling of wellbeing. These herbs contain plant chemicals:

- ✓ that can aid serotonin levels in the brain and
- ✓ that can aid emotional calmness.

Timeless Skin **Night Cream** deeply hydrates, detoxifies and re-energises your skin while you rest. Anti-aging actives stimulate micro-circulation to improve collagen and elastin production to firm your skin's structure. Provides intensive nourishing and skin hydration to delay signs of aging.





Pay attention!

How to make the most of your orders

Planning and placing your orders efficiently, can really save you a lot of money and we all know that saving money will boost your profit margin. With better planning you can even get products absolutely FREE! In this section we will give you advice on how to make the most of your orders and get the maximum benefit from putting a little more thought into your orders.

First the basics.

The acronym **MSRP** stands for **Manufacturer's Suggested Retail Price** which literally means:

- ✓ the prices as indicated on our order forms and pricelists,
- ✓ the price at which we sell our products to the public and in our shop and
- ✓ the price that we recommend at which you sell the products to your clients.

The wholesale price of a product is typically a set percentage lower than MSRP. This means that you always purchase at wholesale prices and resell at MSRP. It is our privilege and desire to sell our products to you, our valued distributor, at the best possible **wholesale** price. In order for you to make the most profit, you have to purchase at the lowest possible wholesale price. There are 4 different wholesale categories ranging from $\pm 15\%$ to $\pm 37\%$ lower than MSRP. The value of your orders determine into which category your orders will fall. You and you alone control the extent of your savings and profits by placing your orders within the appropriate wholesale category that will benefit you the most.

Table 1 illustrates the difference between the 4 wholesale categories.

Table 1: Wholesale Categories

Category	Your total order value (MSRP)	Cost of products compared to MSRP	Delivery charge
1	Orders below R500	Products in this category costs $\pm 15\%$ less than MSRP	Yes
2	Orders between R500 and R849.99	Products in this category costs $\pm 25\%$ less than MSRP	Yes
3	Orders between R850 and R1099.99	Products in this category costs $\pm 30\%$ less than MSRP	No
4	Orders above R1100	Products in this category costs $\pm 37\%$ less than MSRP	No

Understanding Table 1

1. You will pay only $\pm 15\%$ less than MSRP for the products that you order if your total order value is below **R500** (MSRP) and your order will furthermore be subject to delivery charges. We call these: wholesale category 1 orders.
2. If your total order value is between **R500** and **R849.99** (MSRP) then you will pay a modest $\pm 25\%$ less than MSRP for the products. Your order will also be subject to delivery charges. These are wholesale category 2 orders.
3. Total order values between **R850** and **R1099.99** (MSRP) will enable you to pay a very reasonable $\pm 30\%$ less than MSRP for the products. These are wholesale category 3 orders and are no longer subject to delivery charges.
4. You will receive the biggest benefit once your order values exceed **R1100** (MSRP). Now you will pay a whopping $\pm 37\%$ less than MSRP for your orders. These are wholesale category 4 orders and they are also not subject to delivery charges.

The above should be common knowledge however the real magic happens when you apply a bit of logic and math while placing your orders.

Let's move on to something a bit more technical.

