Hair Loss Causes and DHT

cells has the ability to replicate so it's telling the ones who are not dead it's like hey man vacation is over it's like somebody went on a long-term vacation hey wake up vacations over get back to work we got things to do so that's basically what it does all of the regenerative things we use are communicators to get back to work and let's not just be alive let's thrive so one of the things we do is after the procedure the procedure is one thing but it's after the fact and that's another problem with the the transplant.

What do you do after the fact? It's like a love story. You notice in most movies, they end at when people fall in love. That's the easy part. The hard part is after.

No shit. Falling in love is easy. Staying in love. Yeah. None of the movies talk about that, but the same with the hair transplant. It's like, okay, now you've got it in.

I've got all these extra zones running around dancing, but what are you going to do to keep them dancing? You didn't build your clinic to feel like an employee in your own business.

I'm Matthew Kalogli, and on Out of the System, hosted by Doctor Talks, we challenge the broken rules holding healthcare entrepreneurs back. Hear from clinic owners, rebels, and builders who are creating bold, profitable patient center practices and doing it their way.

And there was just an alumni event at my school for my program, 50th anniversary of the program. And I'm seeing pictures of all my college buddies, 50 to 60. They're all most, 50 pounds overweight.

Some are gonna text me and say I'm only 35 pounds overweight. But anyway, 50 pounds overweight and they're all bald. It seems like there's a lot more bald men today than when my father was 60. My father had a full head of hair when he was 60. Is this environmental?

Why is it that we seem to have more hair loss at an earlier age today here in America? Well, back then also we had less obesity. So it can also be tied directly to diet.

We had less stress. In fact, more women have hair loss now because… Yeah, that's fascinating to me too. Yeah. Well, we used to be at home, right? But after the war, when the men went off to war, women were forced into the workplace.

And there's a study that showed in direct correlation to when women entered the workspace, hair loss also climbed. So there's a stress correlation there.

Really? Absolutely, by far. So when you look at women and men comparatively, women have now almost to proportion the same amount of hair loss as men. So it's a variable.

It's never just one thing. And that's where I think people make a mistake when they're dealing with hair loss. They pigeonhole it. Oh, my dad had it. It's hereditary.

I'm going to have it. Don't do that. Does it follow lines? Does it follow like mom's line or father's line? I've always heard it's like on your mother's side.

It could, and it does. But this is the way I see it and the way I've seen it in practice. I tell people that if your family has it, it's a higher propensity that you have it.

Sort of like, and I'm going to use this analogy. So if a person has two parents that are alcoholics, and the second

person has two parents that are not, and they both drink, The person who has two parents that are alcoholic doesn't mean he's going to be an alcoholic, but he has a higher propensity.

Right. Now, the same with hair loss. If you have two parents that both have hair loss, your propensity to have hair loss is far greater than someone who doesn't or who has one parent.

Now, is that environmental or genetic? It's genetic. That's called genetic. That's called hormone. It's androgenetic alopecia. That means that you have the hormone, the androgen, that can cause hair loss.

But again, there's a receptor. There's something called 5-alpha reductase. It's a receptor that once it meets, everybody has the hormone, but once 5-alpha reductase, that enzyme touches it, it's sort of like you awaken a sleeping giant.

It's like misery loves company. It's like, OK, let's go make trouble. So when five apheryductase knocks on your door. What a great analogy. Yeah. Uh-huh.

I use a lot of analogies. When five apheryductase comes, it's like, man, let's go make trouble. They're rubbing their hands together. And it wakes up a sleeping giant, and it goes to work.

However, you notice when men have hair loss and geogenetic, whether male or female, it mostly attacks the region on the top of the head. Very seldom it attacks the perimeter.

Yeah, like me. So I had a procedure done yesterday. We're going to show pictures before and after in four hours what you did with my hair. So if you're watching this, you're like, what happened to Matt's hair?

Yeah. We'll talk about the procedure here in a little bit. OK, so it goes right up in here. It goes up into the crown. The crown, where a king would wear his crown.

So if you ever wonder what part of the head is the crown, where a king would wear his crown, where a queen would wear a crown, that's called the crown of the scalp.

Yeah, OK. Because the back of my hair and the side of my hair is as thick as it was when I was 20. That's a different part of real estate. If you can looking at your scalp as a land, that's a different part of real estate, right?

So the top, it is more receptive to that gene. So sort of like a bully on the playground, imagine that bullies only fight who can't fight back. So if your scalp is a playground and it's full of bullies, so we do call hair loss is a bully.

Okay. Bullies want to fight those who are the weakest or who can't fight back the same. Now, if you're looking around the perimeter of your scalp, if I had the diagram to show you, you would see it's full of mucous blood.

It's just very, very viral, you know? So that part of the scalp is not receptive to the hormone that causes hair loss, which is something called 5-alpha reductase.

So that's why people be saying DHT blockers. So 5-alpha reductase is a DHT blocker. So DHT is the hormone. The hydrotestosterone, it causes your follicles to shrink.

And it loves the top of the head, because DHT is a real bully. So it loves the top of the head, because there's nothing there to really fight back. So that's why when you get a hair transplant, they go to the perimeter in the back.

They call it the donor area, because that hair is strong. That's muscle, man. OK. So they go there and take that hair. from the donor, and they transplant it from there to the top.

However, the problem is, what most people don't know, once they take that hair out, that hair is permanently gone, because they had to uproot it. And when the root is gone, nobody but Jesus can save you, right?

So it's gone. The hair is totally gone, and most people don't know it's permanently lost. However, they can cosmetically conceal it. But what most people don't know, I'm going to give you a serious nugget here to save people money.

Most hair transplants may, if you're lucky, last four years. They don't last much longer, so all of those beautiful hair transplants, before and afters, you see, they're usually a year or two long.

And most people know that. In Turkey, they got a lot of great marketing. Well, they know it's only gonna last a few years, and the reason it is I can't take vegetation from Asia and plant it in Africa and think it's going to survive.

It's two different terrains. Right. Right. They need different, and that's what they're doing. However, I could take vegetation from Asia and plant it in Africa if I had it contained.

source that I cultivated with different soil and made it a healthy environment to thrive. So in some instances, you can still get your hair back naturally there, but you have to create an environment, and that's what we do.

You have to create an environment where 5F reductase, where a DHT can't thrive. Okay. And you could create a hostile environment by, you know, giving it all the nutrients it needs, the peptides, the exosomes, whatever it needs, because the 5-alpha reductase, which is an inhibitor, it's an inhibitor, but that's the only one they're using.

You can't build a house with one tool in your toolbox. So when you take a hair transplant and you put it into the upper scalp, There's factors immediately that are getting in the way of that being successful.

They're taking it right from the second that it gets in there. So one we've it's like I've taken a tree out of my force that I can't replant and I've put it from a lush beautiful forest into a desert into a desert.

Yeah right. So what I'm hearing is that. That's fine, but if you're adding other things like peptides, or stem cells, or PRP, any type of growth factors, and or using DHT blockers, that will increase.

The likelihood of it surviving. Of it surviving. But still really only looking at four years, four to five. But they're not doing that, though. They're not even using red light therapy.

Why Transplants Often Fail

And they're telling people to just go get PRP. So they're giving them a transplant. They're sending them back home and go get PRP. So PRP is platelet-rich plasma.

That's where they take your blood, run it through a centrifuge, and they separate the plasma from the blood, the platelets. So they're going to re-inject it into your scalp.

However, if you have an unhealthy environment, I don't want to inject unhealthy plasma back in too. my platelets back into the scalp, and that's what they're doing, and they're not active.

So a 50-year-old man, it's like playing a football game. You got a team to pick here. Am I gonna pick a team of 50-year-old men or a team of 15-year-old boys?

Who's gonna probably win that football game? 15-year-old boys that are in better shape. Exactly. Yeah. And they haven't had all of the, probably the vaccines and the life and the stress that can make them less responsive as far as vaccines and all of that stuff.

So that's what's happening. And the PRP isn't doing what they said it do it, but it could if they add something to it, other growth factors. You know, that's the interesting thing to me because, so when I had my ED clinics, we started just straight up doing trimix, ran ads on the TV, brought guys in, gave them an injection, gave them trimix, gave them an erection in the office.

And then about 2015, we started doing PRP for venous leakage, peronies, things like that. And we noticed that And this was before, we didn't have a cell counter.

This was 2015, right? So I didn't know if we were getting two billion cells or five billion cells. And we didn't know what the… We were probably close to like three or four when I look back at it now, knowing what we now know.

But what we noticed was that if a patient… was on hormone replacement therapy for four weeks prior to doing the PRP. And if we also combine that with using like low-grade Cialis or something like that, what we found is that the results got significantly better.

And so we did hair, we started doing hair, we got okay results. We would do a series of three every six weeks, we'd make sure that they were in hormone replacement therapy.

But I've never been that impressed with PRP alone for hair restoration and when I talk to other doctors I won't mention names but of course you know a lot of them are bigger names and we talk privately because I've talked to a lot of people yes what's been your result with PRP and they all go You know, you got to do a lot of it.

I've even talked to people that own PRP machine companies, and they're like, you know, one of the owners is bald. I'm like, yeah. Oh, yeah, I've seen that.

In fact, they just left the World Trichology Conference, and the main guy out there selling that was bald. I'm like, his toupee was backwards. I'm like, come on, guy.

Really? You have people with a backwards toupee selling a whole hair loss PRP program. But most people don't even look at that. In fact, one of the top hair transplant doctors in the country is totally bald.

That's like having a 400-pound fat person selling weight loss. Yeah, exactly. I'm like, can't you work on yourself or hire one of these people in your clinic to work on you?

But PRP, some of these things, there's some real funny, strange stuff going on in hair loss right now. The marketing is just weird. some and people are I don't know people need to be able to answer those questions like you're saying that this can grow my hair I do this but it's not happening so you need people need to be able to answer questions but let me give you this analogy so when I say hair loss is a bully I look at is though It has one goal, DHT has one goal, that is to strangle your follicles.

That's why we call miniaturization. So in order for us to do our procedure, we have to have something to work with. We have to have hair to work with.

No matter how skinny or miniaturized, the follicle has to be alive, right? So let's just talk about follicles. Imagine you have something that's trying to strangle, and I don't want to belabor the point.

Imagine it's in your house and you have a burglar. And now what does a burglar do? He steals, correct? So what does the DH2T does? It steals your follicles.

So if you have someone in your house stealing, let's just say they stole, you have a living room and a kitchen. Every house has a living room and a kitchen.

So the burglar, he only steals from the living room. That's just where he steals from because there's no security there. It's easy. The windows are all open.

It's just a great environment. And he steals from the living room. So the hair transplant man comes in and say, well, no big deal. He stole everything from the living room.

I'm just going to go to the kitchen. And I'm going to replace some of the stuff he stole. I'm going to replace most of the area he's stolen from. So he goes to the kitchen.

which is the back of your head and replace everything that the burglar stole. But guess what? The burglar is still in the house. And by nature, what does a burglar do?

Steal. So if he's by nature steals and he's still in the house, what did you, you just brought him something else to steal. And that's why hair transplants don't work.

And they come in my clinic weekly. All lamenting, and I'm here with love to receive them. I spent all that money on a transplant, the latest one we got.

I don't even think it was six months, he didn't. Geez. It wasn't even six months? You got your head swollen? I don't know if you've seen what it was. Oh, I have, yeah.

I've looked at it, because I've thought, I'm like, come on, what am I going to do, you know? Like, I don't want to be bald. Like, I'm not, there's, I've worked very hard to get into, you know, really good shape at 57, almost 58. Yeah, you look great.

Thank you, I've received that. And then it's like, well, I don't want to be bald, right? I don't want to be like that guy. Yeah, that's a dichotomy. Yeah, that's a dichotomy.

So, and we'll show my before and after pictures because I want to, we'll talk about the procedure that I had yesterday. I think it's really important, obviously very important is why we're here.

How did you get started in this space? So, and for the, I want everybody to understand you are a, when we say doctor, you're not a medical doctor, correct?

You are a trichologist. I'm a trichologist. I'm a functional medicine doctor, but I'm a trichologist. You're a functional medicine, okay, got it, okay.

But how did you get involved in this? What was the journey that kept you awake at night to understand and be such an expert at this? You know, my journey is organic.

So just over 20 some odd years ago, maybe almost 30 now, I was diagnosed with a form of lupus called sarcoidosis. And many people don't know that one.

Most people know lupus. Right, what's that one that you have? Sarcoidosis. If you knew the late Bernie Mac, the comedian, that's what he passed as a result of having sarcoidosis.

I thought he had like a, is that where it's a respiratory component? Yes, respiratory. It could affect any part of your body. It's inflammatory. It can affect, mine affected my voice box.

That's where my voice is so unique. And at one point I could only whisper. So that's why I type so fast. But I whispered and I read. So yeah, but so I had sarcoidosis and so that autoimmune disorder required medications.

Methotrexate, prednisone, you know, straight to the book. I was going to say prednisone, boom, hair gone. Yes. And when you have a medical, I love allopathic medicine, but when you have a medical condition, usually, they don't stereotype the person, they stereotype the condition.

So she's this, she's that, this is the symptom, we're going to page 28, that's what's going to happen. Right. But I had intentionally grew my hair. Because I wasn't that girl, I didn't grow, I wasn't born.

with Oprah Winfrey or Beyonce hair. I had to intentionally grow my hair to where it was. Some people have that gene. They grow it that way. But some women or men, you have to be intentional about it.

I'm sure they're still intentional about their hair. So my hair started shedding. Man, you're talking about the pain. I did not understand. But I was already in nutraceutical cells, so I knew what vitamins could do.

I had a little vitamin store. So I was the Herbalife girl, I was the Herbalife poster girl, lost my 50 pounds. This is like 25, 30 years ago? Yeah. Oh man, that's when Herbalife was the bomb.

That was the deal. What? I was a Mark Hughes fan. I'm telling you, I'm like Mark Hughes on the cruise. I was selling all kinds of Herbalife, but I understood Herbs because he was the epitome of Herbs.

That's why I picked up a lot of my knowledge about sales and wellness and stuff. But I digress. When I started losing hair, to lose hair, it really is a part of your identity.

But I think more importantly, it was the uncertainty. Well, you were a young woman at the time, too, right? Oh, yeah. I mean, I'm telling you. Yeah, I was.

I mean, I had the kind of hair where people just thought back then it wasn't a lot of weave. But you know, it was enough that people think you're wearing a weave.

So just to lose your hair and not know why. So I became afraid because I'm like, there has to be a reason. And so it happened right after I had my daughter.

I'm like, does having a child make you breathe hard? I was just breathing hard. I'm like, is this good? Having a child make you breathe hard. What number child was this?

Because you have six children? Yeah, that was my first daughter. Your first daughter? Yeah, I already had a son before I married. I was, I was, I don't want to belabor the point, but I was a teenage mom.

So some strange reason, I was a teenage mom who graduated the top of my class. So my whole life is an anomaly, right? Like my son is literally in New York as a professor.

I don't know how it happens, but it just happened. But when I had that daughter, I was just breathing really hard and I didn't know why. So I was married to a Nigerian and they have a lot of culture.

Everything is culture. Everything is a party. Everything was a celebration. So we had a celebration. I was huffing and puffing. And that's when they told me it was sarcoidosis.

So I went on my own mission and I was just losing the hair. And he told me in his very thick Nigerian accent, I cannot deal with bald woman. I say that out of love because now he and I laugh about it.

Right. It wasn't meant to be a mean thing. Yeah, he knows now it's part of my story as I go on the road. He knows I mock his accent. All of my five African kids, they laugh about it now.

But he just told me, I cannot deal with African woman. I cannot deal with bald woman. That was painful. Out of that pain, in hindsight, I respect his honesty.

Yeah. Because he could have just been there. Sometimes when you're going involved, I'm telling you men. and women, the opposite sex does not always appreciate bald hair.

They're not going to say anything, but from the business I'm in now, I'm telling you now, lately, just when you were in the clinic yesterday, a woman marched her husband in there and said, we've been married five years and I'm not going to tolerate this.

That was kind of brutal, but. I think across the board, women, given the choice, you want a man who's bald or a man who's got hair, they'll take a man who's got hair.

Well, I already did the study. You know, one thing about a PhD, we're going to do some research. Yes, you are.

Dr. Leola's Personal Hair Loss Journey

87% of women surveyed. Have you ever seen a bald newscaster? No. Matthew, have you ever seen a, you know why? You've never seen a bald president. Especially not this one.

Well, except for Joe. Because he never even hired people, and here's this one. This is my guy, but I'm not saying anything. But he only had one bald guy.

That's the guy he only has one bald guy in his cabin. He doesn't and people think that's not his hair. That's his hair That's Trump's hair. Yeah. Yeah.

Yeah. Yeah. Yeah. I mean if you think about it I mean, I remember this because I come from a very politically oriented family and I just remember like people would say The newscasters be like this guy's this guy is going to win and it was always this guy because we're talking like 70s 80s Pride predominantly men and they're like because he's got better hair I mean, that's what they said about JFK overnight, right?

I mean Well, Trump understood the assignment. Didn't you understand him saying how somebody had low energy? He talked about the appearance. He truly understood that that's what, you know, bring people together.

But I think there's only one bald person, and that was Al Roker. That's part of his look. You know, he's the only person that's bald out of newscasters.

But also, if you look at all of those congressmen and whatever they are, you know, none of them are bald. Those are 90 years old. But guess what? They're wearing hair pieces.

I'll tell you what, I look at, you know, my girlfriend's an actress, so we spend a lot of time in Hollywood. And you look at some of these men in their 50s and their 60s and their 70s, I mean, they have better hair than they did when they were in their 30s.

I mean, look at Tom Brady. Look at Tom Brady. When he first came out into the NFL in his second year, his hair was thinning. You look at Tom Brady today, his hair is as thick as can be.

A lot of them are wearing hair transplant. A lot of them are wearing hair, me and hair pieces. Really? Most of them. I had no idea. Yeah, they do, because they did the survey.

They're unhorrible. They look amazing. Yeah, it does. It has to be. Like, sometime when I'm looking at the TV, I'm like, whoever did their hair did a great job or they did a poor job.

So I'm like, why did they hire that person to put that man piece on them? Because you can tell, but it needs to be undetectable. Sometimes, because there's a male scale called the Ludwig scale.

So if you're too far gone, there's nothing we can do. So I have a program called Undetectable Hair. If you need to wear a man's piece, but let it be undetectable.

Your hair piece should be a question mark, not a period. It shouldn't be like, he's wearing a wig. Or it should be, is he wearing a wig or neither? Got it.

Yeah. Got it. All right. So you wind up with Lupus, the type that Bernie Mac had, and you're noticing that your hair is starting to drift away. So take us to the next step.

What was it that Because this was, what, 25 years ago? Okay, so PRP was not known for hair. We didn't understand peptides the way we do. Did we even understand DHT blockers?

Well, I wasn't even in trichology then. I was just in vitamin cells. So in vitamins, trying to keep girls skinny, you know, back then, just whatever you could do to stay under the bar, you know, I was just doing a lot of vitamins and wellness.

That's what we always did. And I was also raised by blind people. So being raised by blind people, you just kind of look at the world a little bit differently.

I don't know if I told you, I manufacture over 50 products. So everything I sell, I pretty much… Oh, I mean, your shampoos, everything that we were in the store, when we were in your location yesterday, your clinic.

Yeah. I mean, the shampoos, I could feel it in my scalp. Absolutely. They're phenomenal. Because they're also aromatherapy. So because I have six children, Everything I manufacture is practical.

In other words, I can't just have a table. My table has to be able to do something like have drawers. It can't just be a table. You're taking up space.

So what can you do besides hold something on top? You can hold something under the bottom. Maybe you can roll. Maybe I could even sit on you or transfer you into a seat.

So the same way with my manufacturing products, my products are very superior. It could take me three years to make one product, but I promise you, if my brand Trichologesis is on it, it's a superior product.

Luckily I don't have bags under my eyes. I stay up all night creating. Wow. Okay, so take us through this journey. So you start using, you start using herbs and things like that, Herbalife.

Did you, were you able to kind of slow the progress down of the hair loss? Oh, so herbal life. Thank you for getting me back on track. No, that's what I'm here for.

I'm more than a pretty face. I have ADHD. OK, good to know. If you have ADHD, you can never get to the HD. You just go, I have AD something, something, something.

No, I don't have HD. I'm not hybrid. It's DG. I can have some ADs. Yeah, no, I got you. I'm right there with you, by the way. Yeah. So go ahead. All right, so you start taking herbs, right?

Yeah, I start taking herbs. Were you able to stop the hair loss through this? Yeah. Or stabilize it? OK, so the Nigerian mother-in-law is an herbalist.

They only do herbs. It's just like a movie. Oh, it is. For sure. A lot of characters. So the Nigerian mother-in-law, she never spoke English, but for some reason we kinesthetically communicated, right?

So if any of the children would get sick, they'd just start all this American stuff we did with asinine. That is. So my mother-in-law would come and she would have something, these big, tall, two-liter plastic Coke bottles without a label, with all kinds of herbs, because some of the herbs were like people.

If you've ever seen a ginseng, I'm like, I knew that guy in high school, right? So some of the really herbs really look like people start checking out some of the shapes all the time.

It's pretty fascinating. So she, I was just fascinated how she was seeing stuff. And the children were running hard like, oh no, Elijah sent herbs, but they would throw up phlegm and they would become well.

And I just became fascinated with what those herbs. So I started, I studied herbalism very early. So that's how I started creating the product. So that coupled with the nutraceuticals, that's when I started.

And not only did we start seeing results, we started seeing really good results. So I invited some people over to my house to try some products and they tried them, but people just, they would give results, but they wouldn't use it the way I told them.

So that's how I opened the clinic. I'm like, okay, come in here and let me detox your scalp. Oh, that's why you do it because of compliance. Compliance.

Oh my gosh. Yeah. So I'm like, he's going to halfway do it. I'm like, I don't want you to lament about it because I know my products. See, my products are worker bees.

So if you use my oil, my oil is like the AI army. They're not like lazy employees. They're going to go in there and just start working on your scalp causing circulation or they're fired.

You're going to get out of here herb if you don't work. Circulation, everything is about microcirculation when you're dealing with hair loss. How do I get blood flow?

to that area because if you got a health problem, you're pulling blood flow from that area, right, or stress pulling blood from a cortisol. So I digress again.

That's okay. I have this vision, by the way, of your house 25, 30 years ago. You got the kids down to sleep, it's like 8, 30, 9 o'clock, and you're in the kitchen brewing this stuff.

Oh yeah. Till like 1, 2, 3 o'clock in the morning. This is the- 30 years ago, like 30 hours ago. 30 minutes ago. This is like, where's the coffee? I mean, in fact, he was like, while I was with someone the other day, he's like, what are you doing?

I can't come out. I have a maid over here giving us a quote so we can get some of these boxes. I got herbs everywhere because I have to, some of my products before I mass produce, I have to make them at home.

But one product, before I put it in HEB, well, a few of them, I make them at home, but when I mass produce them and they go into thousands of stores, of course, I have to cold pack them.

But I'm going to make sure that the efficacy is there. I need products that work. So you're making your own, you start with your own herbs, like pills and things like that?

Or like drinks, elixirs, things like that? Drinks, mostly capsules. Okay. Mostly powders, capsules. And all trial and error. Trial and error. And we have to, I'm the guinea pig, my kids the guinea pigs, you know, my patients now are the guinea pigs.

My center is now a testing center. Okay. So even on that machine I invented, my patients are a testing center. That's how I knew that lady was trying to, I'm like, you're cheating on me because your hair should have been done.

The one we were talking about that was an alcoholic. Yeah, the alcoholic lady. I'm like, there's no way you've been in my system a year, because people get out of my system at six months.

Her hair had grown back, and when you see the picture, you're like, most people would be satisfied, but it hadn't grown back to like I knew it could have.

and come to find out this lady will leave and go get stone drunk, so she has sclerosis of the liver. Well, you have that, the part of her hair, because every part of your hair is a part of your body, just like your feet.

So reflexology, the feet, every part corresponds to the body. OK, so you're making these pills. Yes. You're starting to see results not just for you, but for other women that are dealing with hair loss.

Oh, man, they would be like, they were at awe. People would just be at awe. One time I created a product so good, so good, so I partnered with this guy.

And then the guy got a little greedy and tried to get the product, right? And people just couldn't believe, little old me, little old Southern me from Houston, Texas was the one creating it.

Little old Southern me, yeah, uh-huh. They just assumed this guy was the guy until everything hit the fan. Then

they realized it was really her who created their product.

So it's this guy, the director of Fox News. I won't say which one. He became so obsessed with my product. So while we went through this court thing, I couldn't really make it the way he sent me an emoji with a tear.

He's like, I can't function without this product. He's like, please hear up against a tear emoji. That's how much it affects the cellular. I need products that work on a cellular level.

OK. And so let me just tell you, here's how my manufacturing is affected by being raised by blind people. Do you want me to tell you? I would love to hear this.

Okay. So my two blind grandparents, my grandfather was, he worked for the lighthouse for the blind. So I don't know if you know it, but the blind men work and provide for their family.

So they would make brooms. So all the brooms you were using, the blind people make them. Really? Okay. And so my grandmother, she made like leather stuff.

So we were always manufacturing stuff. We made liniments. So if you had pain, you look it up, the old fashioned stuff, it would just bring you out of pain.

I have a pain cream. You don't even need surgery when you use this pain cream. And that's here. You grew up here in Houston. Yeah. I grew up in Houston, the third ward, same place as be on site.

We just some same place. I have a real Southern accent. I have to intentionally not use it. Right. You've done a pretty good job. I spent five years in Louisiana, spent a lot of time in this corridor.

I know that accent. Send me to Alabama. You'll forget. And so as we, as I began to, uh, I even forgot what I was saying. You gotta bring me back. I'll bring you back.

Don't worry about it. I got you. So your grandfather and your mother, they're making brooms, they're making liniments, all of this. Oh yeah, Big Mama.

Big Mama. So Big Mama had one, so Big Mama would make, so she had her little friends, her blind friends come over to visit maybe twice a month. They had their little big club.

And so we were raising what we would call, what America would probably call the ghetto. We didn't know what hell we want. We probably was broke, but we weren't poor.

Yeah. Right? So we didn't know it because we never had holes in our clothes, always had a lot of food. And let me tell you something. Maybe that's why I have a different relationship with white people, because white people were really good to us.

Maybe because the blind people, they would come in the neighborhood, and they did a lot for blind people. So as a child, I had a different relationship than most black Americans, because back then, they didn't have seeing eye dogs.

So my brothers and I, we were the seeing eye dog. So when the blind people would travel to conferences, we were their tour guide. So as their tour guide, we had to tell them what we saw and everything.

So the dogs took our job, because back then they didn't let the dogs in. But we learned about braille. We learned about everything, right? But my grandmother, as she manufactured stuff, she had a rule.

The blind people had one rule. Whatever you do, don't take advantage of my handicap. Don't try to do something weird because I'm lying. So like your friends will say something like, hey, Leola, y'all have some really good apples.

Can you go sneak one? Your grandma can't see. I'm like, do you realize the penalty for that? We can't do that. So one day, Big Mama, she had our people who come by and visit.

And Big Mama's your grandmother? Yeah, that's Big Mama, my grandmother. So black people always have some kind of name for grandmother. Big Mama, Madea, something, right?

But it was Big Mama. So Big Mama had Mr. Steve come over. He was the man who sold the peanuts. So she made these tea cakes. And one day, I'll never forget, Mr.

Steve ate that tea cake. He said, Effie, something's different about this tea cake. It don't really taste the same as it normally does. And Big Mama said, well, I cooked it the same way.

But when he left, my brother Michael told. He said, Big Mama, you know, Leola went and bought some margarine. She didn't really buy no butter. Now, there was a rule, remember, don't play me for a fool because I'm blind.

So my grandmother, she majored in home economics. She lost her sight due to domestic violence, but she was a major, so everything was serious about food and ingredients.

I went to the store, I wanted some paper dolls. The paper dolls costed some money, but I had the butter cost more than margarine. Oh. So since she was blind, I'm like, well, when she feel it, the consistency is the same.

The square is the same. I'm going to buy this margin. And I'm going to use that money to buy these paper dolls. And I told Michael, I said, if you tell, I'm not going to give you this quarter, right?

Whatever the money was. He said he promised he wouldn't tell. But he did. And I embarrassed Big Mama because I bought that butter. And I'm like, man, I'm going to keep my butt torn up.

Yep. Well, the mama, she said, Leoli, did you really do that? She said, I'm disappointed. She said, because I just didn't think you would do that. But to make a long story short, she didn't want me, but she said, let me tell you the difference.

Butter is not margarine. They look the same. They may even smell the same, but they work differently in the way the body. So she gave me my first lesson in how food and things like that work.

So when I manufacture products, I have a product that's very superior. Often, sometimes my co-packers would say, well, doc, if we use this green tea instead of this Kupwasu or this Yerba Mate, we could save money.

And I will always remember what Big Mama said. Some things look similar, but they work very differently. Because I've had multi-million dollar companies trying to knock this product off unsuccessfully.

Right. They've had to do three different products to try to get what my one product does.

Building a Regenerative Hair Clinic

So that hard lesson just really taught me we don't mess around with mayonnaise and salad dressing. They both look alike, have the same consistency, but they are very different products.

So when you're manufacturing stuff, you got to know that. And I think that's what makes my hair restoration center. People don't, I don't play like that.

You don't come and tell me something got 80 billion, million, trillion, you know, whatever it is in your exosomes, because I'm going to test it. Yeah.

You remind me a lot like Dr. Don Buford, who is, do you know Don at all? He's a, you should follow him. I call him one of the OGs of of PRP, regenerative orthobiologics.

Okay. And he's a purist, right? Like he's like, you know, his whole thing is he runs studies, right? Yes. So when you look at like his, we did an interview probably like three weeks ago when I was up in Dallas, when we were at the event, right?

Where we met. And so I interviewed him that whatever Thursday or something like that. Don's a longtime friend, client. I speak at his events every year.

Great guy. And we had this conversation and everybody thinks Donnie is against Wharton's jelly or umbilical cord stem cells, right? He's just not impressed.

He goes, it just doesn't get the same results. If I use autologous, I get better results. That's what the testing says. He goes, it's not that this, he said, if it was better, then I would lead the campaign of let's get this, let's get this approved.

These are my words, not Don's. Okay. So, right. I'm paraphrasing it. And so I think that's one of the things that's missing. It's missing in our country right now.

Like everything has been sacrificed at the altar of profit. And there has been a, and if you look at, I love looking at pictures from, I don't say I love looking for pictures at my father's funeral in 1981, but I have seen some recently, airing a fat person in the house.

There's like maybe one fat guy. Oh yeah, I saw that. All these guys were 50, 60, they all had hair, not as much. And then I compare that to the pictures that I see from my alumni event.

70% of the guys are, they're cojacked, they're bald as can be. They are fat. And you, we have sacrificed quality for profitability. And what people don't realize is that, okay, so your product may be more expensive to make.

That doesn't mean that you have to charge the same as the other thing because price doesn't always dictate. The price tells the customer everything that they need to know about the quality of the product.

Like if there's a shampoo that's $4, I ain't using it, right? Because I know it's going to be bad. Oh, yeah, that dollar store red lipstick, it'll disappoint you.

Well, I haven't been wearing red. Yeah, I mean, that's from the female side. Don't do it, ladies. OK, so then how did you get in? Where did the journey start?

Again, we're going to show my pictures before and after in just a minute. How did the journey then go to? When did you open up your first clinic? I think that was like in about 2012. And were you doing, is that when you started doing the, did you do micro-needling on my scalp yesterday?

I didn't have to do micro-needling. So I did what we call, so there's something I'll call scalp micro-pigmentation already. That's a cosmetic procedure.

So as a trichologist, people are seldom interested in solely cosmetic. You can go to any barber to do that. When people come to a trichologist, they're interested in getting their own hair back.

Right, right. In fact, even people don't really come to us for weeks. They want their own hair back. These are the people who believe in the sanctity of my follicle.

So we do something. We add an R, regenerative scalp micropigmentation. That's my procedure. It's called revivilation. It's regenerative, but it's called revivilation scalp micropigmentation.

So as I learned scalp micropigmentation, I'm like something is missing. So that's when we said that the inflammation part, the way we drive the peptides in, so we're using scalp micropigmentation to add in stem cells or whatever we're adding to it.

So now it can communicate to the dermal papilla or the bulb to grow. And you're really opening up, so the hair follicle is dormant, the hair follicle is still there, right?

What you're doing is waking it up, opening it up? Yeah, stem cells has the ability to replicate, so it's telling the ones who are not dead, it's like, hey man, vacation is over, it's like somebody went on a long-term vacation.

Hey, wake up, vacation is over, get back to work, we got things to do. So that's basically what it does. All of the regenerative things we use are communicators to get back to work and let's not just be alive, let's thrive.

So one of the things we do is after the procedure, the procedure is one thing, but it's after the fact. And that's another problem with the… The transplant, what do you do after the fact?

It's like a love story. You notice in most movies, they end at when people fall in love. That's the easy part. The hard part is after. No shit, falling in love is easy.

Yeah, none of the movies talk about that, but the same with the hair transplant. It's like, okay, now you've got the end. I've got all these extra zones running around dancing, but what are you going to do to keep them dancing?

When you get in a relationship, okay, you've got me, what do you do to keep me? My husband can't be excited six years in just because of my beauty. Girl, you can't cook, you can't do something.

This house dirty, do something. Wait, can she cook? I bet you can. Yeah. I mean, but so the thing about it is what else can you do? And so hair transplants, peptides, none of this stuff is a standalone.

You can't go and eat McDonald's triple burger and just drink a diet coke and blame I'm not losing weight. Right. It's got to be a concerted effort. Hair is a harmony.

But when you really, when people really tap into hair, what it really does, that story of Samson and Delilah, hair is so important. Hair carries your strength.

The Bible said in Luke 12, 7, I knew the number of hairs on your head before you were formed. And that's why, you know, a man with a full head of hair, you can demand a little bit more from a woman.

I'm going to tell y'all a secret. They're not going to tell you that. They're going to just be sitting on the side admiring you. My husband, he's sitting over there when his hair tried to go thin.

I love him just the same. But I'm like, honey, we can't do that. And if he ultimately lost his hair, we'll probably just get him a toupee. You know? Yes, we'll probably get him a toupee.

But you want him to have her. It's for his benefit, you know? Let's take a look at some of this here. So let's go. I want to show people some of this.

You should probably give me one too. He would get you a toupee as well? A wig, yeah. All right. Can you imagine a male lion without a mane? Man, he wouldn't even be the male lion.

Okay. So let's take a look at this. Okay. All right. So this is me yesterday. So I was at your clinic yesterday. The upper one is my before. Yes. It looks like a big U.

So we go by letters. So if you look at it and you were to draw it out, the top one would be like a big U. OK, so this right here, that's the U, OK? And so this is classic, what you see right here, it's starting to…

Androgenetic miniaturization, yes. OK. And then this is… A V now. This is literally three hours later. Yes. So I went in. We did some red light therapy, detoxed my scalp.

They did that. Some cryotherapy to seal it in. But we did regenerative scalp micropigmentation. OK. Now, so when

you say micropigmentation, is this just dye?

Like, is this like a hair dye? No, it's not. Well, pigment. It would be pigment. But that's SMP. That's what the other people do. That's not what Dr. Leola does.

Right. So what makes mine is I have a proprietary program where I've actually added color to my stem cells. Is that so you can see where you're going?

No, because I want the best, remember I tell you I don't want a table, it's just a table. Right. So why would I have a stem cell like the guy down the street, he's doing exosomes, but you can't see anything, it's clear.

So why wouldn't I just put an exosome, that's like putting frosting on a cake that's clear, you can't see it, I need white icing or chocolate. Right. You could taste it, but why don't you add a layer to it where it's colored?

So these are exosomes or peptides or whatever, milk exosomes, whatever you have, but we've colored them. So we have a proprietary process where it won't even dilute the pigment that, well, now we can give you the best of both worlds.

So you've got the cosmetic enhancement coupled, this is a revolutionary thing here, coupled with the ability to regenerate. So your hair will ultimately come through.

So this one is unbelievable. This is unbelievable to me. So when I look at pictures of me, and especially when I get in, like, lighting that's yellow, like at a conference, if somebody's taking a picture, I'm like, who the heck is that?

Because I used to have a big, thick mane of hair right up front, right? And I look at that picture up top, and then I look at that picture on the bottom.

That is three hours later. Absolutely. That's just your first one. So most men will come in here for three because they get obsessed with the density.

So that's just your first one. It'll probably lighten it up just a tad bit, but you just took really well. So some people's body take much better. So you took really well to it because when you're a nutrition, you must be very healthy when a person is really healthy.

Absolutely. You take very well to my pigment. Yeah, I mean, obviously I'm, you know, I take peptides. My body fat's single digit. I mean, at almost 58 years old, like I'm very, I try, I work, it's harder when you're on the road, but like to not, to eat natural, like as much as organic as I possibly can.

Not processed, okay. So this is a great side view. Again, you can see the thinness up at the top, right? But just look how it's just coming in. We even brought you out to a little bit above your sideburn if you look at how we kind of pointed it out.

Yeah, this point right here. Yeah, I've always had that point. So we just highlighted what was there. We stayed behind your hairline, actually. We didn't create you a new hairline.

So all we did was just highlight. Yeah, you can see it right there. Yeah, we just highlighted. And so once you wash out in a couple of days, it's going to even be more natural.

But yeah, you actually had more hair than, because you could see through it so much, you could see how much it was. So all we did was add a lot of density.

What we do is density work. Traditional SMP, turn a bald man and add some shadow. We don't do that. Yeah. No, we want to make it dense. Okay. And then this one.

Yeah, that's one of my favorites. I mean this is folks that is that that's me That is me on the right hand side on the

lower right hand side That is up top.

We had just washed my hair so you can see it's still a little damp We didn't wash we did a scalp recalibration. Okay, okay appears to be washed But we actually we calibrate the the pH of your scalp.

I mean look at this And this is, we're gonna show the machine here in just a minute. So we met in Dallas at an event, and the event was a bomb. But the best thing that came out of it is that I met you, right?

And when it was a bomb, there was supposed to be 900 people at the event, I think there were like 12. So the vendors all spent time. Yeah, we all became friends.

We all became friends, it was like, what are we gonna do? And you would show me pictures. And I have, look, I've done a lot of research on hair restoration, hair rejuvenation, whatever you want to call it, hair replacement.

I've done a ton of work because obviously my girlfriend, Christine, is significantly younger than I am. She's 29 years old. Oh, wow. And I want to, like…

What a great bitch. I would have known. She's an old soul. She comes across as late 30s, right? Okay. It's not that she's like you have to have hair, but there's two things I want to make sure I stay in great shape And I want to have hair.

Well, I don't want to be an out of fat bald out of shape fat bald guy Yeah And so I brought her I said you got to come over and see this Yeah, I brought her over and she looked at me.

She said you're doing this right, which is why I'm here Which is why I'm here in Houston But look at that That is that it's folks that is I got there at one o'clock.

This is probably now five because I think we did the recalibration is recalibrate. We were spending a lot of time talking and of course it doesn't matter.

I mean hell you'd spend all day to get these results. Right. Absolutely. You're free. A gentleman flying. Couple of days earlier, he got, he's a CEO and he had a big event and he's like, I'm about to go in there and talk to these people about health and they're going to be looking straight through my scalp.

Well, that's not going to happen. Yeah. So that's amazing. And this is the machine. Yep. We saw the station. Yeah, so let's talk a little bit about let me take a look and see if I have any photos Okay, there we are right laughing it up a little fuzzy.

Yeah, okay, but you can see you know This is where the machine this is what you use to be able to just kind of be able to see Yeah, but sure but sure that glasses.

Yeah got it. Okay, so let's talk about this Machine there's a lot going on here. So you use You use a lot of modalities. You have red light therapy. And again, I know we're not going to give away your proprietary stuff.

Oh, it's OK. But I want people to understand this. But you also do a lot of cooling. Yes. So talk about the- Because cooling cryo is for inflammation.

OK. So inflammation, is that one of the issues that causes? Inflammation by far. I mean, in fact, we have a cellular inflammation test, right? We have a urine test so we can tell if you have inflammation in your body.

I call inflammation cobwebs. Cobwebs is cloud up everything, right? So imagine a bunch of cobwebs just on top of something. So yeah, we got to, but after you do a procedure, anytime you do any kind of micro kneeling or anything that's invasive that can go in there, it could cause a little inflammation.

So we come back with that one modality and cool it down. Okay. So that machine, the resuscitation, one day, my

husband and I, we're yachters, so one day we were just out yachting, and the name just came to me, and we talked about it.

So I'm like, if they can resuscitate dead anything, like you're about to die, what about resuscitating dormant follicles? And I'm like, what about the station that just has everything into it?

Because my husband, he is a diesel mechanical engineer, so he's that guy. that with big 18 wheelers, he stops them from blowing up. So he can call the safety on them.

So he could build engines. So he has the ability to dissect anything to see how it works. So one day we had a red laser in our clinic go bad. And I went, you know, I'm like, oh my God, we need the laser.

So Sir Curtis had to come and dissect it. I love that you call him Sir Curtis. Yes, Sir Curtis. He's too great to just call him Curtis. So as he opened it and dissected, you remember the Wizard of Oz?

Yes. The Oz was a big scary dude, but when they went behind it, Curtis was just this little old scrawny guy. That's what the machine was. Sir Curtis opened up the machine, it was his little toy box.

And he and I, he's like, they didn't need that big box. The big, huge thing and put the little box, but he still fixed it ultimately. But we had like seven machines that I showed you yesterday.

It just looks goofy. Seven machines to do in our office. So he took, but most of the machines that they're using for hair were designed for face. So the face and the scalp, to get to the dermis of the face is different than to get to the epidermis of the scalp, the dermal papilla.

So Sir Curtis took those same tools that he used to test the engines to test how the frequency of something is. So we did all of that for like two years.

Then we tapped into PubMed and we tapped into studies and we found the studies on radio frequency and different things on how they affect the scalp. So we merged all that together And now we had built a machine that is designed just for the scout.

So it may look similar, but it works very differently. So it has the ability to reach the depths of the ocean like a submarine.

The Revivilation Procedure and Machine

So it's not, so one lady said, well, we already have that. I'm like, no, sweetie, you don't have this. You have a facial machine. And that's why, so that facial machine can work, Matthew, but you have to use it seven times to do a mic and do one.

The aluminum foil in the dollar store will work, but you need to buy eight rolls to do what rentals would do. Why not just buy the rentals? So the same thing has happened in there, and so the efficacy isn't very important because time is money, and the patients don't have that kind of time.

So if I can come in and Instead of microneedling, I have something that can use magnetic waves and be 17 times more effective to drive these peptides directly to the bulb.

Right. Cause it's not going to do me any good sitting on a surface. It goes back to what we were saying earlier. I just don't like stuff that sounds good, but it's tricking people.

You're up there telling people I'm doing this treatment, but if we look at it onto the hood, it's only sitting on a surface. It's not even nourishing the part of the hair that's going to cause the follicle to grow.

So you pull our hood back. Our hood is good. Okay. You know, I could stand the test of time. I'm ready for you to

do it. Cause I got my diesel mechanical hustle who's going to pull out this machine that's so annoying with the sound.

But when he cut it on it, it'll make the lights start blinking and Twittering like some kind of ghost. Cause he's going to tell that it's really radio frequency.

Really. Yeah. The efficacy, the numbers. So. So we got a lot of things going on here, obviously. We're not going to go through all the tools. Yeah, but OK, like that one there, that first one?

This one right here. No, that's the cryo. That's what I used on you. That's the cold one, right? But you go to the other side, right? This one right here.

Uh-huh. So there's something out like a hydrofacial. So that one, you could actually have this machine in your clinic without even a, you don't even need a, a water basin because that will expel all the impurities out of your scalp.

It'll just suck them out. This one right here, the one up front? Yes. Okay. And then this one right here? That's the meridian. So that meridian also has EMS.

So that's the one that would change the way the scalp is, the blockages. So like I said, that lady had the blockages from having the sclerosis of the liver.

So those are blockages in the scalp. So it's actually going to open up the pathways and remove the blockages. So basically get out the way and let me sort of peptides can go do their job.

Great. Yeah. I mean, this is so, and as you said, you used to have all these individually and you've put them all together in one machine. One machine, plus, one machine plus, but yes, absolutely.

Yeah, fascinating. Okay. So- So as you see, it says the HAL Revivalation System, but it's powered by TricoRevive. That's a trademark thing we got. The technology is something he and I put together called TricoRevive.

So we're pretty much pioneers in this space. What I saw yesterday and what I saw online, right? So I did my homework before I came in. No, I'm not I'm about to redo my website Sorry, your website's fine.

Don't spend too much money on it. Okay The thing that blew me away so I don't put a whole lot of stock in Google reviews. I know you can gain the system, right?

It's kind of like, you know, when you see a magician and you've taken magic classes, you can start to figure out how the trick is done, right? And as a highly trained salesperson who was trained to how to sell from the front of the room and convert people, I view things a lot.

Like I view sales, front of the room sales presentations or like altar calls or whatever, anything like that. Like I view it through a different lens.

You have more of an area view. Yeah. Yes. So I don't put a whole lot of stock in Google reviews. I don't put a whole lot of stock in Google reviews if somebody has a 4.8 or above.

I prefer to see somebody with Google reviews that are like a four, because nobody's perfect, right? However, you have, I forget what the number is, 300, 400 plus.

Somewhere near, over a couple hundred for sure. Yeah, and I started reading them, and it was phenomenal. Okay, so I read this, and now I'm walking in.

Okay, so, one, you showed me a bunch of pictures, right, when we were in Dallas. And I'm like, you show me one, I'm like, you show me two, I'm like, you show me 10, and I'm like, okay, this is intriguing.

Yeah, and you know, I've done my you know, I've and I know the industry and I know the medicine of it Like I understand the inflammation understand the red light therapy the cooling all that makes sense the use of peptides the stem cells everything, right?

so then I go and I look at your reviews online and I Then I walk into your facility yesterday, okay And I was blown away you can tell that from the energy that the staff gives, whether or not somebody's bullshitting people.

Yes. The entire energy of your facility has a purity to it. Thank you. And a love to it that you cannot manufacture. You've got me And I was texting Christine last night to the point where I'm like, damn, baby, we need to think about opening one of these.

Absolutely. Because it was very similar to the feeling that I got when I walked into the ED clinic in Birmingham. Amazing. I walked in there. I was like, I don't know what this is.

They injected the guy. He got an immediate result. I went. I had very little. I didn't know how to sell the stuff. They're like, here, follow the script.

I went in and I sold him like a $3,000 package. And I looked at the guy that was doing this. I said, I'm in. Let's figure out the details, but I'm in.

And I'm very rarely like that, by the way. I'm the type of person that sees something, and I have to let it process. I very rarely get a quick yes in my sacral, in my gut.

That's maybe happened six times in my life. It never happens. So the business that you have built is fascinating to me because it doesn't require a medical director.

So let's talk a little bit about it. Like, I mean, you can share whatever you want, but it strikes me as a highly profitable business. Yes. You know, some things in life are an anomaly.

And sometimes I even ask God, why me? I mean, my nickname is Texas, maybe because I was the biggest child my mom had. They say you are nine pounds, so your name is Texas.

You're number eight. And I just, and you know, Texas is big. By the way, Irish guys, we don't, we don't have those kinds of nicknames, right? You know, we don't, we don't get, you know, the Italians and, you know, the African-American community have much better nicknames than they do.

We're all Patty. Oh, right. Right. You know, or Mick or something like that, you know, like, but I mean, you know, so anyway, keep going. Like we don't get great nicknames like you all.

Yeah. Yeah. So I mean, I got to live up to that. But I do like everything big. But sometimes you ever just had something so great happening, you like question God, like, God, why did you choose me to do this?

Because I'm one of those people, I have epiphanies. And this business has grown organically. You notice when you came in, one of the things is the energy.

So it's a very zen-like environment, because I fundamentally understood that most people with severe hair loss, a lot of them have anxiety. And one woman came from Chicago, because they fly all over the world, actually.

I'm even servicing people in India. And she came from Chicago. And she said, young lady, I'm older than I look, right? Because I stay on my product. She said, young lady, do you realize that what you built here is something pretty phenomenal?

She said, can you please put one in Chicago? She said, I have never seen anything like this. She said, when I come here, my soul is at peace. Yes. And that's why I have all the positive signs all around.

Trust the process to encourage her. Because when you step out in the world, we have a world that's just like trying to eat you alive. There's no validation.

And people need to be validated. And that's what happens when they come into the clinic. And when God trusts you with something like a person's hair, That's holy in some things, right?

So when God trusts you with a person's hair, you have to be ready to step into that purpose. So my business is pretty much purpose-driven. You know, my doctorate is in Christian counseling, so I use a lot of scripture.

I tell people to pray, say mantras over your hair, because power in the tongue. But when you come in there, I ask people sometimes, how do you feel? I ask some people, they don't want to leave.

It's not just because of my soup. You didn't get to eat the soup. I had the soup. Oh, you had the soup? The soup was amazing. OK, you had the soup. The soup was fantastic.

Yeah, the gal from New Orleans made the soup, but she's also a provider. And that's the good thing. I'm able to give people, I love the medical people, but I don't need to pay somebody $30 or $40 that can train my local girl to do the machine and she can make soup, right?

It doesn't take a lot to train people on how to work the machine. We train them to do that. What I noticed, it wasn't a positivity that I noticed in the room.

What I noticed was a joy. Oh yeah. And there's a difference by the way. Absolutely. There's a huge difference between positivity because positivity a lot of times is a mask.

You're trying to be overly positive to counterbalance, to compensate the negativity, right? There is a significant difference when you have joy and gratitude.

And it's rare. It is really rare today when you walk into a facility, any type of facility, and you can feel joy and gratitude. Absolutely. You know, as Paul said, have joy in all things.

Last time I checked, all means all. It's all encompassing. All encompassing. Yeah. Some words are like this. Some words are absolute. I love those type of words.

Yeah. And so, you know, wasn't, I think, because positivity is usually a false veil. Mm-hmm. Yes joy it has to come from your core. Absolutely Isn't it like you're and I'm gonna forget.

I mean, I met everybody I think twice but just even your son tests the joy he had. Yeah, I mean listening to God Doing my hair, right? Oh, yeah. Oh man.

Oh, you're gonna be so happy. This is man. This is looking great Right. Yes. It wasn't a false bravado of a sales pitch. It was a joy of of creating, of co-creating, right?

Because my patients always did like me, but after I started doing this procedure, they hugged me, they loved me, and here's the saddest part of my job right now.

So there's this little Italian guy, we call him Tony Montana, the handsomest little guy ever, right? This guy came in there, he worked at a job, and he took the photo.

The photo always tells the truth. And man, he saw the hole in his head, he was devastated. Came in there, young little guy, came in there, 27 years old, Read my reviews, came in, and we saved his hair.

Six-month program was over, so I gave him an extension. He didn't really need it, but he wanted to come eat the soup, see the ladies, have fun, visit with Tess.

Finally, the year came. The man was sad, like he was leaving family. It was like tears dang near. It's like, doc, this the last visit? You know, so that's the saddest part, people.

I'm like, it was the last visit, but you could come twice a year and get a scalp recalibration. So it's not a goodbye, it's just see you later. So we never say goodbye.

That's how I felt, by the way, about having the ED clinics is of all the businesses I've ever owned. There was never a business, except I would tell you up until that point, there was never a business that there was so much joy, predictable joy about the outcome.

Now today with the work that we do with our doctors, as we say, we heal the healers, right? And there's a tremendous amount of joy in that work as well.

An unbelievable amount right? Yeah, but it's just that's what I felt yesterday Well, you know what? It's a many parallels in ED inheritance bringing something dormant back to life You know bringing something dormant back to life that creates whether you like or not joy But also creates as it creates a lot of value now speaking from them.

I'll speak purely from a man's perspective Men get their sense of worth two ways the love they make and the money they make now I can't control the second one but I can control the first one right, right?

Mm-hmm You know, and if, look, they ain't making much money, at least they can have great sex. Oh yeah, for sure. You know? Absolutely. There's a comedian out there with a whole joke about it.

She say, depending on the size, depending on how much you can tell me what to do. I like that. Yeah. I like that. Okay. So you start this in 2012. Yes.

And it's grown and what… Let's talk more a little bit about the business. How do you bring in clients? How do you bring in patients? I know you said it's word of mouth, but have you?

Well, some of it is, and some of it is word of mouth, but Google. Google brings in most of my business. I'm just now starting some Facebook and stuff, but I'm just really busy.

Right now, I'm trying to find a lead source because I got so many leads, I feel guilty. I can't even keep up with the leads. And the thing I feel the worst about, while you were just there yesterday, somebody's trying to test my appointment, the lady's flying in.

So I'm like, I just feel badly that I'm the only location. So people have to fly in. In any given week, we have people filing in from different states.

So I just wish sometimes I just say, well, are we going to get a location? Maybe I'm self-prophesying, right? The Bible says speak things that are not as though they were.

But I'm like, we'll have a location near you soon. But that's the hard part. Because of what we do, they don't care. They want to fly in. They're like, you were referred.

I'm coming in. I haven't even turned on the marketing. If I turn on the marketing engine and do what I know how to do, like let every hairstylist in town know that the person sitting in your chair with no hair, you can send them to me.

Let every barber know. I am a media darling. I do go into media, so I think that's what I get. The media loves to talk about hair. They're fascinated because they don't have many experts.

So with my partners, I will show them how to get media exposure because there are two months August and September is Alopecia Awareness Month, so that's our Christmas.

So you could stay in the media all day because they just want to talk about it. They don't have anybody else who's

qualified to really talk about it. So I think the media, and it just keeps going.

I saw you on TV or whatever, but it's not that hard. You get a lot of referral partners. If I were a medical doctor, it'll probably be 10 times easier because 90% of the people in their database probably is a possible candidate.

Business Model, Licensing, and Growth

Oh, I mean, it's the same, like when we go in and we convert an insurance practice to cash, I don't care if it's to functional medicine, weight loss. Regenerative therapies all you need is 10% of that client base to convert and you have you have a couple of million dollar a year business Already just already just like that.

Yeah, and they're saying it though They don't have the answer so people are shocked that many of my clients patients are medical doctors They like why are medical doctors coming to you?

I'm like cuz they don't know how to treat hair loss I used to think it was fun. We used to run an ad and was a true ad why urologists come to the Carolina Men's Clinic to fix their ED.

And it was true. We had three urologists come. That's amazing, the parallels between the two, right? Oh, yeah. That's fascinating to me. So let's talk about how this model gets added in, OK?

Now, you are helping people get started. You have the machine. Licensees. Licensees. OK, so we're going to do licensing. And I'm not going to go into all the details of that, because I want them to call you and they can go.

Sure. And I didn't have the license. I could have just sold it like my competitors just sold it, but that's not me. I want them. I notice a lot of people have these machines, sort of like Neckway Mark and the Herbalife box hit the other Amway box.

It's just, you're buying a lot of stuff. But people don't know how to use it. And it's kind of like a school. I didn't pass algebra. I'm giving an example because I didn't have an answer.

So if you can teach people how to really use this stuff, they become very proficient. So one of the fundamental things I do is I'm going to make sure you, I'm going to train you and whomever you bring how to properly use the machine.

But you're going to always have big sister right there. I still have my own mentor. Because hair loss has its own complexities. You better have that person you can call if you run into that very little bit.

I don't know about it, but you have to always be learning, ABL. What degree you have, ABL. Always be learning. Always be learning, yeah. Love that. If you don't, okay.

All right, so the thing that struck me is I'm always looking for businesses for our clients that don't require them to do the work. So the constraints in business, constraints are actually the things that get in the way, obviously, of the growth of the business, right?

So when we had the ED clinics, the constraint in our business is we needed a medical doctor at every single location, right? That creates a constraint to the business, right?

Because we couldn't grow, we could have opened up 15 facilities versus three because we had to find the right, not just a doctor, but the right doctor.

And we were very blessed, we found some great doctors, okay? But like with my with my orthopedic surgeon doctors they that go into regenerative therapy Okay, they still need to do the PRP, right?

Yeah, but okay, but that's fine But all the other stuff the laser therapy the hormones or the weight loss or anything like that All of that can be done by someone else on staff Okay, my functional medicine doctors once they get

somebody up and running They really only have to be involved for a very small portion of the process.

The thing that I love about this is you can train an MA to do these procedures. Absolutely. And Tess, your son is not an MA, and you've trained him how to do it.

Right. Because we're not breaking the skin. I trained him to be a trichologist, but I could train anybody to be a trichologist. It's not regulated like that, but my school trained anybody.

But you don't even have to be a trichologist. You could be a hair loss specialist. You could be just somebody interested in hair. As long as you can breathe and fog a window on a cold day, Halfway competent we can show you how these because my machine know they what we've built into it It's actually not a lot of guesswork because it'll be telling you what to do So we've created a part that you can put in your ear like an earbud So once we determine their hair problem, it'll say this the part I didn't show you Use Modality 2 for five minutes, so it's no guesswork.

Really? Use Modality 3. And at this juncture, let's face it, most of us professionals are looking for time freedom. The doctors I'm working with right now for licenses, they're tired of trading hours for dollars.

Come on, it's not enough time in the day. So they're looking at bringing something that I can make this type of money and I can assign somebody to do it.

And I mean, it's a win-win situation. So a doctor, let's say a doctor is a surgeon, right? And they're not necessarily ready to leave surgery or they have a lot of fear of going out on their own, leaving the hospital.

This is something that they could bring on, on the side. So easily. Just give me a broom closet, Matthew. All you need is a broom closet. Go take the broom.

We could do pop-ups on this too, right? You could run advertising and say, okay, we're going to be doing procedures, sublet space on a chiropractic officer or med spa on the weekend.

You could, but I mean, most doctors have unused space. They got a room in there just holding some computers, right, or some brooms. Get the brooms out, bring this machine in, and let's bring in a million or two, whatever, depending on, to that room.

Let's monetize that room. Like what, half a million to a million, you think? I think a small one that's just kind of sending half a million to a million, up to three million, depending on how much time they want to put into it.

But I mean, the broom isn't bringing in any money. So let's do it, and let's bring in more value for your patients. But on the flip side, it's going to bring in so many hellos, people who also need your other ancillary services.

Oh, yeah, they'll need weight loss. You've got a you've got a red light laser bed. Yes, I have a whole wellness center. But it grew organically because most of the hair loss people needed to lose weight as well.

Yeah. So it's hard to be in America and not notice somebody that needs to lose weight. Yeah, absolutely. But even the weight. So when we when we do advertise for the weight loss side, when they see that hair loss sign, they're like, oh, my God, hair loss.

So now you've got that customer as well. So we created an elite package that we sell for about $12,000 and the elite package includes both services. What is the hair restoration?

What does that normally run? So I teach people how to create memberships and a lot of doctors don't know how to do that. So the membership is where the money is because your only job you're going to do unless you hire someone would be the intake.

You know, the doctors were bedside manners to the orientation. I mean, the initial. So from there, they'll pay

$5,000 for a six-month package, which is about 12 sessions to 14 sessions.

And they'll pay $8,000 for up to 28 sessions. But literally, they're literally coming in there. The machine has water in it. It's a station. It's the gas station that has everything.

You got a gas station across the street with just, what, gas? And you got the gas station across the street with the gas, the mechanic, the water, the shower.

That's the results of the station. It's truly turnkey. So it's everything. So you don't even need water. You don't even need a basin. If you do, it depends on how much you want to scale it.

If you want a full-fledged hair restoration center, we can set you up. If you just want to transform a broom closet and make you a half a million dollars, and get you a $30,000 a year employee in there, depending on where you live, you could do that.

LA would be a lot more than that. Yeah, probably 50. 60 to 70. Yeah, but that's the wonderful state of California. But yeah, it's really a fascinating, because again, every time I walk into a clinic, I just start It's not that I start doing the math.

I start, I can sense and feel where there's inefficiencies or there's opportunities. And I don't go to all, like, I rarely do psych visits anymore. Right?

Like I can tell just by talking to them, looking at somebody's PNL statement or balance sheet, I can tell you what's going on. I can find the constraints.

I can sniff them out and fix them. Yeah, I feel them. It's, I mean, it's, it's fascinating. So, And then on top of it, you have your own shampoos, your own oils, everything.

Everything. I have not only have peptides, have my own exosomes, stem cells, exosomes, shampoos, conditioners, detanglers, moisturizers. everything everything yeah yeah laser caps we have a really good laser cap we have laser caps we have in fact we've taken two of the things off the machine and make them available to the public so we've taken the meridian brush you can get that separately and then we have the tricosync which is the one I gave you which is a electro therapy to jump or start those follicles so they we have a really good retail component yeah and the retail Man, people are sleeping on retail.

Retail is residual. People may stop going to you, but they'll fall in love with your products and they'll buy them for years. Yeah. Yeah. And we set up their website.

We do everything. We already know they're busy. We understand the constraints because that's just my key word. I just love that word. I love fixing them.

So we're gonna take as much off their plate. We don't we didn't want it to sell them a machine We want them to partner with us become a licensee We do we even do their grand opening their press release their website Their marketing all of the materials because I am a marketing maniac.

Yep I mean, I know everything about marketing. I'll start talking to these guys and they'll start telling me stuff. And they're so amazed at how I'm flowing with them.

They're trying to tell me about everything about SEO and all of this. And I know all of the language and they're shocked. They're not expecting that. But I need to, you need to understand what's going on so you can direct your staff and people you hire what to do.

So I help them set all of that up. How to maximize your, a lot of them don't even have their GMB, Google My Business, Maximize. You know, you, and also a lot of people, a lot of doctors don't know they can have a second GMB.

That's a professional one as a doctor. So you can have that set up a Google. Google is my friend. It is. It's really, um, and it's what's the website.

I can pull the website up, but what's the hair loss clinic? Yeah. So let's just pull this up. Let's see what I got here. I don't even know what I got here.

Here we go. Texas hair loss clinic.com. No guesswork. Yeah. Yeah. So. You know, again, just very, I mean, there's a lot that you do, right? But if you really look at this and you look at, and I'm not here to critique, I'm not critiquing the site.

That's not what I'm saying. That's okay. It's being redone. Yeah, yeah, yeah. Like that's coming down though. That's not even operational. It's just, that's coming down.

Yep. I love hair growth gummies. But again, just, you know, pictures of where you are and just the amount of testimonials is just mind-blowing to me. I mean, these are all streaming over from Google of just what you're seeing.

And literally, it's 4.9. Yeah, customers, because we really pride ourselves. In fact, I was going to send you up a Google review. You have to ask for a review.

So we even teach our, when you partner with me as a doctor, you give me your contact person. I already have the staff that's going to work with them. I have a whole staff.

You give me your contact person, we're going to show them what to do, not just to maximize this point, but to maximize your business. Like, if I were another hair loss center, I would be very afraid to be next to Dr.

Leola, because I'm going to maximize. She's going to really maximize whatever it is she's doing, right? If I turn on my marketing engine, I wouldn't have any enough time in the day.

And my husband likes quality time, so I turned it down so I could spend more quality time, because it would literally be nonstop. But I have the ability to do that for any clinic, because when I partnered with HEB, that's a local grocer.

So people were wondering, how did you get so many products in HEB? So HEB moved me to their diversity team because they said, you are the one who could teach other vendors how to be a real partner.

Because I went in there and I put my things in their store, and I was in there just really showing people how to use the sampling, doing everything. It's like my product can't talk from the shelf.

And they were so impressed on how I really became a partner. They moved me to say, Hey, I need you to talk to the other people, how to be a good thing partner.

And they were wondering, they had me at the table with the big name hair people, big names that you would just see the, the L'Oreal's of the world. And they were, everyone wonders.

Did you pay to get your products into ATV? I'm like, no. They asked me to put them there. I didn't pay a dime. But people are looking for partnerships.

Like, if I do a party and my girlfriends show up and they're just sitting down like a visitor, I'm like, why are you sitting down like a visitor? Help me host.

Right? I don't like that. If you invite me, Matthew, if you invite me to your event, I promise you, Doc is not going to go sit around like the rest of the guests, like a host.

That's not what a friend does. And that's not what a partner does. I need to show up. in real time because this is what you expect of me. I don't even like that.

I'm like, that is some goofy stuff. Why are you just sitting over there like you're a guest? I just went to an event this past weekend, bunch of medical doctors and me, and a couple other naturopaths.

And the lady, she needed help. So I just, she told me that I was going to be the lead of my panel. She said, you're going to be the leader for your panel.

But I could just see she was, cause I do shows. So I'm the one who do the Zuri natural hair show. My show's bringing 20,000 people to NRG. the lady needed help.

So I just took the mic and said, I'm co-host. So when I got in the car, Sir Curtis said, he knew his wife. He's like, who made you co-host? You made yourself co-host, didn't you?

I'm like, no, I didn't make myself co-host, but the lady needed help. So the show went well. So yeah, you got to show up and do something. Yeah. I mean, it is a fascinating, fascinating model.

And again, the thing that is The thing that reminds me, the beauty of the erectile dysfunction model was the doctor or the client came in, prospect came in, we gave them a test dose and they had a result in the room before we offered them anything.

And so the joke was the reason why they didn't buy is they either didn't have the money or they didn't have a place to use it, which it was really usually they didn't have the money.

Right. What struck me last night is walking out of there four and a half hours, five hours later, and I have this. And waking up this morning and I still have this.

Did you think that, wait, was I dreaming? Is it still there? Well, I thought, I thought I'm like, well, maybe this is just like a dye that's going to like rub off on the pill.

And there was a little bit on the pillowcase, but like not, you know, but like it's still here. Like I can't wait to see what I look like a week from now.

Oh, yeah, it's gonna just get better because it's gonna just really fade in. This is just number one. Like I said, your skin has pigment, and my pigment is a very specialized pigment.

I'm telling you, everything I make is just, I try. I'll pull it off if it doesn't, right, because your feedback. But the model has to work because right now, We just don't really have time for stuff that doesn't work.

We've worked hard. We've gone through school. I mean, man, I'm burned out. My brain cells are like for school and all that. We've done all that. Now, why don't you let systems work for you?

So I'm all about systems. And that's what you do. That's what makes you great. You're creating systems. That's why I'm most attracted to you. I'm like, man, this guy's on it.

So I'm all about systems. So why not let the systems? We're working way too hard. I just look at people like, you're working way too hard. Why, like, that's the thing that just pains me about, and I'll say this especially with the orthopedic surgeons.

Again, we work with a lot of orthopedic surgeons. And they're working, you know, they're getting up at five, going to the surgery center at six, doing nine surgeries, then coming back to the office, seeing 20, 30, 40, 50 patients.

Then they get home at seven o'clock at night. They have, maybe they have some dinner with the family. And then they're in their office until midnight reviewing charts and getting ready for the next day.

And it just never ends. Pain management, Dr. Goyle, same thing. It was 14 hour days, five days a week. And then one day was like an eight to 10 hour day on the weekend.

And it wasn't getting any better. And it won't. But there's no opportunity in the insurance model to systematize it. You can't control what you're paid in the insurance model.

No. And you can't control when you're paid. Yeah, see, I can't afford to give somebody that kind of power over me. Yes, exactly. Could you imagine if you were like, oh, somebody else has got control over my pricing and when I get paid?

No, I can't. I've always been such a non-conformist. I'm just that girl. I can't do it. I cannot do that. Because if somebody's wake up one day and just decided we're going to change this and it affects the way I live, no.

No, absolutely not. You know how much it costs to fill up my husband's boat to go across Galveston Bay? He looks like he's a very expensive guy. Yeah, he is.

Look at that watch. I ain't that wife that just sit home and watch dishes. Sir got some bills, man. You had mentioned something, you had asked me something, and I want to talk a little bit about our environment and the impact that it has on hair.

You had asked me, did I have the COVID shot? What are you seeing with people that have one or multiple of the quote unquote vaccine, which it's not a vaccine, right?

What are you seeing with regards to protein? Yes. What is that doing in people's hair? Communication disruptor. So you and I are both clearly speaking English, right?

Do you speak Japanese? No. So let's say you told me we got, let's say you said we had an hour. So time doesn't wait on anybody, as the elders say. We have an hour to get that message across, so does your cell.

So when your hormones show up, they're showing up, they're there, they have a job to do. Right yourselves have a job to do. It's not like they're dead They have a job to do but if you are not here and you said doc We have an hour to get this and all of a sudden 50 japanese men walking here Talking loudly on the phone like you men do y'all talk loud when you get on the phone and they just talk in japanese They're still talking japanese.

I'm still talking. You're still listening. The bell rings the hours up Did you get the message? No, and neither did I and neither did yourselves. So there's a communication problem.

There are disruptors in the communication But the onlookers would say well you got the message you were talking so the onlookers are saying it's not happening But in reality it just happened because we didn't get the message So if there's a messaging problem, then the hair is it's not essential for life is suffering Mm-hmm So now the medical doctor is going to say, oh yeah, your hormone is within range.

It's in range for your essential organs because the hair is at the bottom of the food chain. So it's not getting it. So that's why I have medical doctors.

I have one medical doctor. Let me tell you something. God is so good. This medical doctor went on Fox News. I could have even scripted this, Matthew. She literally went on Fox News and told them that She ran all of her panels.

Her panels showed she was within range and everything. Her hormones, everything was within range, but she still had severe hair loss. Someone referred her to me.

I'm like, doc, her name's Dr. Satterwhite. She's giving me a permission to use her name and her likeness. She said, I said, doc, it can't be within range of what we need.

So I tested her through my testing. So I do mineral testing. And my testimony revealed that you have some problems here with your hormones. She did my protocol with my supplements.

Man, you ought to see this lady now. You have hair, you wouldn't believe. So that lady, but when she told Fox that as a medical doctor, validated what I did, I kind of scripted it.

It was so extemporaneous. Right. Because they came in at noon one day and said, we need something. Fox would have saw you have somebody. And I called him like, Doc, what you doing?

And the lady was like, well, somebody just counsels? Sure. So sometimes when you do things right, serendipity steps in and, you know, things just happen.

I could have scripted it. I could have paid for that. So I use that a lot. I'll send it to you one day, but that helped a lot. Yeah. I mean, if I just think about the environment and I always ask this question as I do these interviews is that, you know, what I see going on in our country today.

of the obesity, the type two diabetes, the high blood pressure, the high cholesterol, complete and utter brainwashing that has gone on in the American citizens.

You wound up in one of two camps during COVID. You either were brainwashed and said, oh yeah, this is the answer and I'm going to get nine shots. Or you were in the other camp of like, wait a second, this Hell no.

And I could see where I would have been very easily in the camp of saying, oh, let's just go ahead and get the shots. Yeah. Unless I'd been working with my doctors.

Right. Because they really challenged my thinking on it. Thank God. I want to meet these guys. Oh. Because so many of them were not. So many of them were to the contrary.

I had one lady in her 50s. She was doing really well. And her doctor was on that email that had all of them in lockstep and barrel putting people. She put this lady on three.

This lady not only lost her hair, she started having all kind of leg problems. I mean, just what it's done to men ages 18 to 40 of the increase of cardiac, especially the African-American and the Indian Pakistani culture, right?

Did you hear what Kennedy just said? They were sending certain vows to certain communities. So his M-A-H-A is really so amazing because he's just attacking them head on.

It was just so much wrong. Oh, the corruption is unbelievable. Yeah. And so that's why the attack is against him, but I'm really less at what he's doing.

It's a good time to be in America right now. I don't know how long it's going to last, but it's a good time because we finally have the people courageous enough to go there and fight it head on because serious.

I mean, it's if you really start to dive into the corruption. Oh, I don't think we can handle it mentally, though. You need a psychiatrist. I'll read the real Anthony Fauci, and I read a chapter and I have to set it down for like two weeks.

Well, you know he would never practice medicine, though, right? I know. Yeah. But his name was Fauci. It's like Madoff. They told you with their name what they're going to do.

Madoff told you I'm going to make off with your money. Didn't he? So there's no guesswork there. Falsy? They just missed to spell the letter. Falsy. Yeah.

He told you I'm false, right? So it's all false. It's all a made up construct, right? It was just, the guy was false. It's all crazy. It's real sad. But I think when history is told, some of those dudes need to go to jail.

A lot of them. Totally he needs to go to jail. I mean look he was getting a percentage of every of a lot of those medications He was he and his upper lieutenants.

Yeah, and the upper executives they get a peep most the most Americans do not realize The FDA and all of that was funded. Yeah gays, too They have safe and by the way, they have deals in place that not just the agency But the top lieutenants are getting a percentage they get a portion of the time.

That's a major league kicker Or their spouse, even gays, he had a patent on that stuff. He had a patent on something that was called like Luciferian or something like that.

Real wicked stuff. It's very wicked. So I think when history is told, I hope they go to jail. I'm tired of knowing people did it, but nothing's happening.

Let's see some handcuffs, man, because this is just too much. Yeah, I agree. I agree. How do people get in touch with you if they want to find out more about this licensing opportunity?

What's the best way for them to get in touch with you? They just contact the clinic? I have a really good staff, but on serious stuff like that, you know what?

I'm that old school girl. Call me 281-850-4571. Call myself. Say that again. 281-850-4571 or just really visit texashairlossclinic.com. So by next week, I'll have a forum.

By the time this goes live, I'll have a forum. Where people could just contact me and I'll have something on there if they interested in being a licensee They could just click it and fill out a form for the resuscitation resuscitate those dormant follicles, but let me just say These doctors are sitting on a gold mine.

They're just working too hard. Stop trading hours for dollars They can bring something in like that and make more money than they ever they gonna be like damn I didn't know hair loss had that much money in it.

I And I'm telling you right now, knowing what I know about pricing and demand, it's still underpriced. We'll talk about that offline. Hey, all right. You're the king of everything.

But you can definitely charge more than, you can definitely charge more. I mean, there's- Especially in your region. I mean, I'm in Houston, but you know what I mean?

No, Houston, I mean, I live pretty much, I mean, I live most of my time in Scottsdale, and Scottsdale and Houston are both very similar. Very similar.

Yeah, people have told me that, but you know, most of mine was like proof of concept. So now that I have that, I'm ready for that next stage. Yeah, beautiful.

Thank you so much. By the way, thank you for this. Thank you for your time yesterday. Oh, man, you look amazing. I can't wait to everybody see your pictures.

I received that, my love. Yes, absolutely. But you know what, though? You manifested that. You were determined. You have to be determined for what you want.

Yeah. Yeah, thank you. I appreciate it very much. And we'll do a follow up on this, folks. We'll do a… I'll give you some photos in about 90 days or something like that when the little hair follicles start waking up.

And as I come back and do additional procedures, I'll keep everybody up to date. You are certainly welcome. And we're going to have a beautiful hair, a lock of head of hair.

Oh, yeah. The time is now. All right. Thank you so much for coming in. I appreciate it. Thank you for having me. I'm grateful. Thank you. Thank you. All right, everybody.

Stay classy out there.