Reverse Meno(pause) Hair Thinning and Graying with This Science Backed Approach Transcript

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Summit Welcome and Guest Introduction

Hello, hello and welcome to the Future of Menopause Medicine Summit. I had to cheat and look because we renamed the summit. This is my fifth year. I'm Doctor Sharon Stills, your host.

For those of you that don't know me. My fifth year hosting Menopause Summit. And because we have all new information and all new interviews, I wanted to rename it.

So we knew that you were getting good information. So it used to be called mastering the Menopause Transition, and now it is the Future of Menopause Medicine Summit.

We are unfiltered, uncensored, unapologetic. We are here to give you the truth, the clinical truth, practical, actionable things that you can do that can start improving your menopause and hormonal journey today.

And so I'm really excited. We've got a fan fave in the house. We have Faraz Khan, who actually is one of our sponsors. So I just like to shout that out and bow down to you because without our sponsors, we truly would not be able to put on this free event for all of you to share this information.

So we're deeply grateful. Not only is he one of our sponsors, this is his third year sponsoring, so he loves being here. We love having him, the audience loves him.

And what we're going to talk about is very applicable for us ladies and very important. So let me tell you a little bit about Faraz. He's a former computer scientist turned longevity educator, speaker and bio hacker, and he turned from helping large media, life sciences and pharma companies to helping everyday people beat back the scourge of aging around here.

We love aging, but he's going to help us age and feel good about it when we look in the mirror. So he has a podcast which I have been honored to be on called Anti-Aging hacks.

He launched that in 2019, and he interviews top minds in longevity, aging, health, all the things. And he is the founder of Fully Vital, a company that specializes in hair wellness using natural products.

And so yes, ladies, this man has the answers to your hair issues. And I know as a physician who sees women all day long and even men when our hair is falling out, it is not pleasant.

Not only is it not pleasant because we get very attached to our hair, but also because when our hair is falling out, it's a it's a whisper or sometimes actually a scream from our body saying something's not right here.

And so Faraz has developed a program that a dresses all the different areas. And we're going to talk about that today. And that's what I've got to say.

So welcome back. It's amazing to have you here. Amazing to have you here to talk about hare hare hare here. So such an important, important conversation.

Thank you so much for having me, doctor Sharon, it's always a pleasure to be on your summit. It's my third time and I'm honored to be here. Well, we are honored to have you.

So let's just dive in. Let's just get the elephant out of the room, because I know if I was watching for the first time, I'd be like, well, why is this young, handsome man with a nice head of hair talking to me about hair loss?

A woman in my 50s. So how did how why are you the hair man? How did this happen? Yeah, yeah, a very long story, but I was in college at the age of 21, very confident.

I was a college athlete, soccer athlete, and I wanted nothing to worry about here. But I was in the shower one day washing my hair, and I looked down at my hand, and it's full of my beautiful hair.

It's left my body. And I had a freak out moment from a stress level of five to an 11 in 1 second.

Faraz's Hair Loss Journey

I'll never forget that moment, and that led me on a deep path of trying to figure out what's causing my hair loss. And I tried all the things you ladies have probably tried like the biotin, the supplements, the rosemary, the Oilers.

Many, many years that made my hair stink. I tried yogurt, I tried onion juice. My grandma said, when you shave your head, it comes back stronger. So I shaved my head three times.

And as a young man, I got all my friends, made a lot of fun of me. So it was not pleasant to try to shave your head. But I wanted to save my hair at any cost.

But the realization I had doctor stills was that where did this come from? And I started asking myself this question and I looked at my father's, had the family, and they had full thick heads of hair, and my mom's side had very weak hair genetics.

My mom was complaining of her and the three brothers. My three uncles were all bald and I said my mom gave me my hair loss like, this is not fair. I'm only 21.

I'm trying to just live my life. This is so unfair. God, if you're up there like, fix this. And of course that was a challenge for many, many years. At the age of 25, many years later, I got so desperate and nothing was helping.

I'd wake up with hair on the pillow every day that I went to a hair transplant surgeon in Denver, Colorado. And I said, and there was a female doctor who was doing the hair transplants for mostly men, but she was a super nice lady, and she calmed me down and she sat me down and she said, hey, you're not a good candidate for a hair transplant.

And I was so confused. Why not? Because I thought this was a silver bullet for me. And she said, you're not a good candidate because you have female pattern hair loss.

This is what your mom gave you. It's it's more diffuse. It's not in any one area. It's not gone. So I can just fill it in. And if I were to do a hair transplant on you, like if I were to do it on most women, a lot of hair would fall out because of shock loss around where I'm implanting these new hairs.

And so I said, well, I don't want that. And so she said, well, I've got this bill that you could try, and it's a pharmaceutical and it's got some side effects, sexual side effects.

And when she told me this side effects and I said, hell no, I'm not trying that. And I went home. But a week later, a week of waking up with hairs on the pillow, I said, I gave up, I said, I need to save my hair, I'm desperate.

And so I took that bill for ten years. And then it didn't really stop my hair loss, but it slowed it down. And then I was in Los Angeles, living a good life.

But I had to like, you know, use those fibers, hair fibers in my scalp to cover my scalp when I was going out because it was visible. And and so at that point, my mom was complaining even more of her hair thinning.

And I said, okay, let me go. Look, let me. As I started my podcast in longevity, I had access to all the hair experts. So I traveled to hair conferences, one in Bangkok, Thailand to meet all the top hair experts and like, listen to all the

talks about stem cells and exosomes and what's working, what's not.

And after that, I made, you know, I made connections with all of these doctors and I went to their offices individually, interviewed them like for hours behind the camera and in front of the camera, and then read a lot of scientific papers.

And I had one realization, which is, we've all tried a shampoo, we've all tried a supplement, we've all tried a serum. But when you combine 3 to 5 things together, that is the golden approach for hair thinning and hair loss.

Because hair loss in women especially, is multifactorial. There can be many reasons. So you have to address a lot of the reasons together but also use different methods.

And that is when we came up with the fully vital like four part system that does the internal stuff, that has a topical serum that uses hairbrush, a dermal roller that really pulls together multiple ways of addressing heroin at once.

So you have the best chance of success. So that was the big realization I had. And that's the system that we built primarily for women, because my mom struggled with this.

And then when she started using it, her ponytail started getting thicker and thicker, and she was, you know, elated that something was actually moving the needle.

Well, so that's why he's sitting here, ladies and I, as a natural medical doctor in the way I address menopause and hormones. You know, you had me at multifactorial, right?

Because there's always, almost always multifactorial. Many reasons why we are experiencing whether it's weight gain or hair loss or acne or fatigue. And so I love how you are holistically addressing and not just saying, you know, slept this on your hair and it's going to work.

So, so many women have a much greater chance of having really good success, which I see over and over because we've been known each other for three years now, and I get the feedback from patients in my office, so it just has a larger net you're casting to really help women regrow their hair.

So let's talk a little bit about the whys, because it is stressful when you wake up and there's hair on your pillow or clogging the drain or in your brush.

And so what would you say? The primary reasons are that women's hair is thinning, falling out, giving them, you know, concern. Yeah. The number one reason is you see this in the clinic for yourself as well.

After the age of 35, as women's hormones start changing, estrogen and progesterone start to decline. That leads to a relative imbalance with two stars prone.

And that can trigger the DHT mechanism, which is DHT is basically dihydrotestosterone. And testosterone converts to DHT, which goes up to your follicles and start shrinking them over time.

And so your hair gets thinner and thinner and whisper. And you see this very rapidly in men that are young, in age, like 17 to 25 years of age to is at speak and is doing the same thing that had done dozen women.

But for women, they have a lot of estrogen at that age, so it's very protective. But as estrogen declines, this leads to relative imbalance and many factors can kick off.

The DHC doesn't mean when your home Munster's declining doesn't mean that automatically you're going to have hair loss.

Hormonal Hair Thinning and DHT

But a lot of other factors could also kick start it. And then really now you're in that phase where you want to balance the DHT, reduce it. So it's not kind of shrinking the hair follicles.

I had a friend, Lisa in Minneapolis, who was a customer first, but she reached out to me and she said, hey, I'm seeing a lot of hairs. I don't know what it is. Is it hormonal?

And I had a simple solution for her, which is if you're in the shower next time and you're experiencing hair thinning, just like grab a bunch of hairs that are in your hands as you're washing your hair, and then stick them on the tile in the shower, and hormonal is going to shrink the follicles, so it's going to get thinner.

And so if you notice some hairs are thinner and some are thicker, that's a telltale sign that you have hormonal thinning going on. Also, if you're over the age of 3540 as a woman, that's almost always a risk factor.

So we have to kind of address that as your hormones are changing. And we'll talk about HRT as well. But this is the main reason for women and men for hair loss in them.

And so what you want to do is you want to address DHT internally with nutraceuticals or other ways to like reduce that conversion of testosterone to D.

You also want to address the topically on your scalp, because that's where all the actions happening. And there are some compounds like caffeine and others that can suppress DHT counteracted.

And so those are things that we look for to address it from both ways. Now that's the wait, wait. I got like three questions okay. So I want to go back to the shower test.

And I just want to make sure because that sounds like something cool that everyone doing, everyone listening can do. So if you lose hair in the shower, you take it and you put it up on the tile wall, and if there are some thin and some thick, then that means it's a DHT issue.

Yeah. Sorry. High likelihood. Yes. So what would you see if it wasn't a DHT issue? Yeah. Perfect. Now we can I do you want me to talk about the other causes which don't necessarily shrink the follicles?

Yeah. I want to also know, like what you would visually see, like, would you only see thin hairs or would you see thick hairs? Okay. That's a great question. You would see both.

And here's the reason. If it is DHT, which almost always after the age of 35, that is a risk factor. You if you pull your hair's from the top. So here's what happens.

This is the the danger zone with DHT. And same for men. Men lose their hair up top and on the sides a little bit, but nothing on the back, right? So when you're showering your hair, washing it, you pull the hairs out.

Some will come out from the back, some will come out from the top, some will come out from the sides, and only the hairs that are affected are going to be up top.

And so you want to make sure you get a good sample of hairs. Right? Because DHT only affects this zone here. So you want a good get a good sample affairs from this zone and then stick them next to the other hairs.

So most of your hairs are going to be thick because they're not affected by DHT, but the part are danger zones for that. And those hairs will be thinner.

Yes, typically. Okay. Then you said something about caffeine. So I'm not going to go off on a tangent about my whole caffeine journey right now. We don't have time for that.

Let's just say I'm a chai drinker these days. But when you say caffeine, I know, like someone's got to think like, oh, should I drink more caffeine? So is it internally or you're just talking about tactically?

Yes, topically. You don't want to drink more categories. People are over caffeinated and I don't believe you have to have more caffeine for this. So you apply topically in small concentrations that is shown in top in studies clinical studies to increase your antigen phase, which is the growth phase, and DHT wants to suppress the growth phase.

Caffeine counteracts the effects of DHT. There's also other topic or other topicals or ingredients like pixel, which is an ingredient that a company makes that we have in our serum that also suppresses or counteracts the effects of DHT.

So you want to have 2 or 3 of these, making sure DHT, it keeps DHT at bay and it's not going rampant on your hair follicles and shrinking them. Okay. And then I just have to the doctor in me has to give up public service announcement, because I see this way too many times where women are put on testosterone, and we know testosterone can raise DHT and they don't have their DHT checked.

And you guys know, on 24 hour wet urine hormone checking, but you can check DHT in the blood. That's where we check it. So if any doctor is putting you on testosterone, they must be following your DHT.

Now, if you inject your testosterone, it has less of a chance because of the mode of delivery of raising your DHT. But for someone for Raas who was put on testosterone, their DHT was in checked and their hair has fallen out significantly.

Is there still hope? Yes, absolutely. So if you start. Unfortunately, the DHT related hair loss is one of the only hair losses that causes permanent hair loss, meaning the hair might not grow back.

But it takes a while. It takes years for that hair follicle to completely shut down. And so if you aren't testosterone and you notice a lot of new shedding, that is one reason to one start with antidote supplementation and a topical right of way.

But also kind of think about getting your hair in a good condition before you restart, or you re-up your testosterone for the next cycle, and then maybe focus on estrogen, progesterone, and then like, just focus, wait until you get the hair back.

And then we can slowly introduce lower levels of testosterone if you want it. What should women and I want to get to the other the other causes. But you know me I always got a million questions.

And like, these are the questions my patients ask. These questions I think what is reasonable? Because I hear this a lot in my office. Like I've lost half my head of hair and my ponytail went from being like this to being like this.

And so for someone who's in that situation and they go on the fully vital program. Yeah. Just to set expectations. Are we talking about in three months change or three years?

Yeah, that's a great question. So I want to address that by one of my friends, Kristen. She got the virus that was going around a few years ago, the Covid virus.

And she lost half her head of hair in about a few weeks of time. Right. Because that's a rapid shedding. Now, that particular hair loss type happens because of acute stress physical or mental stress. Right.

So you can move to a different city or have a breakup or, you know, terrible things could happen, God forbid, to to somebody or you could have an injury or surgery, for example.

So that is an acute injury to the to the body where the body says, I am dying, something's wrong.

Other Causes of Hair Loss

I need to preserve all of my core organs fur. So it pulls all the resources away from the hair into the core organs. That will cause a lot of your hair's to go transition to the the resting phase, and then they have to fall out to grow

back again.

A lot of them may not grow back because there may be 2 or 3 hair loss reasons blocking the regrowth. Right. So we can talk about this in a minute. But when you have so much hair growth in a rapid, short amount of time, it's typically not DHT.

DHT happens at a slower pace. It shrinks and shrinks and shrinks. It could take 2 or 3 years for one hair follicle to completely shut down, right? It happens faster in man because the testosterone have just elevated and they can go bald in two years.

But for women it happens over many years. So the follicle is not dead and we can revive it as long as it's not dead. So if you've been losing your hair's for ten years or more and it's DHT related, then we have to kind of we don't know how much can come back.

We have to do a lot of things and you have to give it time. Also, I typically say that you can start to see a lot of baby hairs in about three months time, but if you've been losing hair for a long time, it may take 4 or 5 six months.

Even with a lot of things that you have to do daily. But the beauty is the hair follicle doesn't die for many, many years. So even if it's been five seven years, there is very good hope that you can have regrowth in many areas.

Well, that's good news. And the ponytail, seeing it come back that you know, because I that's like the thing I hear all the time. My ponytail is nothing now.

Yeah. So I would say okay. Yeah. So your hair grows about half an inch a month. And so if you think about how long it's going to take for a hair from the front to get to where you're holding it in the ponytail, that's a few inches, maybe the hair, the nape of your neck, which is, by the way, unaffected by hair loss.

But that can grow faster. But that's not much of a concern you're going to be concerned about in this area at the top. And so that's going to take a few months for you to notice in the ponytail.

But you'll notice as you run your hands on your hair, along your hair or in your hair, you'll notice that it just feels thicker, it feels fuller. And so you'll notice it with your hands first and the ponytail a few months later.

Okay, so let's talk about you know, we talked about hormones. What are other causes that the women listening like from a nutritional deficiency perspective.

Yeah yeah. Great question. So many causes of course as you said multifactorial. So hormones number one. Number two I described an acute stressor either physical or psychological.

So we talked about that. Then there is the chronic stress. That's just higher stress levels that we all have by now. Living in a modern country doing our jobs and checking emails at 9 p.m., that's what happens.

And, and so that, that chronic stress causes just continuous hair shedding. It is not going to thin your scalp or your hair's, so you're just going to see more hairs around the house, but it's not going to be too much.

It's just going to be constant. And so with that, you want to bring your stress levels down as much as possible. Use adaptogens that we've added adaptogens to, or formulas like Ashwagandha and Nene to make sure the stress levels keep at a normal level, right?

You don't want it high all the time. And of course, I really encourage meditation and talking to your natural doctor like Doctor Sills and making sure you've got a good plan.

So that's number two is you want to keep your stress levels low, because science is showing that stress just destroys all of your body's pathways over time.

So we want to be want to be careful of that. The third one is nutritional. So there's five big vitamins that are very, very important for hair. And if you're deficient in one or more of these, you are at risk for hair thinning and shedding. So what are these five.

That's vitamin D3, folate B12, zinc and iron. So you want to be in the middle or a little bit higher on all of these. You don't want to be on the low end of vitamin D3.

Like I think that's not a good strategy. And most, most smart doctors now understand that to be true. And so you want to be in the middle of the range or even a little bit higher is okay.

So those are things to get checked when you're doing your lab work or blood work. Next please go ahead and do that. So these are some. Well I would just like I would just like to shout out because Faraz used to have iron in his formula.

And this just shows what kind of company he's running. I messaged him and I said, hey, you know, we don't put iron in our formulas. Like if you look at our multivitamin, it's iron free because, you know, we all like to think, oh, if more, more is better, right?

But more is not always better. In iron can be a pro oxidant and not everyone needs it. And so like I think it's been a month and now he's like yep. Irons out of the formula.

We you know the formula now is iron free. And so I just you know that means a lot to me because it means you really care about the end user. You care about the medicine.

You really thinking it through and listening. And so I just want to shout that out that like, you know, he took it out. It doesn't mean you might not need iron, but you need to work with your doctor and have a full iron panel and look at your ferritin.

And then if you need it, add it back in separately. Yeah, I love that. And thank you for the feedback doctor Sharon. Well thank you. So glad to be partnering with a very smart doctrine like you who know your stuff inside out.

And so yes, we've taken iron out based on your recommendation and some others that that came up over the last year. And so the formula is now iron free.

We've also made some other changes which we can talk about. Yeah. To close the loop on that, I think the one other thing that a lot of folks don't think about with hair thinning and hair loss is circulation.

And as we age or circulation, especially the scalp, which is the highest point that the blood has to go up against gravity for most of the day, we're sitting upright or standing.

And so that is very, very important as well. And so we've got we really treat circulation as something that's very important as an important pathway. And so we've got ingredients that help promote healthy circulation to the scalp.

Healthy blood flow brings nutrients and oxygen which for scalp and hair need a lot. And then of course there's gut health and inflammation. So we've got probiotics and prebiotics and reform.

But I think everybody listening already knows the importance of gut health. And I think most women are smart and they're doing this the right way with with addressing the gut.

And so that's something that I encourage even outside of our formulas. But that's also something that we're seeing because some of the ingredients will not get absorbed and therefore cannot be get used to have good, healthy hair.

So those are some of the main. And the last one I'll just say is inflammation. That's also just like kind of stress. It builds up over time. And they say in a film maging is one of the main reasons people age is because their inflammation levels start going up.

But we've got curcumin in our formula that helps. That's very effective at balancing normal levels of inflammation. So we want to address that both topically in the serum but also in the supplement formula.

So I love that because you know I think of circulation and it's like your lymph and your fossa.

GLP-1s and Hair Shedding

And we're always working on that level with our patients here at Lasting Wellness Center, for sure. So you're talking about let's just go through like what is this program, is it a read we got to talk to like the red hat, the red hats.

Right. The red light for the hair. Do they work like everyone wants to know that I also. So I want you to go through your program so the women listening know exactly what it is.

Do they have to stand on their head for four hours, like what is it? And then I also I just was writing a note. I don't want to forget to ask. I think, like, I don't think we can have a conversation about a lot of things these days without asking about GLP ones, because they're rampantly being used and hair loss can be a side effect.

So if you can speak to GLP ones and then take us through your program, I think that was awesome. I love this question. So what's really happening in the field, which I'm a little dismayed by, is that people are free to use GLP once, and that's totally their prerogative.

And I support whatever you want to do with your body. But a lot of practitioners are saying, hey, let's put your GLP one. And by the way, let's put you in a hair loss drug because you're going to get a hair loss.

And now you're just like adding these things into your routine without considering that there may be natural ways for you to kind of heal your body from within.

And now it's expected that you're just going to use their pharmaceutical that accompanying pharmacy made. And so I like to be more natural. I think a lot of folks listening to this want to be more natural.

And so GLP wants will cause hair loss, just like if you change or if you lose a lot of weight. We've known this for a long time. If you lose a lot of weight or you change your diet drastically, then your body goes into a state of shock and it says, like.

Like I said, with the Covid, it's like, oh, something's wrong, I might die. And so it like bolts all the cool resources away from your hair towards your internal organs to try to save you.

And then it kind of sacrifices the hair, which is what leads to a lot of hair shedding. But as I alluded to earlier, Doctor Sharon is when there's for women, there's multiple root causes for heritage.

And so let's say you shed a lot of hair because your hair went in the resting phase due to the rapid weight loss. Now your hair should technically grow back, but because now you have a issue as well that's going to block a lot of hair from regrowing, that would have typically grown back, right?

So now we have to address all of these things. With that said, that's why our system is very, very comprehensive. And if you are on GLP one, consider preemptively starting with a system like this that can help protect you.

And if you're going to go into an I would consider preemptively starting with some of the stuff to reduce that risk for you before you start seeing handfuls and fistfuls of hair.

And the shower drain is clogged now with the the system itself. So we've got a supplement called enhance here that again targets six root causes of totally clean ingredients.

Middle of the ranges. We're not overdosing on anything that could be toxic. We're not under dosing anything. So we're very very balanced in this supplement.

So I highly recommend this as the internal topical supplement. We've got a topical serum because this is you want to take this. This is where the action is happening on the scalp.

So I use both of these every single day. And so you want to apply this on the scalp. Brush your hair for a couple of hundred times and then apply the apply the serum and then go to sleep.

And most women that are using our serum don't have any problems not washing for many days because it's very, very lightweight. There's no point in it.

Am I using wait, am I using the serum? Wrong. I usually just like when I get out of the shower. I like squirt it on my hair and then I just do this. Is that enough?

Yeah. You could. Now I use about two droppers every day. Okay, but I'm not brushing it. Should you be brushing it through? Yeah. So what I recommend is women, you want to be careful with the hair strand.

And you want to be a little bit firm on the scalp. The reason is you want to massage the scalp, get the blood flow circulation, get all the goodness of that.

But you don't want to pull on your hair, right? So for women that have straight hair or straight or straight ish or slightly curly, and if you're okay with, we have a brush that I don't have in front of me, but it's a white tooth.

It doesn't catch your hairs. It's bamboo. It's natural. So you just brush that through your scalp a couple of hundred times every day. Now, after the after the serum after or before.

That's fine. Either way. The reason is it's kind of like gets your scalp ready and primed and activated for the serum to do more work, right? If you don't want to run it through your entire hair, you could just push it down and just like, massage it, you know, just move the scalp with the with the bristles.

So it's it's not fooling on your hair if that's something. I've had some ladies with African American hair saying that I don't I can't run it through them.

They just like push it down and just kind of move the scalp with it. It gets you the massage going. And then we've got a derma roller that I highly recommend.

It's been shown in independent studies outside of anything else to grow hair by 15%, which is phenomenal in the growth world. And so I recommend using especially if you're working on your hair actively try to use the roller once a week.

Ours is one millimeter is not going to hurt. It's not going to bleed. It's quite good for you.

The Fully Vital Hair Regimen

It remodels your collagen and elastin and helps your hair grow. So that's the whole program. It's got four products used at the same time to help promote the best care possible for you.

So I noticed there's no red light hat. Yes. So can you speak to that real quick? Because I know that's big out there. You know, put the hat on. And does it work?

Is it worth doing? Yes. So I am generally supportive and we are considering adding a red light hat as well to our product line. The reason is because what red light does, it activates your mitochondria to make more energy, and that can help promote normal functions of the body, like making better skin and helping grow your hair.

My only challenge with using the hat as a front line treatment is it does not address any of the root causes of your. It's just kind of trying to overpower the root causes, which, you know, if you're not like, you know, Doctor Sharon, if you're not addressing root causes, what are you even doing?

Right? So you can add that as an adjunct after you've got some of the core fundamentals in place. But I would never recommend just using a red light cap or a helmet for thousands of dollars as the only thing you do if your hair is thinning.

That makes and it's like, no pun intended, right? Root cause for the roots of your hair. Like there's got you got to have some kind of some kind of tagline in there.

So okay. But that makes perfect sense. Like get the root cause and then you can that's like the cherry on top. So okay, that's good to know. And then the other thing before we wrap you didn't mention shampoo.

So is there a shampoo coming or do you have any. Because I mean that's just like is there shampoo tips? You have things we should avoid. Yes. Look for totally great.

Great question. Shampoo is coming soon. It's got a little bit delayed, but it should be coming soon. The. If you're looking for a shampoo from another brand, what I would say is the most effective shampoo in the hair loss world, so to speak, contains 2% ketoconazole.

Okay, that is a pharmaceutical ingredient. I don't love those. But if you must use a shampoo that has more data than others, I would use one with 2% ketoconazole.

You have to call your doctor to get a prescription if to watch your liver, right? I don't use that. I don't recommend it. What you could do instead. In the meantime, while others gets developed, you could use a shampoo with caffeine.

I think just a shampoo with caffeine is better than a shampoo without caffeine. And all the other ingredients that these shampoo marketers bring up of this and that, and rosemary and X and Y, they're not that effective because the shampoo sits in your scalp for about five minutes, 1 to 2 times a week.

That's it. So anybody making a claim that a shampoo would reverse hair loss or grow your hair, you should run the other way, ladies. Run the other way.

It's just the worst kind of marketing I've ever seen. But people do it. And so. So is there anything else coming? Like there's a shampoo coming. There's a red helmet light or a hat I just wanted.

Yes. Oh, I love your college and I. It's in here. Nice, nice. Thank you. This college, and I'm super proud of because it's made specially for hair. So not only does it have four different types of collagen sources like the Avon, the butter line, the chicken and the marine collagen.

But it also has six hair ingredients, including Anagennisi, which has been proven scientifically to reduce shedding in 28 days. So I would certainly add collagen in addition to the four things you're doing.

So I would add the supplement serum, derma roller, hairbrush, collagen. And then I would consider a red light cap. But you want to get the basics down.

Collagen is good for you after the age of 30 regardless because it's declining by 1% every year. And so really proud of this one. Make sure to check this out as well.

And if you get the three month bundle from us, not only do you get a 120 day money back guarantee, which I want to talk about, a lot of hair products in the industry will give you a 30 day guarantee.

So let's say it takes a few days to get to your house and you start using it. You're by day seven, you start using it. You have 23 days to know if it's going to work or not.

And that's impossible because the hair cycle takes about 90 days. That's the reason we have a four month money back guarantee. If it doesn't work, you can send it back to us.

We will refund your money. But I want to do this because my mother led me on this path, and I've seen the problems she's gone through and how much embarrassment and shame she had around her loss.

And so I really want to help. And so give us a try. If you are going to try us, get the 90 day bundles. You have everything for three months. That'll give you enough time to see results, and you're still within the 120 day guarantee window.

That's just speaks volumes that you have such a I don't know of anyone who does that like a four month money back guarantee. So our time is wrapping. But I'll give you guys a sneak invitation.

Or, you know, we always have an after party after the summit. And I go a lot because I have more questions. I have more things to say. You haven't said everything.

So I am going to be hosting a webinar with Faraz after the summit. So keep your eyes and ears open. It'll come, we'll email you and invite you, and we're going to go deeper. And we always end up on there for a long time and we'll answer your questions.

And he's also very generous.

Shampoo, Collagen, and Guarantee

If you go to fully vital forward slash and put in stills 15 on top of his money back guarantee, you'll also get 15% off, which thank you. We appreciate that.

So there's more to be said. But today was great I, I always learn something when I come and chat with you. And don't pour your coffee on your head. Yes, but shampoo with caffeine.

That's interesting. So thank you so much for being here. So fully vital is where they can go. Is there anywhere else you hang out or you know that you want to let the listeners know about?

Com is the main site where we focus on and again use the code stills 15 to get 15% off your order. We're you know, we love working with Doctor Sharon and everybody that comes to the webinars or these events really have some great questions.

So I can't wait to answer more of those when we do the webinar together. Good. Won't be long either. So all right. Well thank you. I mean and thank you for what you do because one, I think we started to learn today that hair loss has physical issues beneath it, whether it be stress or inflammation or deficiency in a vitamin or hormonal imbalances.

And all of these things are super important, and we can see visibly that we're losing our hair. We can't always see visibly that our liver is inflamed or our kidneys are struggling.

So, you know, I always say symptoms are the body's sacred messengers. It's a way of saying, hey, hello. Pay attention. Something's going on here. I need some, I need some love.

And so. And then, you know, it's okay to love your hair. I'm very attached to my hair. There's not a lot of things I'm attached to, but I am attached to my hair.

And it's okay to want to feel good when you look in the mirror and like what you see. So, like, don't let anyone try and tell you hair is not important.

You're just being superficial. No, it's okay. Right? We can love ourselves inside, outside, all the sides and we deserve to have healthy hair. So his program is great.

I have so many patients who use it. I use the serum. I think I need to up my game with the I take the pills, but I

need to up my game with the brushing because I never brushed my hair.

Because it's just like curly. And I get out of the shower and I just put the serum in and I go, like this, and I'm running out the door. So, you know, always, always can up your game, ladies, so can I.

So thank you again. We'll see you at the after party. Keep your eyes open for that invitation. And keep your eyes, ears and hard open for more interviews coming your way.

Thank you, thank you, thank you for being here. I know everyone's time is time is our most valuable asset, and I don't take it lightly that you're choosing to spend it with us.

So I'm sending you lots of love and hugs, and we will see you soon.