

# HOW DOES **EPILFREE** WORK?

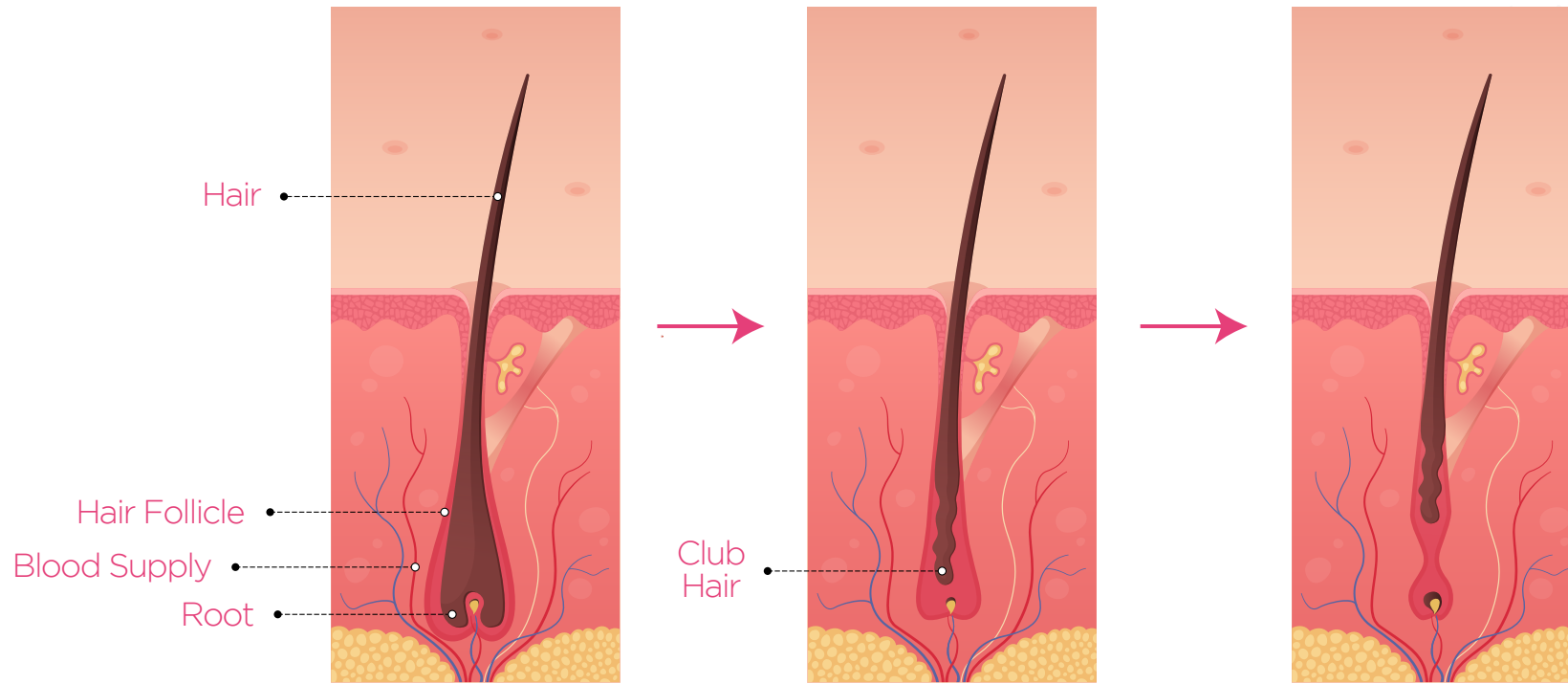
Epilfree works in the hair follicle that is in the Anagen Phase, when the hair is actively growing (see diagram on next page) and still attached to the Dermal Papilla. Epilfree does not work when the hair is in the Catagen, Telogen or Early Anagen Phases. The hair has detached from the Dermal Papilla during the Catagen and Telogen Phase, which are also referred to as the 'Resting Phase' in the hair growth cycle.

In the Anagen Phase we have a live hair follicle. It's got oxygen, it's got blood and it's alive. This live cell is the only one that Epilfree can kill. Once that hair is removed and Epilfree treatment is done following the protocols, that follicle will never grow another hair. Every human being has 5 million hair follicles on their body. It doesn't matter what your race or your size is, we all have 5 million hair follicles. Most of these hair follicles are in the Catagen and/or Telogen Phase, which means they are resting most of the time. If they were growing, we would all look like our dog or cat. There are areas of the body with terminal hair, like a mans' beards, underarms and intimate areas, that have more hair growing most of the time, but still most are in the 'Resting Phase'. The amount of hair that's on the human body is huge. So we are waiting on the cycles of hair to reduce as much as humanly possible based on the way one's hair goes through the stages. No two people have the same hair cycles and no two areas on the body have the same hair cycle.

During the first Epilfree treatment, the Epilfree formulation, which is made up of natural herbs as well as other natural ingredients will stop the duplication of cells 100% at the base of the live Anagen hair follicle. When a client comes in for their next treatment, the hair that you see is hair that hasn't been treated yet. That's your opportunity to get rid of another batch of unwanted hair. The least amount of treatments will be needed when the client comes in every 4-6 weeks, that is when the most Anagen hair growth is present. When treated every 4-6 weeks, your client can expect to be finished after 12 treatments but some people do need more... If the client prefers to have treatments every 2-3 weeks (which a lot of people opt to do), just let them know it will take more treatments.

Once the hair has been removed from the root, the Activator Part A needs to be applied within 60 seconds. The Activator opens up the hair follicle 4 times it's original size and begins to stop the duplication of cells to prepare it for the deep penetration of the Toner Part B. This process takes 5 minutes (minimum) for the Activator Part A to open up the follicle. If you are working on a large area, the Activator Part A will hold the follicle open for 25 minutes, which gives you time to complete the area before applying the Toner Part B. Make sure you give the last section 5 minutes to process before applying Toner Part B. The treated area must be left alone for six hours after the treatment. At which time the treated hair follicles will never work again.

# THE HAIR GROWTH CYCLE



## ANAGEN PHASE

### GROWTH STAGE

Nourishment of hair follicle via blood supply enables hair growth.

## CATAGEN PHASE

### TRANSITION STAGE

Hair follicle detaches from nourishing blood supply.

## TELOGEN PHASE

### RESTING STAGE

Without nourishment, the hair dies and falls out.