



# HairMites.com



NO HAIR MITES, NO HAIR LOSS!



## AGENDA FOR HAIR MITES TREATMENT

1. Basic hair structure knowledge
2. Basic healthy hair scalp knowledge
3. What are hair mites?
4. Demodex hair mites check-up
5. How do hair mites damage the hair?
6. Demodex hair mites life cycle
7. How to eliminate hair mites?
8. Ungex product strength
9. Ungex treatment steps
10. Ungex treatment & packages
11. Ungex philosophy
12. General information
13. Role play, study, and etc.





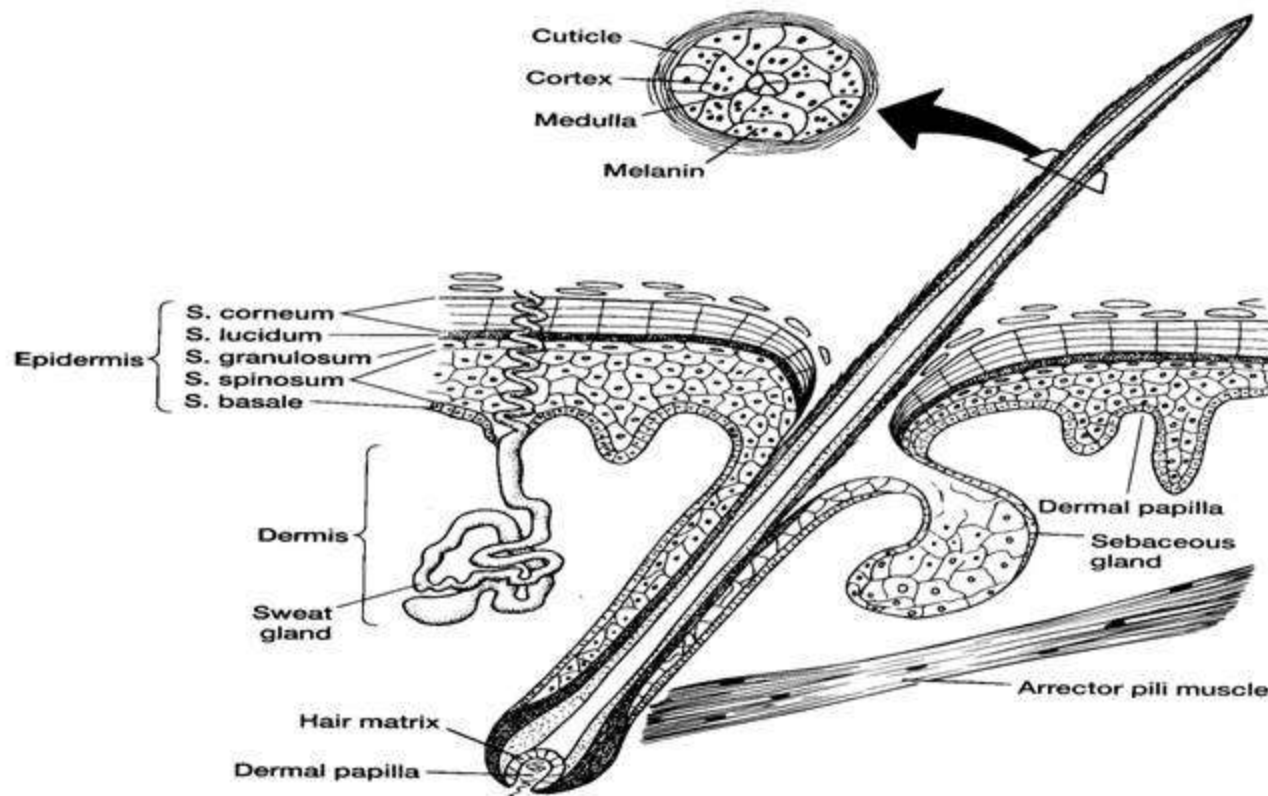
# Hair & Scalp Structure

1.1. Hair Structure - Cuticle, Cortex and Medulla

1.2. Scalp Structure- Follicles, Sebaceous Gland, Blood, Vessels and Dermal Papilla



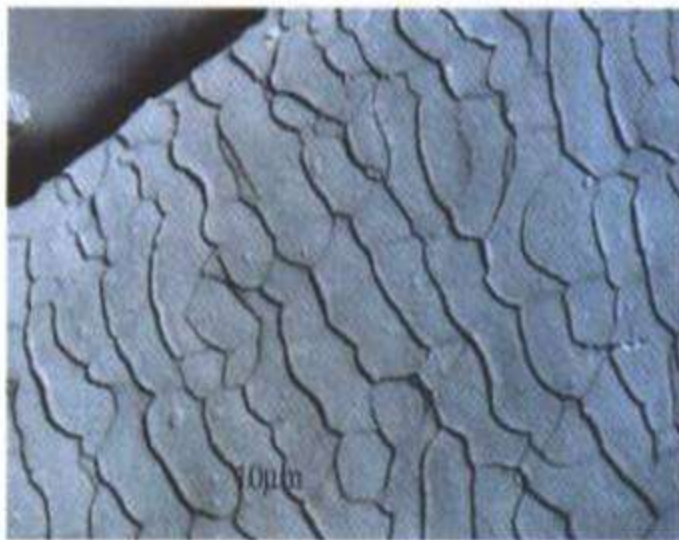
# Hair Structure (1)







# Cuticle





# Cuticle, Cortex & Medulla

➤ The hair is composed of a protein called keratin. The hair itself is arranged in three layers.

- **Inner Layer** (medulla)

- ✓ is a central zone of cells present only in large thick hair.

- **Middle layer** (cortex)

- ✓ is the main structure of the hair shaft, cortex determines the colour and hair texture of the hair affected by chemicals(bleach, perm, coloring)

- **Outer layer** (cuticle)

- ✓ tiny overlapping scales to protect cortex



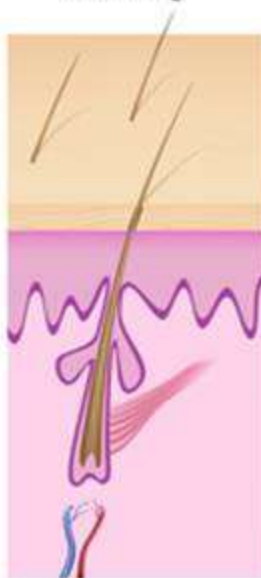
## HAIR SCALP STRUCTURE

### Hair Loss

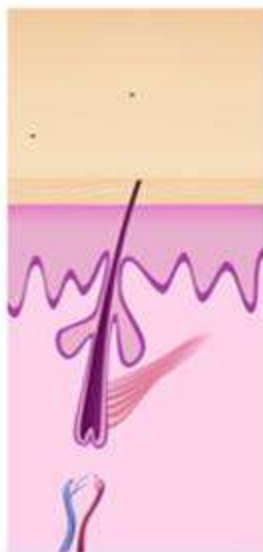
Normal hair follicle



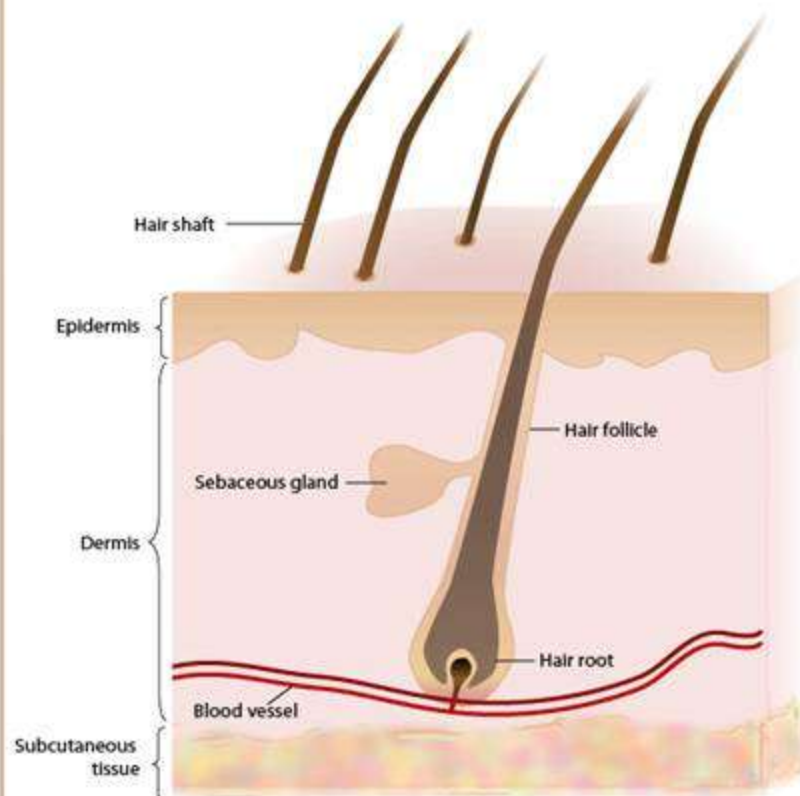
Follicle shrinking causing hair thinning



Small follicle unable to grow new hair

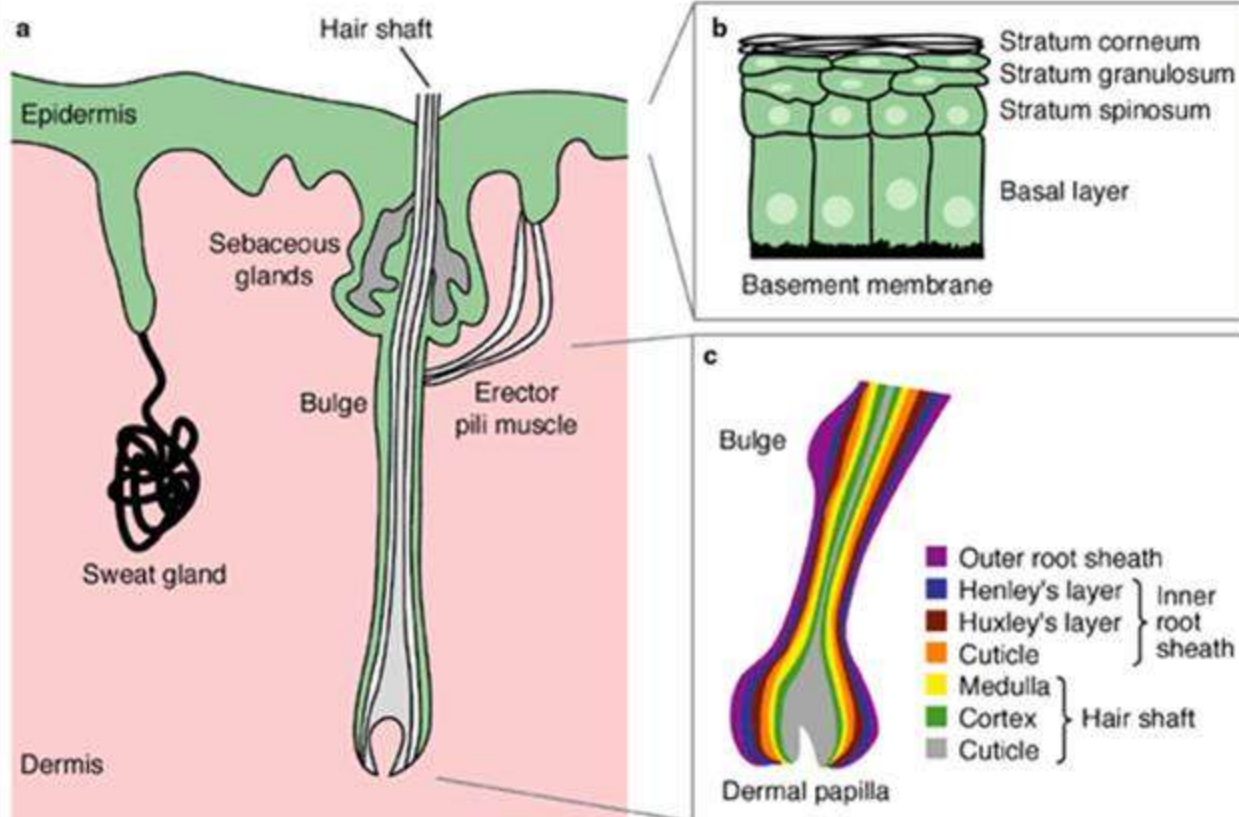
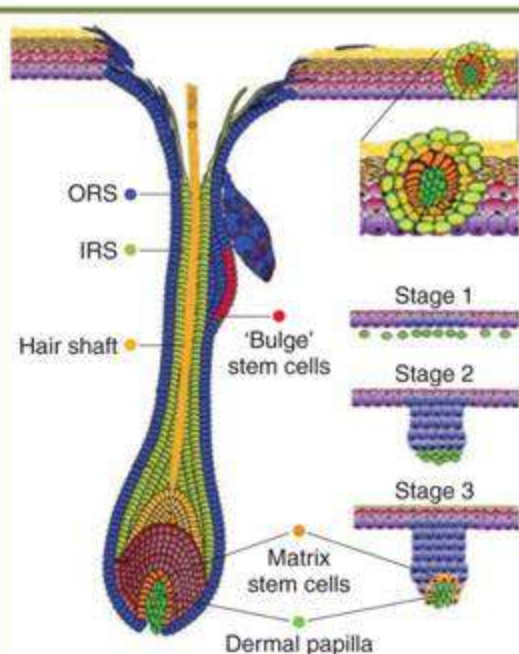


Picture of a cross-section of a normal scalp





## HAIR SCALP STRUCTURE



Structure of the mammalian skin and hair follicle





## Follicles, Sebaceous Gland, Blood Vessels & Dermal Papilla

### ▪Follicle

✓located beneath the skin surface, whereby it holds the roots of hair. In one follicle, on average, there are 2-3 strands hair and is the point from which the hair grows.

### ▪Sebaceous Gland

✓Normally produces oil to moisturize the scalp. However, if the sebaceous gland is over-active, it will over produce too much of oil. This continuous process in long term will cause clogged follicles.

### ▪Blood Vessels

✓bring along the blood and nutrition to the hair roots to ensure good blood circulation, healthy and strong hair.

### ▪Dermal Papilla

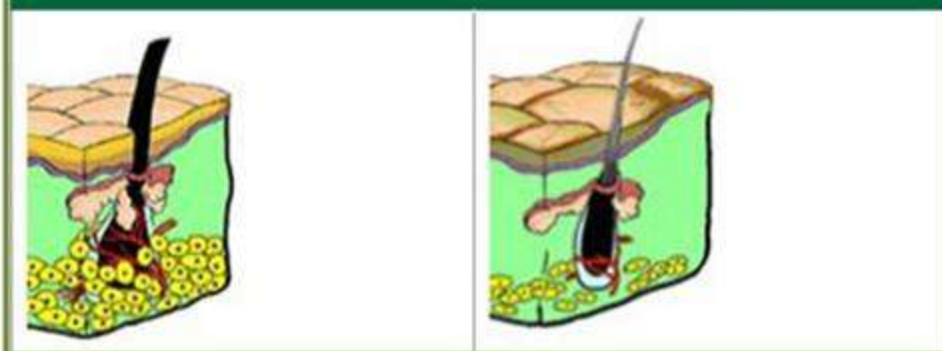
✓ The dermal papilla is situated at the base of the hair follicle. The dermal papilla Contain nerves and blood vessels which supply glucose for energy and amino acids to make keratin.



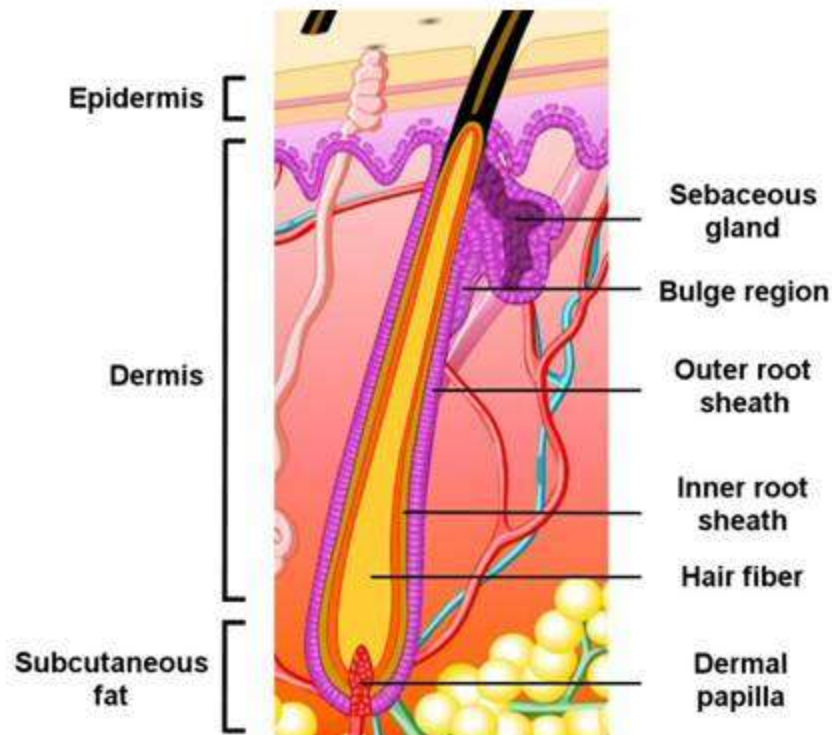
## HEALTHY HAIR SCALP

Normal Hair

Thinning Hair

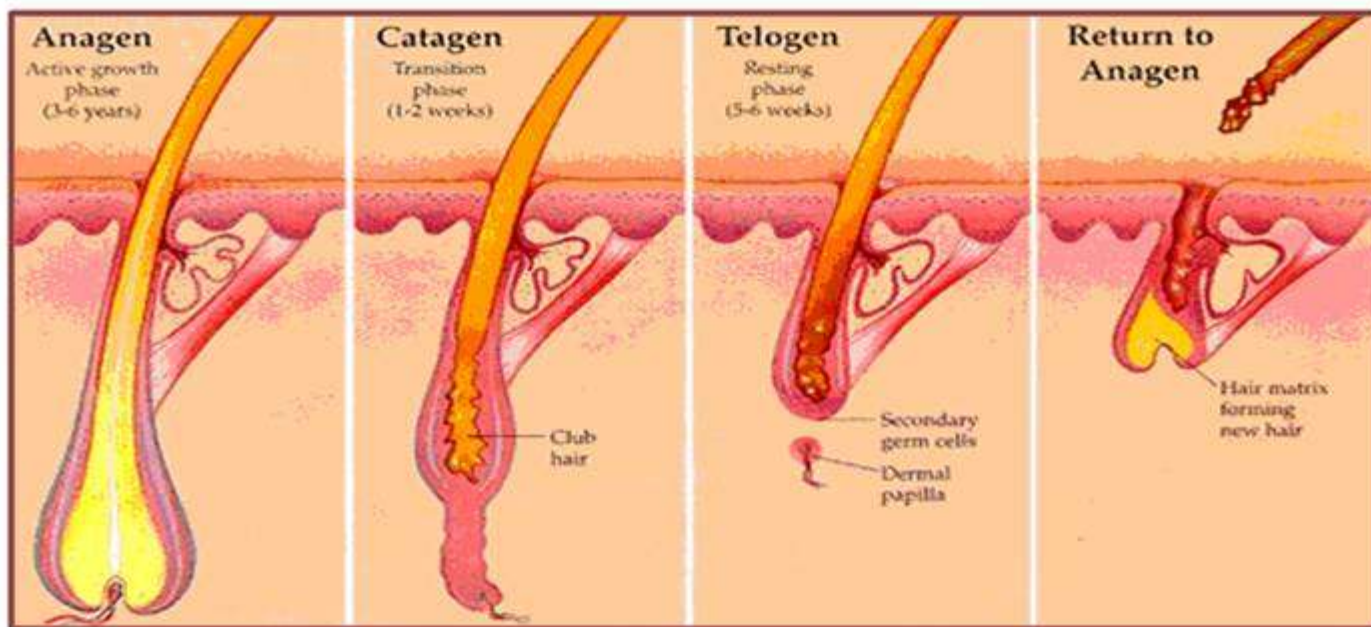


1. *Thicker Scalp*
2. *Bigger Follicle*
3. *Bigger Hair Bulb*
4. *More Blood Vessels*





There will only be about 26 times of chances for a hair and follicle to go through the hair growth cycle (from re-growth of baby hair, grow and last drop out naturally)





## TYPE OF HAIR LOSS

Type / Stage	Normal	Beginning Stage	Second Stage	Final Stage
Type A				
Type O				
Type M				
Type O+M				

## Alopecia Areata







# Demodex mites (1)

**Demodex Brevis** (oil gland)

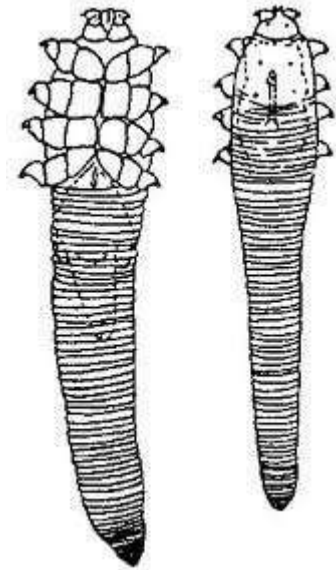
male:0.165mm , female:0.208mm

**Demodex Folliculorum** (hair follicles)

male:0.219mm, female:0.294mm

They live in oil gland and hair follicles.

Lifespan: A few weeks to three months



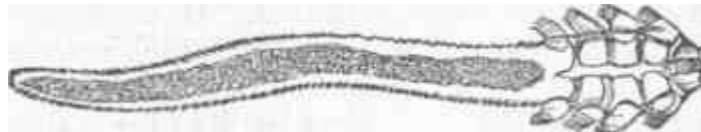


# Demodex mites (2)

Demodex is a genus of tiny parasitic mites that live in or near hair follicles of mammals.

About 65 species of Demodex mites are known.

Two species living on humans have been identified: *Demodex folliculorum* and *Demodex brevis*, both frequently referred to as hair mites.



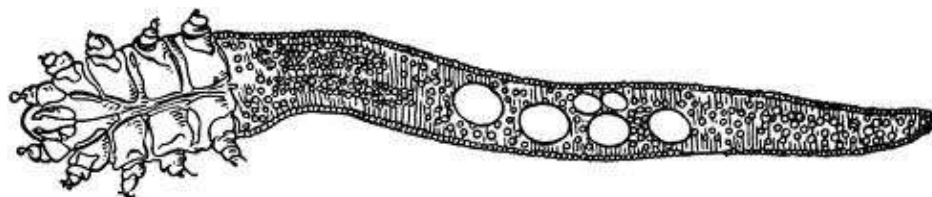


# Demodex mites (3)

*D. folliculorum* was first described in 1842 by Simon; *D. brevis* was identified as separate in 1963 by Akbulatova.

*D. folliculorum* is found in hair follicles, while *D. brevis* lives in sebaceous glands connected to hair follicles.

Both species are primarily found in the face, near the nose, the eyelashes and eyebrows, but also occur elsewhere on the body.





# Demodex mites (4)

They have a semi-transparent elongated body that consists of two fused segments. Eight short segmented legs are attached to the first body segment.

The body is covered with scales for anchoring itself in the hair follicle, and the mite has pin-like mouth-parts for eating skin cells, hormones and oils (sebum) which accumulate in the hair follicles.

The mites can leave the hair follicles and slowly walk around on the skin, at a speed of between 8 and 16 cm an hour-especially at night as they try to avoid light.

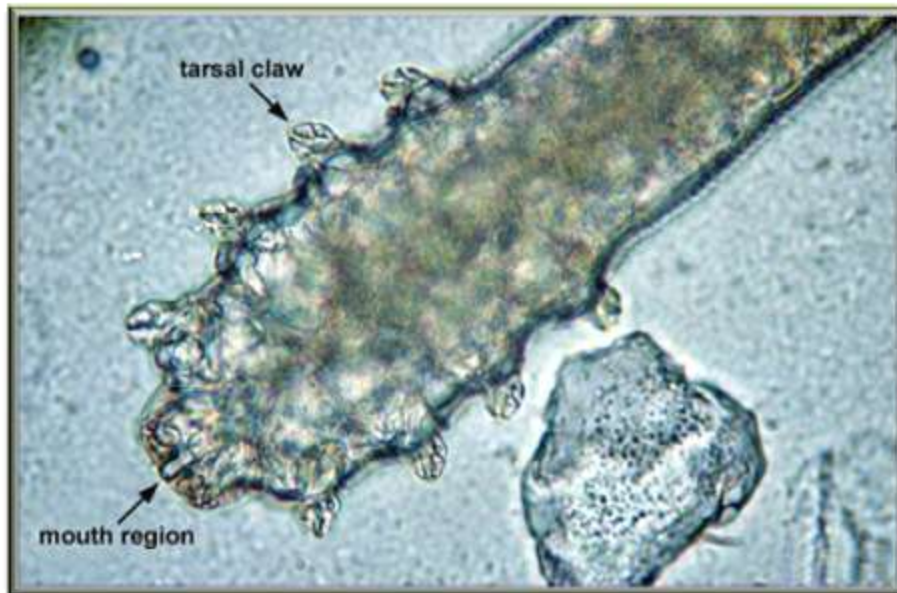






# Demodex mites (5)

*Demodex folliculorum*

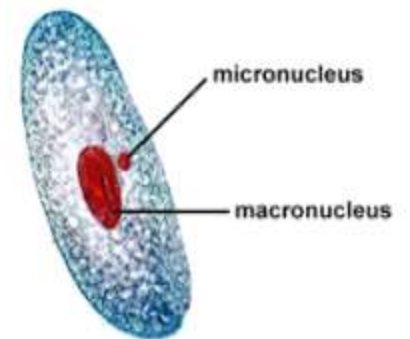


*Demodex brevis*



*Demodex brevis*

An 8-legged relative of spiders & ticks (Phylum Arthropoda).



*Paramecium bursaria*

A unicellular, binucleate, ciliated protozoan (Phylum Ciliophora).

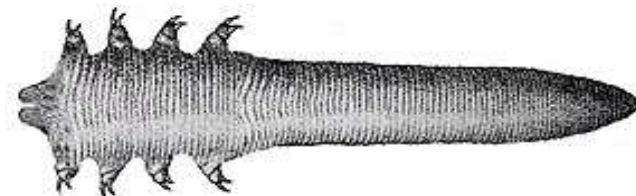


# Demodex mites (6)

Mating takes place in the follicle opening, and eggs are laid inside the hair follicles or sebaceous glands.

The six-legged larvae hatch after 3–4 days, and it takes about seven days for the larvae to develop into adults.

The total lifespan of a Demodex Mite is several weeks to three months. The dead mites decompose inside the hair follicles or sebaceous glands.

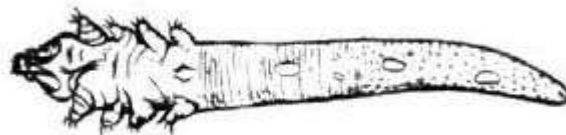




# Demodex mites (7)

Older people are much more likely to carry the mites; it is estimated that about 1/3 of children and young adults, 1/2 of adults, and 2/3 of elderly people carry the mites.

The Mites are transferred between hosts through upholstery items, contact of hair, eyebrows and of the sebaceous glands on the nose and etc.

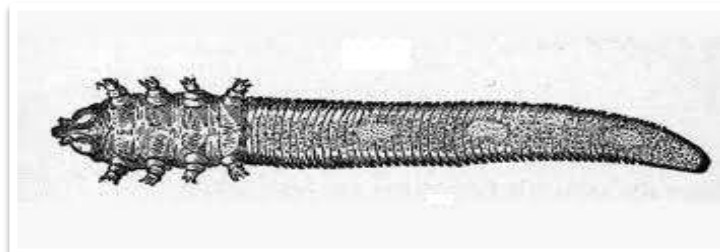




# Demodex mites (8)

In certain cases, usually related to a suppressed immune system, caused by stress or illness, mite populations can dramatically increase, resulting in hair loss as well as a condition known Demodex mite bite, characterised by itching, inflammation and other skin disorders.

It usually starts at middle age when the immune system is weakened and their population has increased.

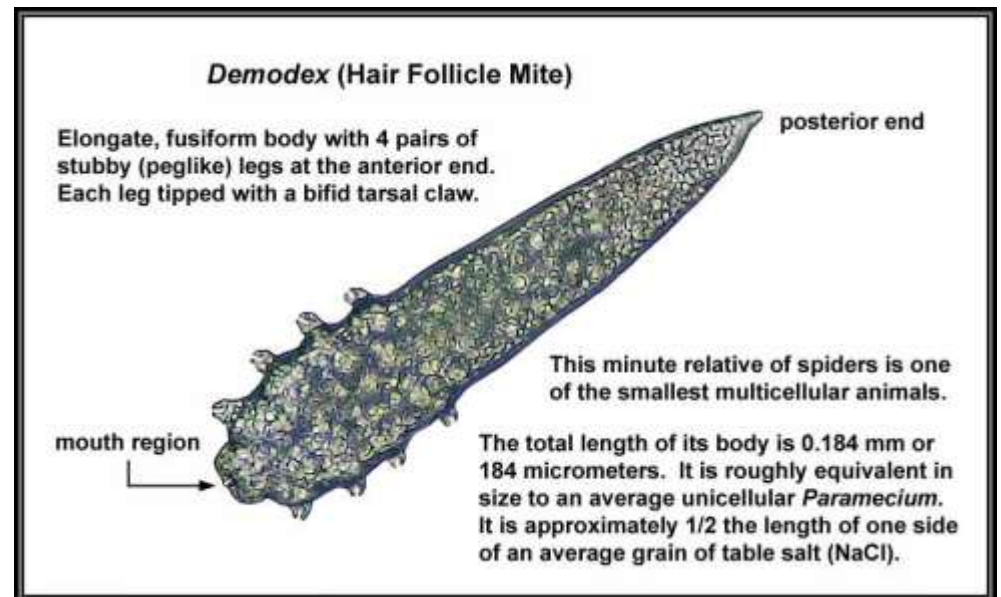
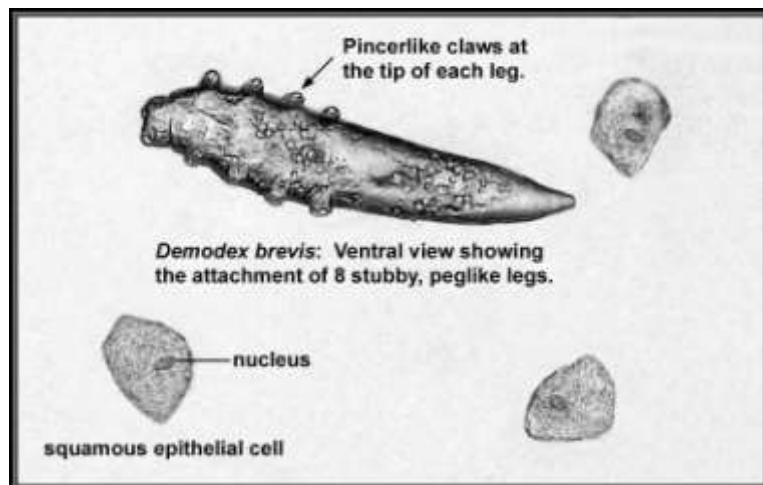






# Demodex mites (9)

One of the most obvious signs of the condition is a itching, crawling sensation on the scalp, but most of the time, there is no itching at all, and people are not aware they are infested with Demodex mites.

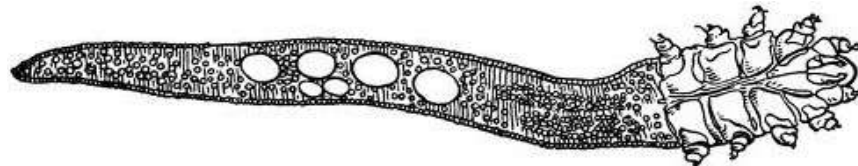




# Demodex mites (10)

Tickling sensation on the scalp and face. This occurs most frequently on the lower nose, forehead and cheeks, especially in the evening and night.

This is the highest period of activity, usually when they mate. Many people are not aware of this tickle, because it starts gradually and it becomes an automatic reaction to scratch without noticing. You may have observed someone repeatedly scratching his face without realizing it.





## WHAT ARE DEMODEX ? HAIR MITES

They are parasites that live in or near hair follicles and have recently been identified as a leading contributor to hair loss.

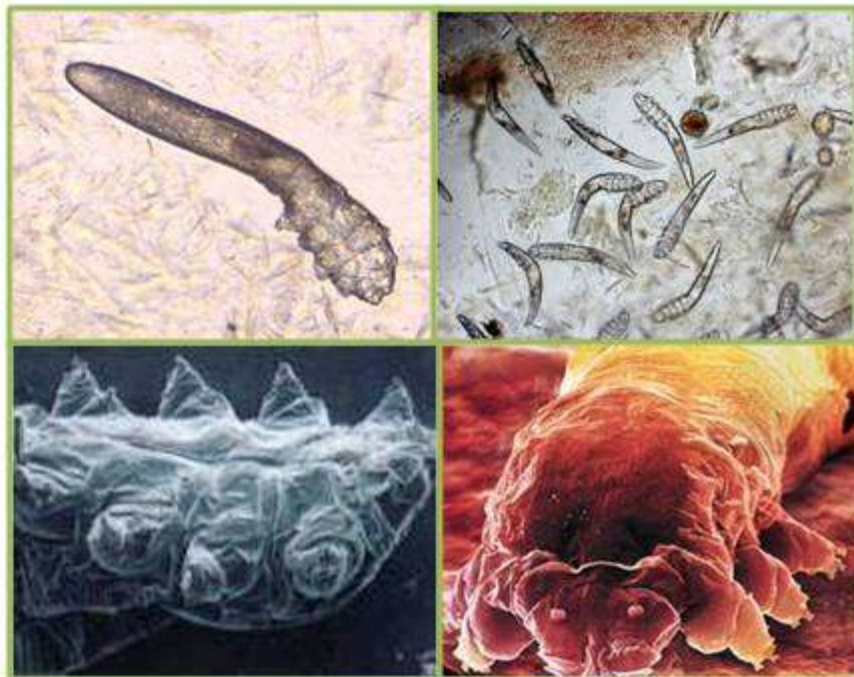
Until now, no one noticed the relevance of hair mites present on the hair follicles of humans who are losing hair!

Two species living on humans have been identified: "Demodex folliculorum" and "Demodex brevis", both frequently referred to as hair mite.

Demodex  
folliculorum



Demodex  
brevis







## HOW DO HAIR MITES ? DAMAGE THE HAIR

As hair mites feed off of sebum, the hair follicle can become progressively undernourished causing the hair to eventually fall out.

If they go untreated, their population can dramatically increase, resulting in hair thinning and hair loss.







## Mites' home

[ Demodex Mite size ]  
0.1 - 0.3 mm

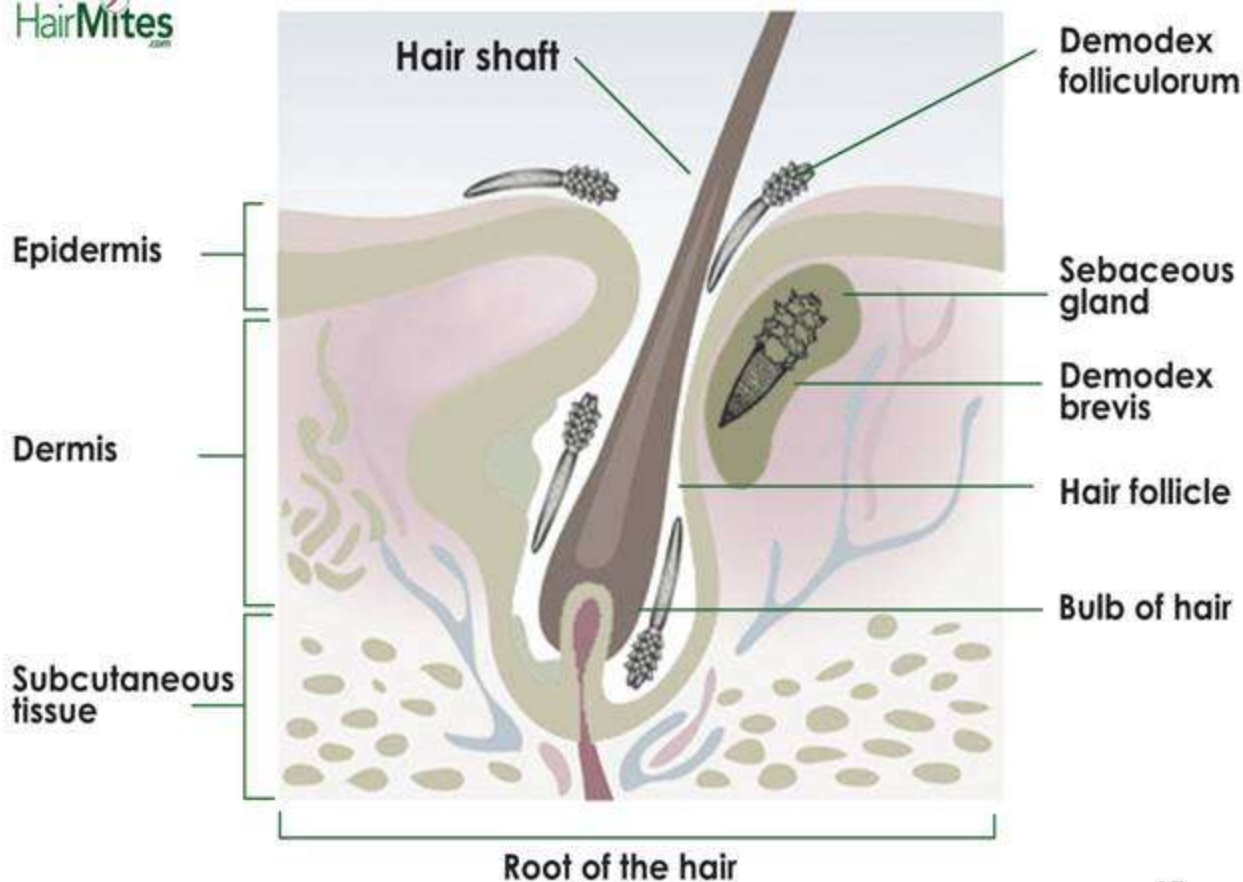


Demodex Folliculorum  
(in hair follicles)



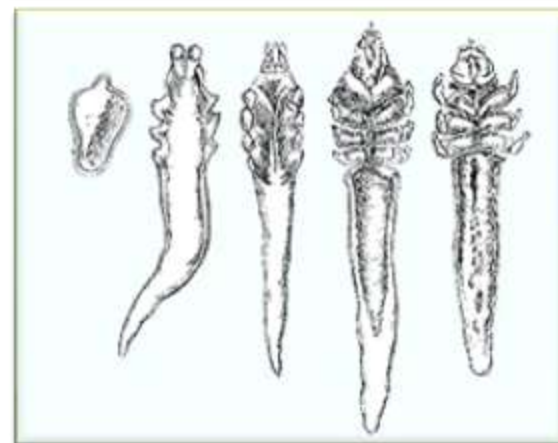
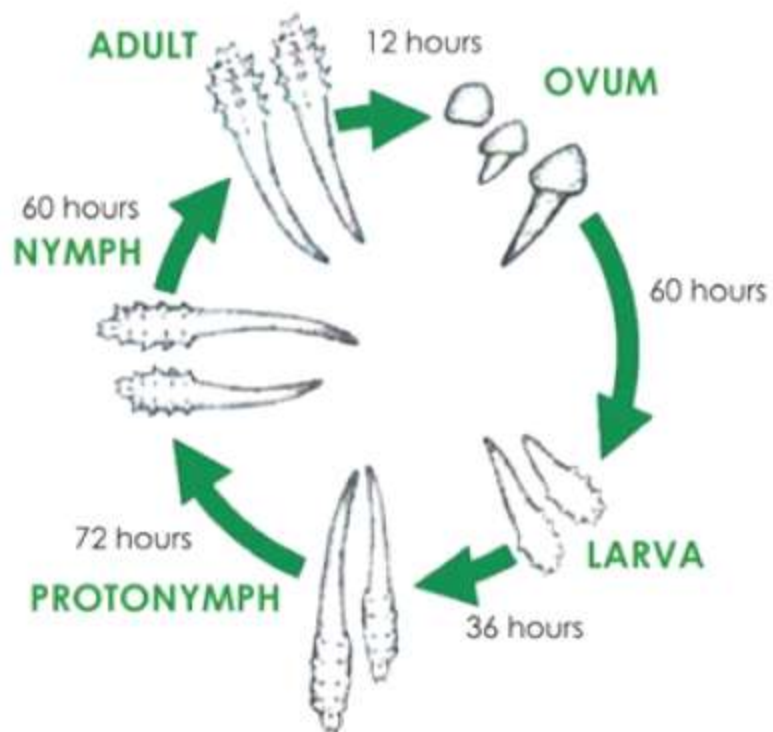
Demodex Brevis  
(in sebaceous glands)

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## DEMODEX HAIR MITES LIFE CYCLE





# BREAKING NEWS!

## DO YOU KNOW THAT...?

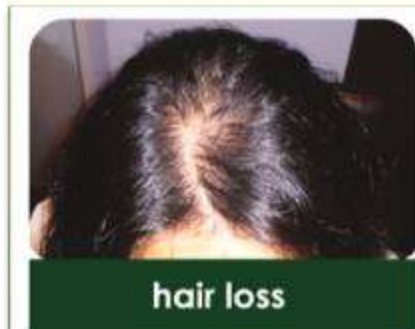
- 1 Most people with thin-looking hair harbour hair mites, resulting hair loss?
- 2 Most hair treatments would be useless, unless eliminating hair mites in advance?
- 3 People are feeding hair mites with cosmetic products?
- 4 People can do free hair mites test in a few minutes to observe if they have mites?







## HOW TO ELIMINATE HAIR MITES?



P/S.

如果顾客的头皮比较干的话，建议先去STEAM再去检验HAIR MITES!



### **UNGEX Pro Demodex Therapy:**

- Professional "herbal solution" + "ozone therapy"
- Demodex hair mites technology

### **Breakdown of products to be used:**

- Invigorating Shampoo (IS)
- Purifying Shampoo (PS)
- Revitalizing Hair Serum (RHS)
- Treatment Hair Tonic (THT)
- Pro-D'modex Treatment (PDT)
- High frequency comb (HFI)
- Digital Microscope (DHS)
- Refining Conditioner (RC) [optional]
- Nutrifying Moisturizer (NM) [optional]







## **The Method of Ungex Pro Demodex Mites Treatment:**

1. First identify if you have Demodex mites then classify the nature of your scalp surface whether it is oily, dry, itchy ... or normal.
2. Apply "IS" and "PS" shampoos on hairs and gently massage your scalp with finger tips around the hair line in rotating motion for 1 minute if you have normal scalp or for 2 minutes if you possess an oily scalp surface.
3. Rinse off shampoos thoroughly for a few minutes with cool water.
4. You can apply "RC" on edges of the hair after washing, then rinse off thoroughly, this procedure is optional for long haired individuals. For short haired individuals – can apply "NM" at the all ends of the hairs.
5. Use "RHS" DAY and "THT" NIGHT on your scalp and massage smoothly for full absorption.
6. Scrub "HFI" comb slowly at your scalp to eliminate Demodex mites and stimulate the blood circulation for new-grow hairs.
7. Squirt the "PDT" on daily used items which nearly touched your scalp or hairs on daily basis to eliminate the mites, e.g. your comb, towels, caps, pillow, bed linens and etc.
8. Use "DHS" to evaluate the improvement aspects in your scalp throughout or after the treatment monthly. It is recommended to use digital hair scanner once a month.



### **SAFETY INFORMATION**

1. Do not apply "RC" or "NM" on your scalp because it works with the hair but not scalp.
2. Do not share your personal items with others such as towels, combs, hair brushes and pillow cases.
3. Shake all products prior to using.
4. Don't let the "HFI" comb stay in one spot more than 10 seconds.



## WHAT ARE THE BENEFITS OF ? HAIR MITES CHECK-UP

"Prevention is better than cure!"

A hair mites check-up is a precondition for hair care that should be conducted to avoid hair loss and hair thinning.

UNGEX presents revolutionary products (Herbal Solution + Ozone Therapy) with the unique "Ungex Hair Mites Treatment Technology" as an essential solution for hair problems to eliminate parasites and kill germs and continue with a maintenance treatment to stop hair mites from growing.





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Ungex for Family

Ungex for all hair types



Help those who suffer from hair loss by introducing "Ungex Hair Mites Therapy".

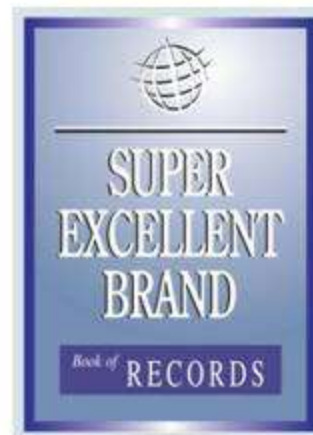
**"No hair mites, no hair loss!"**





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## Certificates







## SALES FLOW

Note:

1. Ask the customer to fill-up the personal details in the consultation card.
2. Do the hair mites check-up & microscope analysis.
3. Do the brief consultation; If the customers have mites, then offer them to do the Ungex Pro-Demodex Therapy; If they don't have mites, then advise them to do the Ungex prevention hair mites therapy.
4. After treatment done, they can purchase Premier-kit or Introductory kit to use at home every night before sleep!





## Direction

1. Apply UNGEX Shampoos every night (IS) & (PS) in an alternate night schedule. Gently massage scalp with fingertips in a rotating motion and rinse thoroughly after 1 to 2 min. (1 min. for normal scalp and 2 min. for oily scalp)



2. Spray UNGEX Hair Tonics (THT) Night and (RHS) Day onto the dry clean scalp, especially the hair loss areas. Massage the scalp to facilitate full absorption of hair tonics.



3. Use the high frequency comb tube to produce ozone for sterilization and elimination of Demodex Mites. Also, it improves secretion and the pH value, stimulating the scalp to accelerate blood circulation and cell metabolism.  
**Do not place on one spot over 10 seconds.**



4. Spray UNGEX (PDT) directly on upholstery items such as combs, towels, pillows, etc, to eliminate Demodex Hair Mites and prevent bacterial infection.

**Shake well before use  
(all above products)**



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 **HAIR MITES  
HAIR LOSS**





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