

# The Hair Loss Headline

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**In this issue - an update with Tuck Luskay, President Of Dermatex in San Diego.**

**HH** – Tuck, you were recently featured on a local morning show. I understand this was a guest appearance. What was talked about?

**TL** – Hair loss choices for men and women and the station was KUSI.

**HH** – Can you elaborate?

**TL** – Yes, we talked about everything from transplantation, Rogaine, Minox, the low-level laser into Virtual Reality and Virtuess.

**HH** – Sounds like quite a segment.

**TL** – It was.

**HH** – Did it cover both male and female?

**TL** – Yes it did

**HH** – And, you had a client featured on the show as well.

**TL** – That's correct – Ken. He talked about Virtual Reality and we did before and an after on him. It was quite amazing.

**HH** – Tell us about the low-level laser?

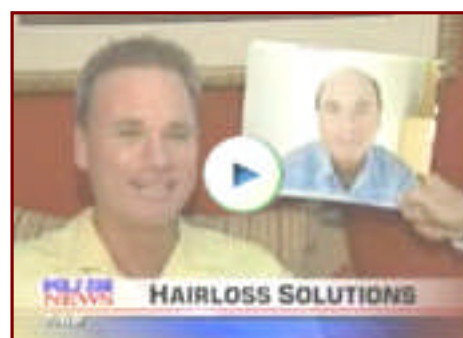
**TL** – This technology tends to energize the hair follicles and the result is healthy hair.

**HH** - Does it work for thinning hair?

**TL** – It does, but not everyone is a candidate.

**HH** – And it's a hair loss choice for men and women?

**TL** – That's right. We do an evaluation of someone's hair loss and take it from there.



**HH** – So who would be a good candidate for the low-level laser?

**TL** – Someone who is just beginning to lose their hair.



**HH** – And you offer this exciting technology at Dermatex?

**TL** – Oh yes.

**HH** – Now, let's talk about **Virtual Reality** and for women – Virtuess.

**TL** – It's a terrific technology that uses a fine membrane where hair is injected into this one-of-a-kind base. This is (then) attached to someone's thinning area.

**HH** – What makes it different than the older, so-called non-surgical systems?

**TL** – It's all in the details. Virtual Reality looks great... period. In many cases, it's better than a transplant and undetectable.

**HH** – How long has Dermatex featured Virtual Reality?

**TL** – About seven years and it's only gotten better.

**HH** – As good as it was – it's now even better?

**TL** – That's correct.

**HH** – We're going to elaborate more on Virtual Reality and the laser in another edition of the Hair Loss Headline. Readers here can go to your website to look at your morning show appearance. Tuck, what's your website address?

**TL** – Yes, it's [www.dermatexhair.com](http://www.dermatexhair.com)

**HH** – Thanks for sharing.

### **An Interview with Virtual Reality Client Jeffrey Stuber**

**HH** – Jeffrey – How did this begin for you?

**JS** – I started doing something about my hairloss in 1986 – when I was a rock musician. In New Orleans. I wanted to pursue my music career and my hair was thinning. Hair was very important back then.

**HH** – What was your age?

**JS** – Twenty-six.

**HH** – So many musicians wore their hair thick and long.

**JS** – That's right. A few years later, I came out West to get into a signed band. I found out about Dermatex. They put me on a good, decent non-surgical solution and on I went. And, this is before Tuck owned the business.

**HH** – Interesting – You were with Dermatex before Tuck?

**JS** – Yes. The fellow who ran the company ran it OK, but when Tuck came on board, the client service went up exponentially. He really cares.

**HH** – A lot of owners should take notice here.

**JS** – It really is about being willing and the attitude



to accommodate clients. I can't say enough about Tuck. I've been to a few places and that's hard to find.

**HH** – So here you are with Dermatex and some time has gone by, then Virtual Reality is introduced. How long ago was that?

**JS** – Eight or nine years ago.

**HH** – You have been with VR since the beginning.

**JS** – Yes, it seems that way.

**HH** – What's the difference between older non-surgical and the VR?

**JS** – It's like wearing an off-the-rack store suit as opposed to a custom, Italian suit – tailored to my size. Exactly the same as it's supposed to look and feel.

**HH** – You've made the point very clear.

**JS** – I can't recommend VR more highly. It's for anyone with a thinning hair problem. I've actually shaved my head to see if it was for me. It's not. I prefer hair.

**HH** – What are you doing as far as playing in a band?

**JS** – I'm a session musician and run up to Los Angeles. I've actually gotten into another business and it's doing just fine.

**HH** – Jeffrey, thanks for your time today.

**In Our Next Issue, We'll Speak To A Low-Level Laser Client About Keeping The Hair They Have.**



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