

NATURAL HAIR TRANSPLANTATION

The **NEW** Educational Guide



PAI MEDICAL GROUP®

Trust. Care. Confidence.

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Trust. Care.

PAI Medical Group provides you with the most natural



Confidence.

hair transplants to change your look and your life.



Introduction

For centuries, men have lamented their hair loss. There has long been a negative attitude in society about baldness, and treatments over the years have taken many forms. Animal parts and vegetable materials, including roots, oils, and flowers have been used as possible cures, and wigs thousands of years old have been found by archaeologists.

Psychological trauma and low self-esteem are often experienced by men and women as a result of hair loss. Baldness is a condition that cannot be controlled and few agree that “bald is beautiful.” Most people want educated facts about the causes of hair loss and what viable solutions are available in the marketplace. Unfortunately, there are unethical opportunists who promote ineffective hair growth products and surgical procedures in an effort to take advantage of vulnerable individuals.

With over 30 years of experience in the treatment of hair loss, Pierre Amelotte, President and Founder of **PAI Medical Group** is pleased to present to you **NATURAL HAIR TRANSPLANTATION – The NEW Educational Guide**. In the United States alone, hair loss affects nearly 60 million men and 40 million women. Today, a completely natural, permanent head of growing hair is becoming commonplace due to the advances in science, technology and medicine. With a natural hair transplant, a patient can enjoy his or her **‘Hair For Life!’**

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A Message From Pierre Amelotte



PAI Medical Group is one of the largest and most innovative hair transplant management companies in North America.

Through an expanding network of clinics, **PAI** offers men and women

aesthetically pleasing hair transplant procedures and confidential counseling for hair loss problems.

PAI's dedicated people deliver an unparalleled level of compassionate patient care that places, above all, an unwavering focus on the individual concerns, comfort, confidentiality and enduring happiness of the patient.

PAI Medical Group will earn your **trust** and give you the best hair restoration experience possible. Inherent in every single procedure is the trust earned from tens of thousands of patients who had their hair transplant sessions across North America with **PAI Medical Group**.

We **care** about you. We care about your needs. **PAI** carefully selects every doctor, counselor, technician, consultant and employee not just for knowledge, talent and experience, but most importantly for their ability to deliver exceptional and caring patient service.

You will have **confidence** in our ability and confidence that your procedure is the best available. Each member of our medical team is committed to excellence, undergoes rigorous training, and attends conferences world-wide to keep abreast of the latest technology and procedures. **PAI's** doctors possess a unique combination of state-of-the-art medical knowledge coupled with incomparable skills in the aesthetic side of hair transplantation.

We want you to be completely satisfied with your experience at **PAI** and we value the trust, care and confidence you have placed in us. Take a look at our "before and after" photos in this guide, do some research into all of your options and then make a decision that will change your life forever.

Sincerely,

A handwritten signature in black ink that reads "Pierre Amelotte". The signature is fluid and cursive.

Pierre Amelotte
President and Founder



The PAI Guarantee

PAI Medical Group guarantees to replace any non-growing hair transplant graft free-of-charge for all hair transplantation procedures performed at any of our PAI clinics. This guarantee is in effect providing only that the patient has adequate donor hair and has followed all of our post-operative recommendations. In our experience, such replacement of grafts has seldom been necessary.

HAIRY MYTHS DEBUNKS AND SOLUTIONS ABOUT HAIR LOSS



1 I'm not a Zen monk and I have a fairly stressful life. Will it accelerate my hair loss?

People believed for thousands of years that stress made you sick. The idea that passions and emotions were very closely linked to diseases held firmly with medical professionals, and people were routinely told by their physicians to go to spas or seaside resorts when they were ill. Gradually these ideas lost favour as more concrete causes and cures were found for illnesses.



Research now shows that stress is linked to a variety of ailments. However, the good news is that once the stress subsided the ailment did too, and hair follicles react the same way and will return to the pre-stress state. So, chill in the sun at a spa or resort.

2 My maternal grandfather looks like Sean Connery, will I be bald one day?

A common myth is that it is all mom's genes. There is an almost 50% statistical distribution that genes come from either parent. There is no absolute way to predict hair loss until it is observed on one's head. Observing your father's and both of your grandfather's may give you a clue but it is still not a great predictor of your future hair condition.

3 Will putting stuff on my head or treating it make me lose my hair?

Hat wearing, except in very extreme cases, will not affect hair loss. Excessive wearing for the whole day, days on end, such as what farmers do, may cause friction hair loss around the edges of the hat. Washing your hair too often will not accelerate hair loss and may contribute to its health. Chemical treatments will damage hair, but not permanently, as braiding or other techniques which places torque-type pressure on the hair.

4 Are there any inexpensive natural solutions for my balding head?

Since most of our drugs are by-products from nature's own pharmacy, it is natural (pun not intended) to expect that there are other "natural" products. Only a rigorous study will uncover the active success of natural products, such as: fish extracts, biotin, folic acid and others. They may seem to stop hair loss,



but what they actually do is to help strengthen and thicken hair while it is on the head. Saw Palmetto initially showed promise and does contribute to reducing dihydrotestosterone (DHT), but is not as effective as scientifically-tested drugs.



5 What drugs or other medications actually work?

The Food and Drug Administration has approved only two drugs. Rogaine, also generically known as minoxidil, causes the follicles in the scalp to enlarge, thus delaying the hair from falling out because it keeps it in the growth (Anagen) phase for a longer period of time. It is just a delaying tactic. Rogaine's studies show that it is effective for about 50% of users.

Propecia, also generically known as finasteride, is a more active solution. Researchers found that patients with enlarged prostates undergoing prostate treatment noticed that they were not losing hair as rapidly as before, as a side effect of the treatment. Upon further study they unlocked its secret. The drug blocked the production of dihydrotestosterone (DHT), which shrank the hair follicle. It also thickened hair strands making them appear heavier over time. Propecia thus allows hair to remain for a longer period of time.

In 2007, the FDA approved a handheld optical laser device, known as a laser comb, to promote hair growth for males with androgenetic alopecia. Although available for a few years, the laser comb requires continual and disciplined use, delivers predictable but variable results from patient to patient and ceases to be effective if its use is interrupted. But, it is nonetheless an available option at all PAI clinics.

6 If curing the problem is not possible, what about masking it?

Therein lie the ways of human ingenuity. Hair systems are the most popular method to cover hair loss. Very sophisticated systems exist for those who do want to cover up their hair loss. The process consists of matching the client's identical hair with authentic human hair weaved in a fine undetectable lace mesh system that is then bonded to the scalp. It provides for a very natural look and feel. You would never guess that many actors, currently on TV and in movies, use hair systems today. The drawback is the cost and maintenance,

which is professionally dispensed by hair restoration facilities. You might remember many years ago the GLH (Good Looking Hair) aerosol spray-on "hair" of years ago? (Ron Popeil actually invented it after he noticed a thin patch on his own head). The GLH infomercial extolled: "Nine different colors...I use it all the time!" Subsequent research led to other findings that microfibers designed to resemble hair can electrostatically bond non-permanently with natural hair to give it the illusion of fullness. Toppik is one of these products.

Or maybe paint the scalp? Derm Match can be applied to the scalp to fill-in areas between the widely dispersed hairs like women's eyeliner. However, all these products are merely illusory.

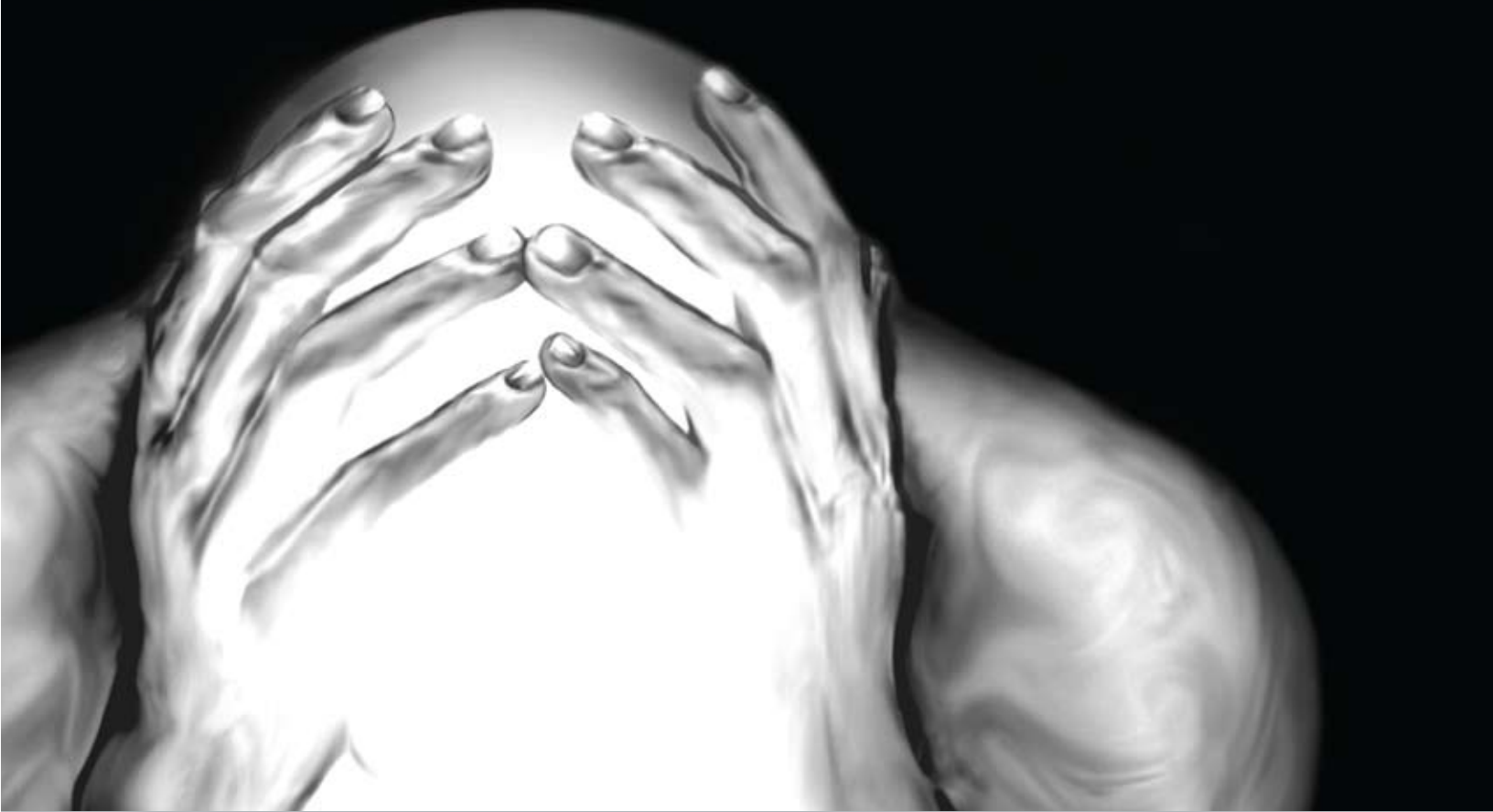
7 Off with the head, I say, I mean, off with the hair! What about shaving?

The final act of complete desperation is the one few opt for but many contemplate. Shaving the head will remove the last vestiges of a rapidly exposing dome. The close-to shaving alternative is a very closely cropped haircut. Rearranging the existing hair merely accentuates the problem. There is only one ultimate solution.



8 The only one ULTIMATE solution is what then?

Hair transplant surgery provides the only permanent solution to hair loss. As all military commanders know, re-allocating resources to shore up a defence or intensify an offensive manoeuvre is a great tactic, provided there are enough troops. Hair transplant surgery is exactly that. Healthy hair is removed wherever it exists and deployed to the bald areas. The donor area is divided into naturally occurring hair groupings and strategically located to the dense areas of the head. Since this donor hair, which by now has not fallen out, is genetically programmed to resist the effects of DHT, they bring with them their "marching orders" and strong characteristics, and will grow where others abandoned in flight and went AWOL. After a recovery of one week, new hair will start spurting within 3 months and generally the full effect will be very evident within 6 to 9 months. As with all ultimate solutions, the result will be noticeable and admired by you your friends, family, work colleagues, bosses and love interests! **The ultimate solution is only provided with Multi-Unit Hair Grafting™ by all PAI Medical Group clinics.**



The Psychological Effects of Losing Your Hair

Throughout the ages, men have searched for an answer to hair loss. Today, men and women react in a variety of ways when they begin to lose their hair. Before rushing off to find a solution, it is important to understand the psychology behind it all.

There are many reactions to hair loss. **Denial** plays a large part in reactions and emotions some men feel about their hair loss. The most important and most difficult part of understanding the psychology of hair loss is recognizing and coping with denial. Only then can one suffering from hair loss undergo an accurate assessment of his or her condition and research available treatment options.

Fear and desperation cause many men to panic at the sight of their thinning hair. They worry about how attractive they appear to women, whether they will be considered for job promotions or how they will be accepted in social settings.

Humiliation is another major psychological affect of losing one's hair. Men often complain about friends using them as a source for jokes, ultimately putting them on the defensive. Many men are in relationships in which their wives and girl friends have never seen their bald head. After being humiliated by their hair loss, many men go to desperate measures to ease their emotional pain, and engage in impulsive behavior. Spending thousands on special creams, tonics and sprays will not bring back the hair and it will soon empty your pockets!

Many men cease all else to focus intently on the loss of their hair – they become **fixated**. Hours and hours are spent in front of the mirror studying the progress of the hair loss. How many hairs have come out today? How many went down the drain this morning in the shower? Much time is also spent trying to find ways to cover up the hair loss – some men even using the dreadful comb-over to cover it up!

Of course one cannot leave out the feeling of **jealousy**. Why do you seem to be the only one of your friends losing his hair? It seems that none of your friends has a care in the world – their lives are perfect, they have beautiful wives or girl friends, their jobs couldn't be going better. Because your hair is falling out, you may feel all of these things are now out of reach for you. You become jealous of all these people around you and you become a bitter angry person.

Moving beyond jealousy you may feel **isolated**. Even though thousands of men experience hair loss and share the same feelings, each man tends to feel completely alone. It's important to realize that you are not alone and that there are people to talk to and people to help you get your life back.

Understanding Your Feelings

Everyone is aware that we can control the way we express our feelings, but not the way we feel them. Why do we feel the way we do?

Society is probably the number one factor in why men feel ashamed about their hair loss. Look at television today and all you see are young men,

with muscles and flowing hair – who wouldn't feel inferior? Balding also equals aging – as a man loses his hair, it is as though he has aged 20 years! Society equates beauty and youth with success. So when a man begins to lose his hair, he is left feeling that he does not fit into society any longer.

Sometimes losing hair has nothing to do with the hair itself, but the act of losing something. Many men put it into the same category as death. In many cases, hair is one of the most important elements in appearance. Many men think that the loss of hair equals the loss of youth, which means inevitable aging and eventual death. Once the mind has completed this chain, a fight for survival takes over.

Everyone knows you can't live forever, but no one wants to believe it. Men begin to unrealistically comfort themselves: "I'm not that bald; I'm still young." They eventually realize that even though they feed themselves these "positive" beliefs, the balding is still occurring and is difficult to ignore.



All About Your Hair

So what is hair exactly? Hair is made up of keratin – the same protein found in nails and the outer layer of the skin. Each strand of hair comprises three layers:

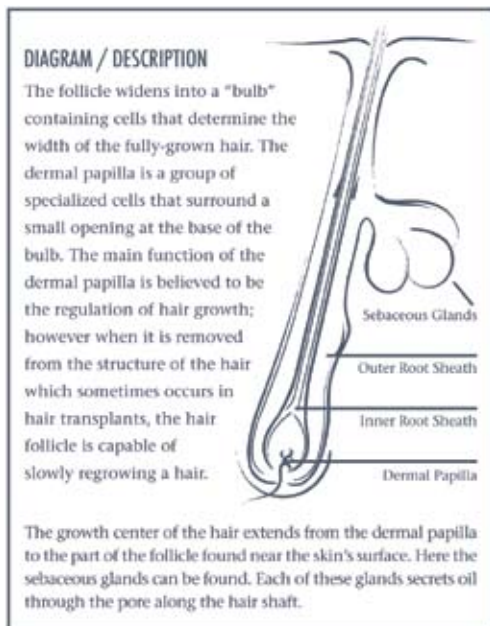
- **Medulla:** innermost layer; only present in large, thick hairs.
- **Cortex:** middle layer; provides strength, color and texture to hair.
- **Cuticle:** outermost layer; thin and colorless; protects the cortex.

Each hair on the body grows from a small pocket below the surface of the skin known as a follicle. Follicles produce one of three types of hairs:

- **Terminal hairs:** fully developed hairs that continue to grow after they are cut.
- **Vellus hairs:** only a centimeter or two long; contain little or no pigment. The follicles that produce them do not have oil glands (often called sebaceous glands) and never produce any other kind of hairs; usually found at the front of the hair line.
- **Intermediate hairs:** somewhat thinner, softer, shorter and lighter in color than terminal hairs, but not quite vellus-like.

The Main Layers of a Hair Follicle

The follicle extends from the upper layer of the skin – the epidermis – to the mid-layer of the skin – the dermis. Seven layers compose a follicle – the three main layers are:



1. Outer root sheath: surrounds the follicle in the dermis and blends into the epidermis on the surface of the skin. A pore is formed as the outer root sheath blends into the skin. The part of the structure that holds the hair in place is the middle layer of the follicle.

2. Inner root sheath: this is partly made of an overlapping layer of cells that interlocks with the hair shaft – this cell layer is in the opposite direction. The two layers mesh keeping the hair anchored to the skin allowing it to grow.

3. Hair shaft: the area of the hair we can see, comb and style.

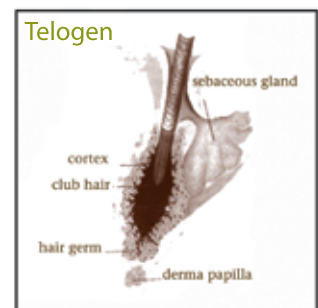
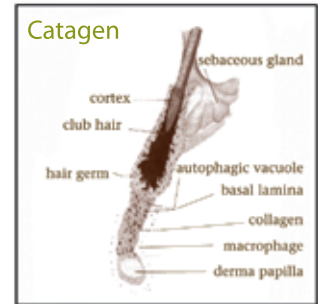
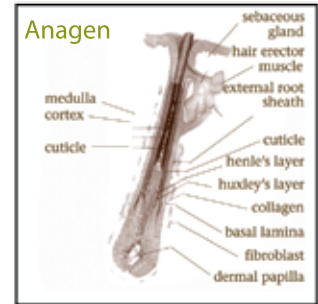
The Hair Growth Cycle

Hair follicles go through repeating growth cycles, which can be broken down into three phases:

1. Anagen: The Growth Phase. Follicles in this phase are actively producing hairs. At any given time, approximately 85% of the hairs on someone's head are in this phase; this phase lasts anywhere from two to six years.

2. Catagen: The Inactive Phase. The hair follicle then goes through a phase, lasting one to two weeks, where it ceases to produce hair. The follicle begins to shrink and separate from the dermal papilla.

3. Telogen: The Release Phase. Usually lasts five to six weeks. The follicle continues to shrink causing the hair to shed during washing or brushing. Hair may also shed due to another hair pushing it out of the way to prepare for another anagen phase. If a hair falls out before the follicle begins a new anagen phase, the follicle is said to be in exogen – or hairless – where no hair may grow for up to 12 months.

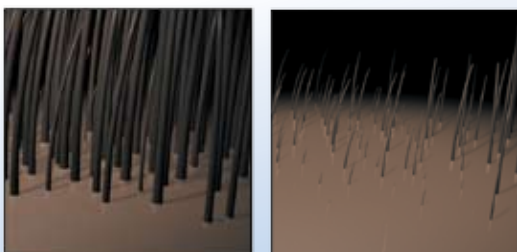


Balding

Balding involves more than just losing hairs from the head. Two simultaneous events are occurring: shortening of the anagen phase and shrinking of the follicle. As these two events continue to work in conjunction with each other, the hairs become shorter and thinner and lose their pigment – causing “normal” hairs to change to terminal hairs, then to intermediate hairs and finally to vellus hairs.

Mature Hairline

It is normal for a hairline to change from childhood to adulthood. In fact as one ages, the hair on the forehead naturally recedes. It is also common for the hair to thin slightly due to a reduction in the diameter of individual hairs. Any loss or recession after this point, however is considered male pattern baldness.



Hairs become shorter, thinner and lose their pigment - causing “normal” hairs to change to terminal hairs, then to intermediate hairs then finally to vellus hairs.

Androgenetic Alopecia

Male Pattern Baldness



PAI Physician

Losing hair is commonly referred to as **Androgenetic Alopecia** or **Male Pattern Baldness**. The term Androgenetic Alopecia contains two of the three causes of hair loss. Alopecia is the Greek word for “baldness,” while androgenetic can be split into: “male hormones” and genetic “genes.” The third component of hair loss is time. All three of these elements contribute to hair loss.

Genes

Genes are the biggest factor when it comes to hair loss. You inherit the tendency toward early hair loss, although hormones also come into the picture. Men reason that if their father is bald, they will be as well. But, in fact, it’s not that cut and dried, and to make the situation more complicated, research shows that hair loss genes can come from either side of your family.

Hormones

Although hormones govern many chemical processes in the body, only two affect hair loss: **testosterone** and **dihydrotestosterone (DHT)**. Testosterone is responsible for deepening the voice, building muscle mass and promoting hair growth under the arms and in the pubic area. DHT, on the other hand, promotes hair growth on the face and body and is responsible for acne, enlarged prostates and male pattern baldness. Without testosterone the body cannot make DHT and without DHT, male pattern baldness cannot occur.

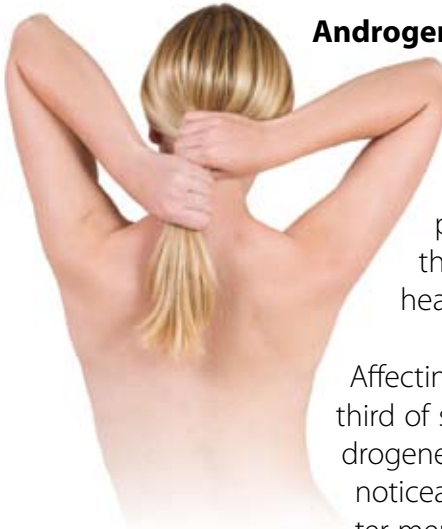
With the help of an enzyme known as 5 alpha-reductase, testosterone is converted to DHT. It is the presence of DHT in the hair follicle that activates the balding process.

Time

Time is a factor in many things that occur in our bodies and losing hair is no exception. Baldness is a condition of advancing age.



Women and Hair Loss



Androgenetic alopecia, is the most common type of hair loss in women. Commonly those with this condition will experience hair loss on the top and sides of the head.

Affecting approximately one-third of susceptible women, androgenetic alopecia results in noticeable thinning usually after menopause, when production of the female hormone estrogen slows down dramatically or stops altogether.

Women should not be concerned about losing 100-125 hairs a day, as these are replaced in the next growth phase. It is when these hairs do not grow back, or when daily hair shedding exceeds 125 hairs that you should consult an expert about your hair loss.

Causes of Hair Loss

Diet | Hair loss may also be due to dieting. Many diet programs, designed or administered under the direction of a physician with prescribed meals, dietary supplements and vitamin ingestion, have become popular. Clients are sometimes told that vitamins are a necessary part of the program to prevent hair loss associated with dieting. Dermatologists tend to disagree, however, as the vitamins cannot prevent hair loss associated with rapid, significant weight loss. Furthermore, many of these supplements are high

in vitamin A, which increases the chances of hair loss.

Hormonal Changes | Many women may not realize that hair loss can occur after pregnancy, or following discontinuation of birth control pills. Hair loss may be delayed by three months following the hormonal change and may take another three months before new growth is fully achieved.

Genetic Hair Loss | Female pattern hair loss results from a genetic predisposition caused by an abnormal reaction to normal hormone levels, or a normal reaction to abnormally elevated hormone levels.

In the battle to find a solution to hair loss, women have turned to wigs and hair systems, but recently surgical hair transplantation has been an option many women have considered, provided that they are not experiencing diffused hair loss. At **PAI**, our consultants can correctly determine this during a private consultation. Innovative techniques for transplanting one or two hairs at a time make natural results in women possible.

Patterns of Androgenetic Alopecia in Women



Patients' Profile

Changing The Looks and The Lives of Our Patients

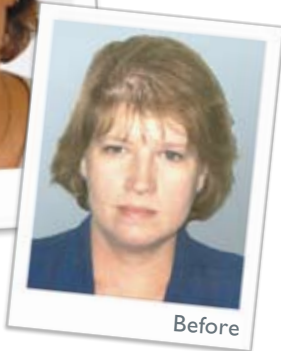


Lisa Griffith

Age – 40 | **Occupation** – Secretary

Diagnosis – Ludwig Class 3 | **Hair Restoration** – 1 Session, Level 10

“Well, I talked to another company that did hair transplants and I really did a lot of comparison of prices and what I wanted for my hair restoration was the artistic skills of the doctor. I felt confident after talking with PAI that they were very professional. That they were good at what they did and that the doctor is compassionate and cares about what he does. The doctor does his job because he enjoys it, and that put me at ease.”

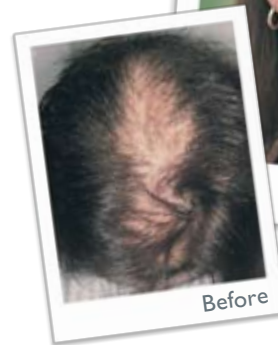


Amy Eckles

Age – 30 | **Occupation** – New York Stock Exchange Employee

Diagnosis – Ludwig Class 3 | **Hair Restoration** – 1 Session, Level 8

“For women, losing your hair is a little different. We are so much into hair styles, make-up and fashion. With my hair restoration I can finally fit in with everyone else. My family and friends were 100% behind my decision. When the results were all finished and my hair was in, they were glad that I had it done. It looks great!”

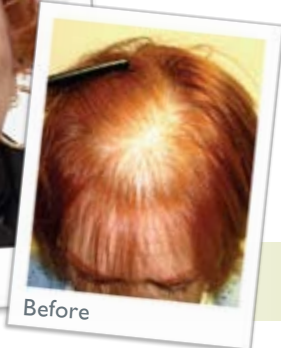


Dusty White

Age – 55 | **Occupation** – Administrative Assistant

Diagnosis – Ludwig Class 1 | **Hair Restoration** – 1 Session, Level 12

“I chose PAI for a couple of reasons. I just went to check them out and see the professionalism and to see the facilities. I actually had a consultation with someone else, but I felt that the great team at PAI would really be there for me. The doctors were able to do what I needed in just one session. Other people talked about several sessions, and I just didn't want to go that route.”







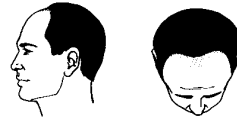

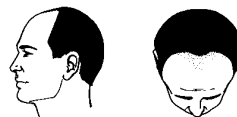


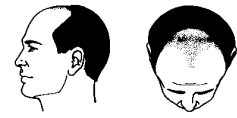
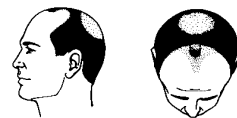
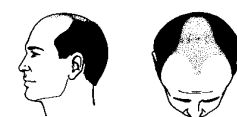

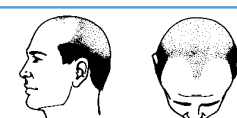
Classifying Your Hair Loss

During a normal lifetime, more than 80% of all men experience some degree of hair loss. The Norwood Chart on the left illustrates how male pattern baldness affects men and is used by a qualified PAI consultant to diagnose your balding or thinning pattern.

On the following pages you will see PAI patients grouped according to their original diagnoses and after their hair transplantation procedures at PAI.

We will help you determine your classification after a thorough examination of your balding and thinning areas. Only then, can a physician determine your candidacy for a hair transplant and design a personalized treatment plan for you.

Norwood Classifications

1		NORMAL HAIRLINE
2		RECEDING HAIRLINE
2a		
3		GENERALIZED FRONTAL THINNING
3a		
3 Vertex		
4		FRONTAL AREA AND CROWN BALDING
4a		
5		TOP OF SCALP AND CROWN BALDING
5a		
6		EXTENSIVE HAIR LOSS WITH LIMITED DONOR AREA
7		SEVERE HAIR LOSS ONLY RIM HAIR REMAINS

How to Determine Your Hair Loss Classification



Jasson Finney
Class 2A Hair Restoration: 3 Sessions, Level 5



Class 2

Men with Class 2 hair loss are usually experiencing the beginnings of frontal temporal hair erosion that may become quite severe in 5-10 years.

Class 3

Men with Class 3 hair loss are experiencing hair loss that accelerates and often becomes severe in 5-7 years. At this stage, the results of one or two Level 5 sessions would restore the hairline and crown area enough to satisfy most men.



Robert Zhao
Class 3 Hair Restoration: 1 Session, Level 5



Bob Norton
Class 3 Vertex Hair Restoration: 1 Session, Level 12



Rod Pedersen
Class 3 Hair Restoration: 1 Session, Level 10





Michael Ramsey
Class 4A Hair Restoration: 3 Sessions, Level 5



Jeff Zeigler
Class 5 Hair Restoration: 3 Sessions, Level 10



Curtis Jones
Class 6 Hair Restoration: 3 Sessions, Level 10



Phil Sansone
Class 6 Hair Restoration: 2 Sessions, 1 Level 5; 1 Level 10

How to Determine Your Hair Loss Classification

Class 4

Men with Class 4 hair loss are experiencing substantial frontal temporal recession and, often, an enlarging “bald spot” in the back (crown area). At this stage, two Level 5 sessions would be recommended.



Samuel Wilkins
Class 4 Hair Restoration: 1 Session, Level 5

Class 5

Men with Class 5 hair loss are experiencing very severe frontal temporal recession and, often, an enlarging “bald spot” toward the back of the head. Two Level 10 sessions are recommended.



Bill Harris
Class 5A Hair Restoration: 3 Sessions, Level 10

Class 6

Men with Class 5 hair loss are experiencing very severe frontal temporal recession. Donor hair is generally limited. Two or three Level 12 sessions are recommended.

Choosing the Right Hair Transplant Doctor

The complex part of hair transplantation is the artistry provided by the surgeon. Expertise comes from very carefully styling the individual's look according to an overall natural appearance and outcome. This may sound easy, but it is the most difficult part of the procedure because of the extreme variations in human appearance.

Everybody is different. For this reason, every hair transplant will be different, and each and every aspect must be taken into account down to the finest detail. Everything from hair characteristics, including coarseness and color, to the shape of the individual's head and face and the color of their skin.

For example, different techniques must be used on an individual with black hair as opposed to one with blond hair (a much smaller variation in graft sizes must be used with the darker hair and lighter skin tone). Great skill is required to design and create a natural-looking hairline that is correct for the shape of your face and for your age, now and in the future.

Unfortunately, there are many clinics and physicians in the hair restoration field who are unable to attain a natural result. However, at PAI, our surgeons have perfected this natural look with their fine attention to detail.

As with any type of art, the artist must choose working materials carefully. By using different colors, an artist painting a canvas, is able to achieve a much more natural appearance than by using only one color. Furthermore, the artist will use different sizes of paint brushes to create a natural appearance. The same is true of the physician-as-artist using his surgical skills during a hair transplant procedure.

The more varied the size of the grafts transplanted, the more natural will be the effect of achieving more volume and more density.

At PAI, we have the finest transplant nurses in the industry with experience and knowledge about hair transplant techniques and procedures. With this level of expertise, we are able to accomplish any size or type of graft required by the PAI physician.

The ultimate benefit of **Multi-Unit Hair Grafting™** is that the doctors at PAI can provide the most natural hair transplant today by moving or redistributing more hair in one procedure, period.

We do this by incorporating a blend of surgical technologies, along with an array of different-size grafts according to what best fits the individual patient's needs. This blend allows us to achieve the desired density and natural appearance expected by people today in the fewest visits possible, limiting inconvenience and costs.

How to Find a Reputable Clinic and Doctor

Researching alternatives, talking to family and friends and discussing your hair loss problems with your doctor are good ways to start when searching for a reputable hair transplant clinic. Once you locate a clinic, you should investigate the practice, clinic and doctor with any local or national regulatory agencies. Visiting the clinic you select and speaking with someone who has had a hair transplant procedure is advisable.

The International Society of Hair Restoration Surgery (ISHRS) is the largest and most respected society that deals with hair transplant surgeons. Membership in the ISHRS tells prospective patients that the physician is up to date with advances and procedures dealing with hair transplantation.

Beware of websites that list or endorse a physician as "the best" in an area. Many of these sites are paid sites – physicians pay to be listed there and their qualifications may be of lesser importance.



What is the MUHG™ Procedure?

MUHG™ is the acronym for **PAI Medical Group's** exclusive hair transplant procedure, Multi-Unit Hair Grafting™.

The goal of **Multi-Unit Hair Grafting™** is to provide you with the most **natural appearance**, the **greatest density** and **coverage** with the comfort and affordability of a **permanent solution** to your hair loss. PAI's carefully planned clinical procedure is designed to minimize progressive and long-term hair loss.

Multi-unit hair grafting involves transferring hairs as they are found in natural groupings. These multi-unit groupings are used to create the **ultimate natural hairline** that is consistent with the patient's hair density and desires.

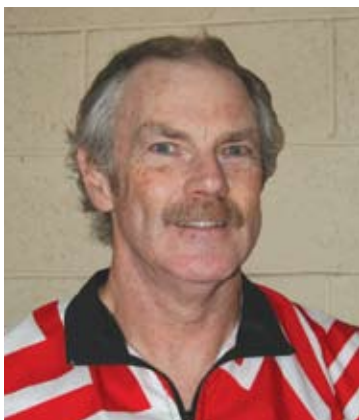
All PAI hair transplant physicians are exclusively trained to expertly assess your current hair loss condition and your expectations in order to balance your hair density with the required procedures to achieve your desired look.

PAI Medical Group's exclusive, refined and detailed **Multi-Unit Hair Grafting™** procedure is the optimum solution for ending the anxiety of your hair loss issues with complete satisfaction.



Answers to Your Questions

Who is a good candidate for hair transplantation?



Almost anyone with male pattern baldness (MPB) is a candidate for hair transplantation. However, a patient's expectations and objectives must be realistic. He or she must understand the limitations of the procedure and agree on how the hair will be placed on his or her head. The single most important factor to consider is how

bald the patient will become at a later age. With this in mind, the doctor can plan the most natural looking hairline and shape – one that will result in the most undetectable and natural hair style.

Is there an ideal age to begin hair transplantation?

There really is no such thing as an ideal age. Current data show that early hair transplantation is easier to conceal and allows the patient to preserve the appearance of a full and natural head of hair. The hair loss consultants and doctors in the PAI Medical Group are fully trained to educate and assist the patient achieve the best possible outcome.

How do you know if you have proper hair density?

The density of hair in the patient's donor region will determine how much hair is available for

transfer during hair transplantation. Obviously, the greater the hair density, the more follicles there are available for grafting.

Donor density can be determined by an accurate assessment and diagnosis by our PAI consultants and physicians.

Does it look natural?

PAI Medical Group's Multi-Unit Hair Grafting™ procedure enables us to create a natural head of hair in fewer procedures than before. You may meet one of our patients at your consultation, so you can evaluate first hand the quality of our work for yourself.

I'm a little confused about grafts and PAI levels?

A very important point to keep in mind is the volume of hair one can hope to achieve based on the number of grafts. There is only so much donor hair available. If your hair transplant is based primarily on price per graft, you may end up with SEE-THROUGH HAIR.

Our unique method, using the LEVEL CASE STUDY, helps us to ascertain precisely the proper amount of hair available, without depleting your existing donor area. At PAI Medical Group, our goal is to ensure the most natural hair transplant possible at an affordable price, based on individual hair loss and intended outcome.



How many sessions will I need?

Most patients will require two to three sessions depending on the results of their LEVEL CASE STUDY and the number of grafts done in each session. Individual results may vary from patient to patient.

How many grafts will I get?

One graft does not mean one hair. The PAI physician will harvest grafts with anywhere from one to five hairs, depending on the area of distribution; thus, 1200 grafts generally means an average of 5000 to 8000 hairs depending on hair density. This number of grafts, well distributed, will produce a natural hairline and the desired density and coverage.

How is it done?

Every procedure is unique in its design and implementation. Generally speaking, hair from the sides and back of the head (which is genetically programmed not to fall out) is transplanted into the thinning areas. The first step is to come in for a free and private consultation/evaluation. PAI Medical Group offers evening and Saturday appointments for your added convenience.

How long after my hair transplant will I begin to see hair growth?

Generally, the hair begins to grow within three to five months after the procedure and the number of new hairs will continue to increase for the next eight or nine months with a proper PAI hair hygiene program.

What kind of post-operative care do you provide?

PAI Medical Group's post-operative care consists of a thorough follow-up including washing and

cleansing of the scalp, checking of grafts, and application of PAI Skin Revitalizer.

To ensure that our patients understand what to expect, our physician and medical team will discuss home care with each individual. Our doctors personally check on each patient on the evening of the operation. PAI truly cares about you! A follow-up hair hygiene program, along with a low level laser maintenance program are prescribed to promote quicker and healthier hair growth.



How soon can I go back to work after the procedure?

Many people return to work a day or two after the procedure. Depending on how physical your work is, you may find it necessary to take additional time off. Any strenuous exercising or lifting should not be attempted for the first two weeks.

Is it affordable?

Having your hair restored permanently and naturally with our Multi-Unit Hair Grafting™ technique is more affordable than ever. PAI Medical Group offers many financial plans to suit your individual needs.

Is it painful?

Modern pain management techniques used by PAI Medical Group ensure a virtually pain-free experience for all patients.



4 Simple Steps to Growing Your Own Hair

Step 1 Your Confidential Consultation

From the moment you walk into one of our **PAI Medical Group** clinics for a consultation, you will know that your decision to find a solution for your hair loss with **PAI** is the right one. Your private, complimentary consultation with a qualified, trained hair restoration specialist will provide you with an expert opinion on your specific hair loss.

We are here to help you. Our physicians have trained our hair restoration consultants to discuss all aspects of hair loss – how hair grows and how we lose it and the various options available. During this consultation, we will determine if you are a candidate for hair transplantation or if you will benefit from a hair loss prevention treatment program. Many of our PAI consultants have had hair transplants themselves. We will discuss your specific goals for your appearance, review your hair loss classification, and explain the various levels that can be achieved with our hair transplantation procedures.

It will take about an hour of your time and we invite you to bring your spouse or a friend to

help you reach a decision about our company, our procedures, and the artistic expertise of our physicians. You will be asked to complete a confidential questionnaire about your goals and expectations to find a solution for your hair loss, and about medications you are taking or allergies you may have. Your hair restoration consultant will show you a video and/or photographs of **PAI Medical Group** patients and you may also arrange to meet with someone who has had the procedure. If you would like a further consultation with a physician, we can set up an appointment for the first available opening.

Step 2 The MUHG™ Procedure

On your arrival at the **PAI clinic**, you will be welcomed by a medical coordinator who will show you to your own private treatment room. During your procedure, you may listen to music, read, watch television or enjoy a recent film from our video library. You can also choose something to drink from an assortment of beverages.

Your hair restoration plan will be reviewed, and you will be asked to sign a consent form, indicating that you have been fully informed about every aspect



PAI Physician Designing New Hairline

of your surgery. A series of pre-operative photographs will be taken.

The coordinator will discuss placement of your hairline, which is moderated by the density and quality of the available donor hair. The artistry and experience of our surgeon will help you meet your realistic expectations. The number and size of grafts needed for the current session will then be estimated.

After routine preparations, you will receive local anesthetic at the donor and recipient sites. Donor hair from the back or sides of your head will be harvested and transplanted to thinning or balding areas.

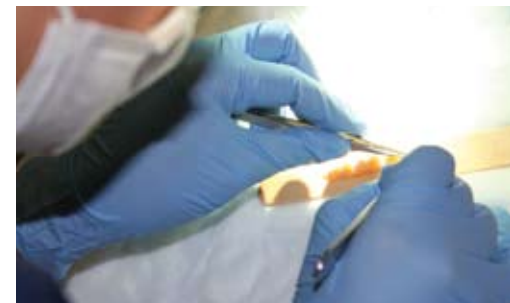
If your procedure includes refinement of a previous hair transplantation, it may involve the removal of "plug" grafts along the frontal border and the subsequent resectioning of the "plug" into mini or micro units for implantation into another site. Subsequent repair sessions will soften the abrupt hair-

line and fill in the newly created gaps. This produces a more natural and esthetically acceptable hairline.

Transplant sites are angled toward the nose. Grafts are randomly placed and spaced to approximate a natural growth pattern, thus avoiding a "doll's head" or "cornrow" appearance and also ensuring adequate blood supply for each individual graft.

After your procedure is complete and your scalp has been inspected to ensure that grafts are secure, a medicated nonadherent pressure dressing is applied. This remains in place overnight, then is removed the next morning, when your donor and recipient sites are cleansed. You may return to work that same day.

You will be given detailed verbal and written instructions about how to care for your scalp, and any additional medications that you might need will be provided before you leave.



Patient Undergoing Actual MUHG™ Procedure

4 Simple Steps to Growing Your Own Hair

Step 3 The Post-Procedure

Activity should be restricted during the first 24 hours after the procedure, and strenuous exercise should be avoided for five to seven days.

Alcohol, aspirin, aspirin-like medications, and vitamin E must be avoided for two days.



PAI Physician Assessing Hair Loss



PAI Consultant Welcoming Actual Patient

Step 4 The Follow-Up

Within four to six weeks, the graft hairs will fall out, but the dormant follicles remain. At approximately three to five months, new hairs will appear and grow at the normal rate of about 1 cm per month. The onset of hair growth may be delayed with subsequent transplant sessions. Your consultant will recommend PAI hair hygiene treatments to stimulate hair growth.

A Final Good-Bye to Hair Loss Anxiety

Since the dawn of time, men and women have fussed, masked, made-up and altered hair for numerous reasons including status, role and fashion. In ancient Egypt it was popular for men to wear distinctive short curls covering the ears shaping a bend from the temple to the nape. In the Middle Ages, wigs masked the **baldness** of royalty initially, then became generally fashionable and eventually created a class of society of influential people known as the “powdered wigs”. The powder was often used to mask the stench of months of wear and use before boiling the wigs. In the modern era, **hair** is shaped and tinted in varying colors and styles and continues to be a fashion accessory. Not surprisingly, we are still the only mammals that spend the most amount of time over the smallest surface area of our bodies: the **glorious head**.

Worry, **anxiety**, maintenance and envy are four likely traits of people with **hair issues**. Since my late teenage years, I had been losing hair, but in a typical teenage mind set, with the world beckoning, it caused very little anxiety. Into early adulthood, the issue became somewhat more relevant, but not overly so. Into full adulthood, with career in full play, hair loss was not responsible for any lack of success, any lack of relationships nor any lack of enjoyment of life. But, it was omnipresent nonetheless, niggling inside me, **gnawing at my thoughts** and not easy to dispel.

The first observation we often make about someone new is the foremost anxiety we generally have about ourselves. My first observation of a new person became hair. While not an obsession, all hair, long hair, short hair, styled hair, wavy hair, tousled hair in shapes and cuts that were not possible for me, became my **concern**, and with time, deepened. It was time to take definitive **hardcore action**.



Before

PAI Patient Fred Corsale

Over the past few years, my only action was the little octagonal pill of hope for hair loss, **Propecia™**. How many men did it take to have their prostates tested for scientists to make the side-effect discovery that the use of the medication actually spurred hair growth, I wondered? I too wallowed in its hope for salvation. Years after and unmeasured for definitive success, it most likely prevented accelerated



hair loss, but it did not prevent many existing **hairs from falling** out nor re-growing healthily. It merely slowed down the process. And, the process was definitely heading south, not skyward along with my intended hope. The **hardcore action** with definitive guaranteed results had to be **different and bold**, yet routine and there was only one sure-fire solution.

Who Was This For?

This hardcore action was intended for me, although friends and family all loved me for being me, hirsute or not. With visions of little hairy heads dancing in my own rapidly balding head, I headed into a **hair transplant** procedure. No more worries about how to best cover my increasing baldness, how to not face upwind too long, how to exit a swimming pool or how to fashion my hair for a date or business meeting. With the characteristic traits of an analytical thinker, I gained **knowledge** about the most important details of the procedure. I read **testimonials** on the **website**, looked at **patients' before and after pictures**, and pondered over my own feelings. Was I covering up an inadequacy? Was this for my benefit? Was this the time to **satisfy myself**? It was, I decided, for me; for alleviating my **years of anxiety** and for me

to stop the clock now before my hair loss became worse. The knowledge and the rationalizations made the decision convincingly easier to render.

I was now ready to head into the actual session at a **PAI Medical Group clinic** with full **confidence** and **positive** feelings.

Into The Fray

I received all the attention and care I expected from a professionally organized medical clinic. Although my initial consultation session, weeks before, was very detailed, the personable and warmly relaxing **Dr. Bea Gerbrands** explained the entire process again, reviewed my chart and consultation notes and after the obligatory signing of consent forms, we **designed my new hairline** together. We reviewed my expectations balanced with the most likely outcome, available donor hair, and the current and projected state of my hair; she outlined my new hairline with a special marking pencil for the nurses to work within during the surgical procedure.

As **comfortable** as I now was with the surgical procedure, I still felt some initial trepidation but this quickly dissipated when the three technicians **welcomed** me jovially and prepared me for the first step of my new look. The entire process is very similar to a visit to the dentist: go in, be prepped, and relax while the professionals complete their work according to the plan. The staff gave me a simple garment, administered sedatives and proceeded for the work ahead. Dr. Gerbrands extracted hairs from the back of my head and handed them to the technicians to prepare for transplanting.

While they were busy, she created graft sites within the outline created earlier, for the technicians to insert the new hair follicles. This is the part that differentiates a merely regular transplant from a **superior transplant**. This is where artistry does indeed meet science. Dr. Gerbrands had the expertise and plan I demanded for a confident outcome. She created different types of graft sites for different areas of my head. Some sites were angled forward, some were angled to the side and others to the back, while denoting the required density of hair and direction for the final look months later. The technique used at PAI Medical Group is called **Multi-Unit Hair Grafting™**. It allows them to move the **most hair possible**, with the **least amount of**

procedures resulting in the densest coverage available. Although I knew at my initial consultation that I would require two or more procedures, the results of the first, I thought, should be spectacular. With this lulling comfort, I soon fell asleep in the chair.

Feeling refreshed with absolutely no pain, I woke up to find the technicians and Dr. Gerbrands gathered around my head inserting my hair follicles. They offered me a glass of juice and an opportunity to view a DVD I had brought with me that morning.

Over the next few hours, I also chatted with them. I felt **neither pain nor discomfort.** I understood later that I was sitting in the most exclusive and most advanced surgical suite chair, designed for long-interval procedures with supple leather and memory foam.

Resuming My Life

After a few hours, Dr. Gerbrands triumphantly announced that it was over. Beaming with **extreme satisfaction,** her support staff cleaned my head, removed my patient's garment and guided me back to the doctor's office, where it all started in the morning. She described my post-operative care, provided me with the medications I would require over the next 3 days and requested that I come back the following morning for my first hair wash.

That was it! It was over; I had **soon-to-grow new hair** follicles nestled comfortably within my existing hair. Thoroughly amazed at how easy this was for me, how simply it concluded and the wonderful staff, I thought back at all the years of the "old post-pubescent me" and knew this was a **life-changing experience.** With a snazzy bandana on my head, I was driven back home to rest and to commence the process of re-growth.

I felt good and slept comfortably, reclined at an angle so as not to disturb my new grafts. I dreamt that night about hairy little heads again, growing, expanding, and coming into clear focus as my own head. I dreamt of the washing away of fears of becoming bald, of the **riddance of anxiety,** of a new look and even sailing into the wind with my hair whipping around in all directions.

I woke up in the morning with a slight headache, took a pill and headed back to the PAI Medical Group clinic. A technician inspected my head, checked its condition and gave me a soothing wash with a pleasantly

scented special shampoo. Within thirty minutes, I headed out with shampoo in tow and out to perform the most mundane of tasks, groceries! Barring any physical exertion for the next few days, I was free to go back to work, to resume my daily life with the clock of time. Unlike before the transplant, I really wanted these next few months to pass by quickly. Alas, the earth would continue to spin as fast and travel around the sun as it did since the dawn of time, and I had to bear its timetable.



Over Time With Hair

Different patients respond differently to surgical procedures. I started noticing very small hairs growing where there were none just one month ago. Although they were very small, it was unmistakably **new hair growth.** Over the next couple of months, more joined their eager brethren, sometimes earlier, sometimes later, but join they did. My new hair was now augmenting my existing hair. And, it showed. The typical reaction I received by people who knew me, but did not know about my hair transplant, was stares followed by continually uncertain looks about what changed. Those who were aware, stared nonetheless, but in a congratulatory manner, complimenting the **natural look** and **artistry of the technique.**

By the sixth month, the effect was almost full and extremely evident. I was able to comb my hair in ways that I had not been able to do in years. The ability to do so was **exhilarating.** I had a **new hair-style** and look for the most visible months of the year! The summer beckoned.

Making a Great Session Better

According to the plan derived a few months earlier, it was understood with my then current state of hair loss, that a second procedure would be required. With the full confidence of the successful results of nine months ago, I headed into the second, and most likely, the last procedure. **Confidence** in **PAI Medical Group's** process was high. They earned my **trust** with the results. And, the **care** they manifested was first class. I was fully committed to make my new look from the first excellent session even better. And, no powdered wig for me!

Patients' Profile

Changing The Looks and The Lives of Our Patients



Lyle Croft

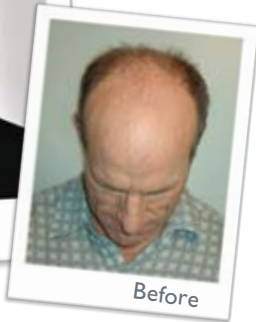
Age – 40 | **Occupation** – Fitness Trainer / Body Builder

Diagnosis – Class 6 | **Hair Restoration** – 3 procedures, 2 Level 10, 1 Level 5

“When your hair is growing back, it’s kind of a funny thing because you might be your worst critic thinking, ‘Is my hair growing back and is it getting thicker?’ And then you see somebody who hasn’t seen you for a while and they’re the first to say, I can’t believe how much hair you have! There is nothing better than hearing that. Being bald is depressing - but having hair is just awesome!”



After



Before



Rod Pedersen

Age – 35 | **Occupation** – Sports Radio Host

Diagnosis – Class 3 | **Hair Restoration** – 1 Level 10

“It’s been less than a year since my hair restoration procedure, and the results have far exceeded my expectations. How? Well for starters, I feel like a completely different person - for the better. Every day that goes by, my hair continues to look better and I believe it’s taken years off of my appearance. In one word, it’s ‘confidence’. I no longer feel ashamed of my appearance, and have thrown away the ball caps that were a staple of my wardrobe.”



Before



After

Patients' Profile

Changing The Looks and The Lives of Our Patients

Todd Holzer

Age – 36 | Occupation – Business Owner

Diagnosis – Class 4A | Hair Restoration – 2 Sessions, Level 12

"Well I'm in business for myself and I did visit some other clinics, but PAI was different. From the initial phone call 'til I arrived at their amazing office, I felt comfortable through this whole process. And when I showed up for my consultation it was all about education. All about telling me how this procedure works. They told me the results that I was going to achieve. It wasn't 'you might achieve this, you might achieve that,' this is where I was going to be, they showed me what I was going to look like when the hair came in and, that was it for me. I mean it was, I was ready to go. So just the professionalism from the first person I met all the way to the doctor. It's just been amazing."



"...just the professionalism from the first person I met all the way to the doctor. It's just been amazing."

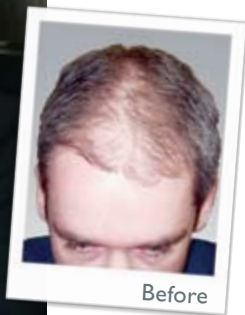


Darren Andrews

Age – 33 | Occupation – Business Owner

Diagnosis – Class 4A | Hair Restoration – 1 Level 12

"I've been asked many times by many people if this procedure was worth it? My goodness, was it, it was worth five times what I paid for this procedure, it was incredible. I mean how do you put a price on getting your confidence back? It was incredible."



Patients' Profile

Changing The Looks and The Lives of Our Patients

Steve Parks

Age – 26 | **Occupation** – Firefighter

Diagnosis – Class 4 | **Hair Restoration** – 1 Level 10

"I didn't want to be bald at such a young age and wanted hair for as long as I could. Once I decided to go ahead with my hair transplant procedure at PAI, I felt completely confident that the results would be great. There's nothing to be nervous about this. I just laid back and before I knew it the procedure was done. My first day back at work I didn't get much work done because all the guys wanted to hear about my procedure, so I told everyone at the station my story!"



"...There's nothing to be nervous about this. I just laid back and before I knew it the procedure was done..."

Rick Elaschuck

Age – 46 | **Occupation** – Sales Representative / NHL Stick Assistant

Diagnosis – Class 5 | **Hair Restoration** – 3 Sessions, Level 5

"I work with a lot of players in the NHL and all the visiting teams from coaches to trainers to players always wanted an update on how my hair was growing in. And, it was interesting because they would come in during the regular season and playoffs, and one of the first things they wanted to do was check my hair. I always got the thumbs up!"



Patients' Profile

Changing The Looks and The Lives of Our Patients

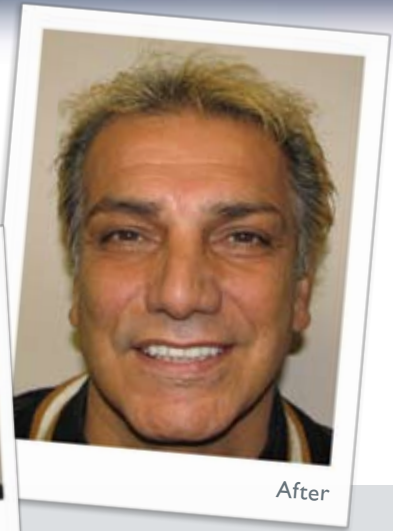
Majid Noori

Age – 53 | **Occupation** – Vanderbilt University Commodores' Chef
Diagnosis – Class 4 | **Hair Restoration** – 1 Level 12

"As the award-winning chef for the Vanderbilt University football team, I meet a lot of people and the hair restoration that I received with PAI Medical Group has made me much more confident. I look and feel younger and I am very pleased with the procedure that I had done and with the great people at the PAI clinic in Nashville."



Before

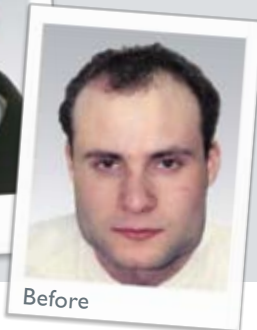


After

Jasson Finney

Age – 34 | **Occupation** – Personal Trainer/Actor
Diagnosis – Class 2A | **Hair Restoration** – 3 Sessions, Level 5

"It really is traumatic for a man to lose his hair. I've always been a physically active person and an athlete for most of my life. Even though I work on my body, watch what I eat, and am self-disciplined, there's only so much you can do about your hair loss. When you look in the mirror and you look 15-20 years older than you should look, it really hits home. You are the most important thing you have to live with. PAI Medical Group can do something to make your life better, and I think you should do it!"



Before



After

Mel Laudolff

Age – 60 | **Occupation** – Business Owner
Diagnosis – Class 5 | **Hair Restoration** – 2 Sessions, Level 5

"My son John works in the hair transplant business with me and together we have seen many changes in hair restoration over the years. My affiliation with PAI gave me the incentive to have my own hair transplanted and what a difference it has made in my life. I look younger and feel great!"



Before



After

Patients' Profile

Changing The Looks and The Lives of Our Patients



Glenn Campbell

Age – 45 | **Occupation** – Sales

Diagnosis – Class 4 | **Hair Restoration** – 2 Sessions, Level 10

“Well, to be honest and truthful, when I first started out I wore a hairpiece. And I wore it for approximately three years and it just took away so much of your life. It’s just like wearing glasses or false teeth, you always had to be aware of it. So I saw this ad one day for PAI Medical Group, and I got talking to a bunch of the guys. Everybody seemed to know what they were doing, everybody was enthusiastic and then I made a decision I was going to change my life. And I did.”

Brad Krayner

Age – 42 | **Occupation** – Sales Consultant

Diagnosis – Class 5 | **Hair Restoration** – 3 Sessions, Level 5

“It has always been important for me to look and feel my best. Remember how important your hair was when you were in your teens? Seeing my hair disappear was an agonizing ordeal. I was becoming very self-conscious. I wore a hair system, but knew that this was not a long-term solution. I wanted something permanent with a natural-looking hair line.”



Bill Harris

Age – 53 | **Occupation** – Aircraft Assembly Inspector

Diagnosis – Class 5a | **Hair Restoration** – 3 Sessions, Level 10

“This was the final solution for me. I was always worried that my hair system was going to come off. Now with my natural hair transplant from PAI, my hair is just like it ought to be. I love the fact that this is my own, growing hair.”



Patients' Profile

Changing The Looks and The Lives of Our Patients

Phil Sansone

Age – 62 | **Occupation** – Consultant

Diagnosis – Class 6 | **Hair Restoration** – 2 Sessions, Level 5 & 10

“Soon after I had my first transplant a friend asked why now at your age. I thought about it for a while and wondered WHY NOT!?! I was involved with non-surgical hair replacement for 22 years. I do not regret those years because that was what was available at that time. But now the freedom of having my own growing hair again can only be imagined by those who have been there. Thank you PAI Medical Group! Thank you on behalf of all of us for helping extend our years of self-confidence.”

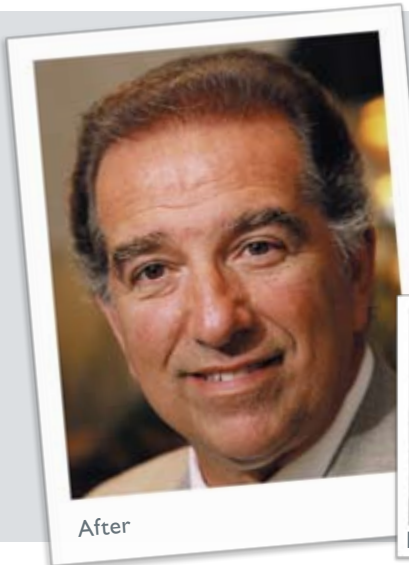


Bill Calderone

Age – 61 | **Occupation** – Retired

Diagnosis – Class 5 | **Hair Restoration** – 2 Sessions, Level 10

“I ran a small business for many years. My image is still very important to my self-esteem. Hair loss was a problem, but now with my natural hair transplant, I feel younger. I spend much more time on the golf course improving my game.”



Michael Ramsey

Age – 46 | **Occupation** – Business Owner

Diagnosis – Class 4A | **Hair Restoration** – 3 Sessions, Level 5

“PAI exceeded my expectations in more ways that I can count. They were gentle and sensitive to my concerns.”



Patients' Profile

Changing The Looks and The Lives of Our Patients



Jeff Busch

Age – 40 | **Occupation** – Computer Installation Technician
Diagnosis – Class 6 | **Hair Restoration** – 3 Sessions, Level 12

“When you’re young you take your looks for granted... and then you get older. My hair transplant has made me feel more complete again.”



After



Before

Curtis Jones

Age – 38 | **Occupation** – Sales Representative
Diagnosis – Class 6 | **Hair Restoration** – 3 Sessions, Level 10

“The doctors asked me how I felt about the placement and design of my hairline. After it was finished, I couldn’t believe it was over. I didn’t feel a thing.”



After

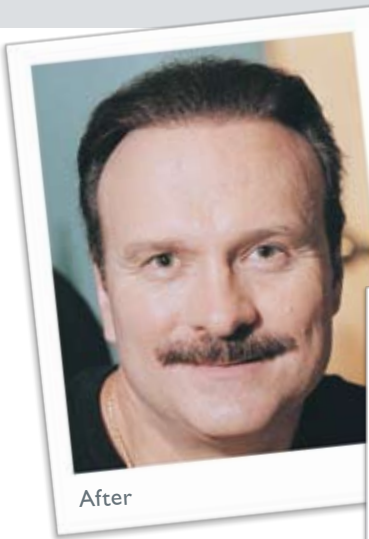


Before

Phil Barfoot

Age – 46 | **Occupation** – Music Producer / Composer
Diagnosis – Class 6 | **Hair Restoration** – 3 Sessions, Level 10

“I think what made the difference at the PAI Medical Group was what they call Multi-Unit Hair Grafting™. The doctors transplant one or two hairs at a time, but never a big clump like it was several years ago. PAI doctors are as much artists as they are surgeons. They create your hairline. When you think about it, the doctor’s reputation is on your head.”



After



Before

Patients' Profile

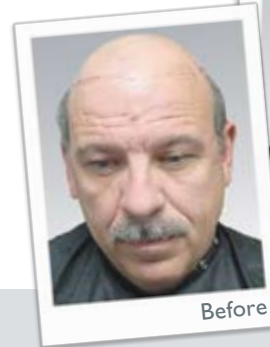
Changing The Looks and The Lives of Our Patients

Fred Hutchinson

Age – 50 | **Occupation** – Hearing Instrument Specialist

Diagnosis – Class 6 | **Hair Restoration** – 2 Sessions, Level 12

"I didn't feel that I looked my best. I'm a believer in living your life with excellence and I knew that I had an outward flaw that I wanted to take care of!"



Before



After

Kerry Pentecost

Age – 53 | **Occupation** – Sales

Diagnosis – Class 5A | **Hair Restoration** – 1 Session, Level 12

"It's very much an individual decision. If you can't make an investment in yourself, what better person can you make an investment in!"



After



Before

Bob Norton

Age – 46 | **Occupation** – Motivational Speaker

Diagnosis – Class 3 Vertex | **Hair Restoration** – 1 Session, Level 12

"I found out about PAI through several sources; studied about them on the Internet; watched their infomercials and talked to some of my friends who had gone through the procedure. I was impressed and actually blown away by what I saw. I talked to people that had had procedures done at other companies and then came here and they said, that without question, PAI was the best."



Before



After

Patients' Profile

Changing The Looks and The Lives of Our Patients



Jeff Zeigler

Age – 38 | **Occupation** – Aircraft Mechanic

Diagnosis – Class 5 | **Hair Restoration** – 3 Sessions, Level 10

“My hair transplant has absolutely exceeded my expectations. I’m very happy with the way everything has turned out. My hair transplant makes me feel like I felt before I ever started losing my hair. I can go to my home town barber for a hair cut now. It’s great not being teased for being bald. Anyone losing their hair usually ends up being the butt of jokes at work. When I tell friends that I’ve had this done, they tell me that they would have never known. If a hair transplant is done right, no one is supposed to know.”



After



Before

Randy Liberet

Age – 40 | **Occupation** – GIS Marketing Specialist

Diagnosis – Class 6 | **Hair Restoration** – 4 Sessions, Levels 5 & 10

“Nothing else worked, so a friend told me about PAI. They talked to me about hair restoration. I’d never been through any medical procedure before and having my hair transplant done at PAI was like I was dealing with family. My new growing hair is as close as it could ever get to the hair that I was naturally born with. It’s just amazing.”



After



Before

Samuel Wilkins

Age – 48 | **Occupation** – Maintenance Mechanic

Diagnosis – Class 4 | **Hair Restoration** – 1 Sessions, Level 5

“My hair transplant has made a big improvement in my life. I don’t have to wear ball caps when I go out for dinner. This is something real. This is my hair on my head. You can’t beat PAI Medical Group. This does work! You feel great about yourself. This takes time, but it’s definitely worth it.”



After



Before

Patient Testimonials

Dear Mr. Amelotte,

My name is John Kimball and I just had a procedure done at the PAI Medical Group. This is by far the best procedure I have ever received and the most satisfied I have ever been. Everyone I have been in contact with at PAI was nice and made me feel comfortable.

I had six procedures done before I found PAI. In my last procedure all I got was 400 grafts. I wasn't happy with that and I was down for a week.

So I had my seventh procedure done with PAI. It was a Level 12 and Doctor Bolton is the best hands down! When I say Dr. Bolton is the best, he explained to me artistically what he thought my best choice should be and why. This was the easiest procedure I have ever had done. Something else happened that has never happened before. The Doctor called two hours after my procedure. All the other times I had the procedures done, it was "so long, hope I never see you again, I have your money, so hurry up and leave!"

When I first came into PAI, I talked to Michael Ramsey. We sat down and talked and he showed me his procedure that he had done at PAI and I was sold! He had been through what I had been through - a bad experience and PAI corrected it and made it all better. Words cannot really express how I am feeling right now. I have finally gotten my hairline corrected and I won't have to worry about people noticing I have transplants. It all started when I saw the PAI commercial. Thanks for everything Mr. Amelotte.

*Thank you and GOD Bless!
John Kimball*

Dear Sir,

I had been considering a hair transplant for some time, so while searching the web one evening I came across the PAI website. I submitted my address and asked that they send me some information.

I received the information package and watched the DVD. I still had a lot of questions, so I contacted Alfred at PAI Edmonton and set up an appointment for a consultation.

This is where I met PAI Consultant Glenn Campbell. He answered all my questions and I felt more confident about the procedure.

On May 2nd, I went for my transplant procedure. I was introduced to Dr. B. Gerbrands and was explained all the steps of the procedure. I felt really comfortable and the staff at PAI really made you feel at ease. The pre-operative, and post-operative care was great! Glenn even took the time to call me the evening after the procedure to make sure I was doing okay and not having any problems. Even a week or two after the procedure, he phoned me a couple of times at home to see how I was doing. The follow-up care was so much appreciated!

I am already starting to see the results!

Last week I was in the city and stopped by PAI to see if they had time to do a laser treatment. There was no need for an appointment! They just sat me down and did the laser treatment.

For anyone considering a hair transplant, I would definitely recommend them to PAI. The care given and results have been outstanding!

*Sincerely,
Curtis Holt*

10 Reasons to Choose PAI for Your Hair Transplant Procedure

1 Trust | Trust is earned. Trust is valued. Inherent in every single procedure is the trust earned from tens of thousands of patients who had their hair transplant sessions across North America. With **PAI Medical Group**, the trust factor is established from the initial consultation session, with accurate assessment, clear and concise description of all required details and the freedom to determine the optimum course of action by each patient. This is carried through to the hair transplant and the post-operative hair transplant follow-up sessions in every clinic.

2 Care | Every medical staff member, consultant and clinic support staff member is empowered to perform any function, any task and any service to enable you to commence and to complete the hair transplant and follow-up sessions for your ultimate comfort and satisfaction. This attitude permeates throughout the **PAI Medical Group** organization. Our processes and procedures are designed around the patient's needs.

3 Confidence | With thousands of procedures performed every year, our medical staff has evaluated every possible type of patient and hair loss condition. Our consulting staff has provided solutions to address hair loss, hair retention and hair management issues. This acquired knowledge with supplementary training translates into confidence for any possible patient scenario. This confidence will be evident from the first day you encounter a **PAI Medical Group** staff member.

4 Expertise | Expertise can only be acquired over years of implementation. **PAI Medical Group** physicians are fully trained and certified as hair transplant surgeons. Their skills are augmented with PAI Medical



Group processes designed over years of experience and application. This expertise enables our staff to accurately plan the optimum procedure for every individual need, to culminate into a superior outcome to achieve the results as planned.

5 Guaranteed | With an accurate hair transplant plan of action, procedures conclude with complete satisfaction for the patient and the medical and consultative staff. However, due to rare and unforeseen conditions, there may be conditions which prevent complete hair restoration. These cases are analyzed and with a full understanding of possible conditions, they are assessed and treated to ensure the original plan meets expectations, at no additional charge to the patient.



6 Training | Training is the key to ensure that all processes, procedures, evaluations and discussions lead to fully realizable hair transplant results to achieve the look and image designed with the patient. The train-

services available, **PAI Medical Group** consultants are able to offer alternative solutions to allow any patient to achieve the image desired, with a combination of unique hair treatment programs.



ing every **PAI Medical Group** clinic member undertakes has been refined over years of experience with the high number of procedures performed. The ongoing knowledge is managed dynamically so as to adapt and refine any process to ensure that the conditions are fully available for achieving the results to match every patient's expectations. Medical and clinical staff are fully trained to ensure that every patient's expectations are achieved as planned.

7 Availability | The medical teams at clinics throughout the network are all fully trained in all **PAI Medical Group** techniques and processes. Each clinic offers individual attention to every patient with the same care, trust and confidence that makes PAI Medical Group renowned for hair transplants. These clinics can serve any patient in North America with identical consistency and performance. As the network of clinics expands, more patients will join the growing number of satisfied patients who have experienced the PAI way.

8 Solutions | **PAI Medical Group** clinics offer hair transplant solutions with the experience acquired over years and high number of procedures. However, not all patients are candidates for hair transplants or may need hair transplants. With a broad suite of products and

MUHG™ | **PAI Medical Group's** process has been refined over years and number of procedures and is trademarked as **Multi-Unit Hair Grafting™**. This unique procedure enables our medical staff to complete a designed hair transplant plan with maximum results and less cost. More hair for less cost enables every patient to achieve the desired look within the ideal hair transplant plan. **MUHG™** allows for more density and a fuller more realistic look in less time and less cost. **MUHG™** is **PAI Medical Group's** unique hair transplant procedure.

9 Financing | Enabling a new image with a realizable goal is available for any patient. In order to help spread the cost of a hair transplant procedure over time, various financing plans are available to accommodate all needs. Each clinic offers financing options suitable for all budgets. A **PAI Medical Group** consultant will discuss any hair restoration option and any plan for ensuring that the desired image is within reach.



