

Thank you for purchasing LuxeOrganix Invigorate Shampoo and Conditioner.

It is our sincere desire that you will absolutely love your hair and love your experience when you use our products. Because we weren't willing to settle for less than the best ingredients, with health as our priority, you may notice some differences between what you've used in the past, as you begin using our products. Our goal is for you to have beautiful hair, without sacrificing your health. So now that you've got our healthy products in your hands, let's focus on what you can expect with LuxeOrganix, and how you can get your best, beautiful results with it.

- Christine Kominiak, Founder of LuxeOrganix

# **Understanding and Maximizing Your Results With Your New Sulfate-Free Shampoo**

#### **Contents**

Frequently asked questions

"Does it contain sulfates?"

"I wish the shampoo had more lather."

"Where can I find an ingredients list?"

"Why does my hair feel dry?"

Get the same results without using more product than necessary

Applying the Shampoo

Applying the Conditioner

Using Styling Products with your Sulfate-Free Shampoo

How To Rejuvenate and Protect Your Hair

Recommended products

Need help?

#### **Frequently Asked Questions**

Here are some questions or requests we've received from our customers:

#### "Does it contain sulfates?"

No. LuxeOrganix Argan Oil Shampoo and Conditioner are 100% free from sulfates. Some ingredients may cause confusion over this because they have similar names that lead to the assumption that there are sulfates, such as:

Sodium Lauryl Sulfoacetate (SLSA) - though Sodium Laurel Sulfate (SLS) and SLSA look and sound very similar, they are not the



same. SLSA is a natural alternative to SLS. It is derived from coconut and palm oils, and conforms to Ecocert's natural and organic cosmetic standard and is 100% of natural origin.

Disodium Laureth Sulfosuccinate (DLS): This is not the same thing as Sodium Lauryl Sulfate or any other Sulfate surfactant. Sulfates are irritating in part because they're small molecules that can penetrate and irritate the skin. DLS is a larger molecule that can't penetrate skin. It belongs to a category known as anionic surfactants, meaning that it has a negative charge. The safety and mildness of DLS lies in the absence of a sulfate ion head, which is commonly found in many other surfactants. The sulfate ion, which originates in sulfuric acid, is replaced with the more stable and safer sulfonated ester. The result is an effective yet safe product that offers a plethora of advantages over sulfate chemicals. It's considered very gentle on the skin, and is even suitable for more sensitive skin types. It's manufactured as an added gentle foaming agent, which helps to create a lathering effect (since we don't use sulfates that would otherwise help the shampoo lather).

While DLS has gentler properties than SLS, studies have shown that it can potentially irritate the skin in some people. There is no such thing that is not irritating to everyone, as our bodies are unique. Even 100% organic compounds (such as peanut oil or grape seed oil) can cause reactions in some people.

What's important to note here is that DLS cannot penetrate the hair or skin. It does not affect keratin treatments, for example, because it only removes surface oil, which would be outside the keratin.

**Sodium Lauroyl Sarcosinate** is a natural product, made from coconut oil, and is derived from sarcosine, a natural amino acid found in the human body and just about every type of biological material from animals to plants. They may have the same initials (SLS), but sodium lauroyl sarcosinate and sodium lauryl sulfate are NOT the same thing. Sodium lauroyl sarcosinate is only similar to sodium lauryl sulfate in that they're both surfactants, but that's about where it ends. A comprehensive safety assessment published in the International Journal of Toxicology deemed that sodium lauroyl sarcosinate was not expected to be potentially toxic or harmful, and had no mutagenic, irritating, or sensitizing effects. We chose Sodium Lauroyl Sarcosinate because it is very mild, but also very effective. What's more, it's included in the Handbook of Green Chemicals and is also Whole Foods Premium Body Care approved — two stamps of approval that validate our confidence in the safety and sustainability of this ingredient.

#### For more about ingredients, click here.

### "I wish the shampoo had more lather."

First, it's important that you are aware that sulfate-free shampoos do not foam or lather up like other sulfate-based shampoos that can be harsh on hair and scalps, and cause health issues. Since LuxeOrganix is a sulfate-free shampoo (which means it will not lather the same as shampoos containing sulfates), hair type and length make a big difference when it comes to how much product is needed, as well as how it is used to get beautiful results.



As you know, using products with sulfates can cause a lot of problems for people, such as itchy, flaky and irritated scalps. It can be a little strange at first if this is your first experience using a sulfate-free shampoo, but just because it doesn't have a lot of suds, doesn't mean it isn't cleansing your hair. We have been conditioned to associate suds with cleanliness, so it can take some getting used to (and trusting) that your sulfate-free shampoo is doing the job. (I know it was an adjustment for me!)

### "Where can I find an ingredients list?"

You can find a complete list of ingredients, including additional details about each, by clicking here.

## "Why does my hair feel dry?"

Though this is certainly more rare than what is normal for our customers, since our Argan Oil Shampoo and Conditioner set were designed to moisturize and soften hair, we have had a few customers with this concern.

We have come across several possibilities of why someone may feel their hair is dry after using the



shampoo, but let's first look at the most likely reason, which is how the shampoo is designed. LuxeOrganix Argan oil shampoo was designed to be a healthy alternative to salon quality products (as well as free from harsh and unnecessary extra ingredients that can cause many issues). It is not loaded up with extra moisturizers (or parabens), which can be found in lower quality, sulfate-based shampoos that strip hair of it's natural, beneficial oils. These extra moisturizers or parabens give the impression of your hair feeling soft after washing with shampoo.

So since LuxeOrganix doesn't contain anything unnecessary, as mentioned above, this could be why for some, after rinsing out the shampoo, may feel their hair is dry; however, it should only be a reflection of your hair being squeaky clean, and is now prepared to be deeply moisturized and protected by the ingredients included in the conditioner. Simply put - it's designed not to be a stand alone product, but instead to be paired with the LuxeOrganix Argan Oil Conditioner.

### Get the same results without using more product than necessary.

### **Applying the Shampoo**

Before adding the shampoo, you first want to make sure you've rinsed your hair *really* well. Consider how your hair stylist rinses your hair, and even uses their fingertips to massage and scrub the scalp to get the extra sediment out and dead skin cells removed, before applying the shampoo.

Now, after your thorough rinse, spread the shampoo across your palms. Add a splash of water to your hair and then apply the shampoo to your roots. Use your palms to rub the shampoo around, and then use your fingertips to scrub and spread evenly. This will help the gentle sulfate-free cleansing agents lather up a bit and evenly spread. If you're still not getting the shampoo to spread or are not feeling any lather, try adding a splash of water.

Then when rinsing the shampoo from your hair, alternate from using the fingertip scrubbing technique to get the product and any remaining sediment rinsed out, to squeezing from your roots to your ends.

Once you have rinsed thoroughly, your hair texture should feel squeaky clean (not moisturized or even soft necessarily), because our shampoo doesn't contain parabens or other unnecessary conditioning ingredients. The conditioning is to be done by the conditioner, and by having the hair be squeaky clean, it will be better prepared to soak up the conditioning ingredients.

### **Applying the Conditioner**

After rinsing out the shampoo, apply a dollop of conditioner to your hair and scalp. (For some people it is necessary to avoid adding the conditioner to the roots, as their hair/scalp type can tend to be oily and will cause the hair to lay down or become greasy-looking sooner. In this case, simply focus applying the conditioner to the hair alone.)

Using a comb can also be helpful to spread the conditioner down to the ends of your hair, as well as detangle. Take a few minutes to massage it thoroughly into your hair and leave it on to soak for the remainder of your shower. (If your hair is typically dry, you'll get more benefit from leaving it 5-10 minutes, vs. the standard 3-4 minutes that are suggested on the bottle instructions).

### **Using Styling Products with your Sulfate-Free Shampoo**

It's good to know that if you use styling products (such as gels, mousse, hair cream, hairspray, etc), and/or are not washing for several days, when using any kind of sulfate-free shampoo, you're likely to have more build up, resulting in your hair or scalp appearing unclean (i.e. greasy/oily, flaky) or by feeling dry or itching.

Since sulfates are known for stripping the hair, they are able to handle lots of product build up or several days of not washing. So using a sulfate-free shampoo is a bit of a trade off: no sulfates means that you're working with a gentler product that may require a little extra effort (i.e. adding water to get it to spread better), or even a little extra shampoo to remove build up - vs - a sulfate based shampoo is more harsh on your hair/scalp and contains ingredients that are linked to numerous scalp, skin and health conditions.

Being sure to rinse and scrub well, like a professional stylist does when shampooing your hair, along with leaving the shampoo on for just a minute or two to soak, before rinsing, can give the cleansing agents a chance to work at removing extra sediment.

However, another common reason for hair feeling dry after washing it with the shampoo, is that the hair is already severely dehydrated or even damaged.

Many of our customers have found it helpful that after washing with the shampoo and conditioner, following with a small amount of <a href="LuxeOrganix Argan Oil Styling Cream">LuxeOrganix Argan Oil Styling Cream</a> helps add hydration and control, leaving hair smooth and frizz free, and adding manageability.

Also helpful is to occasionally use a deep conditioning hair mask, in place of the Argan Oil Conditioner. The <u>LuxeOrganix Deep Conditioner Hair Mask</u> is designed to pair perfectly with the Argan Oil Shampoo, and can make a significant difference in the health of your hair and scalp. If you're frustrated with dry scalp or hair, and want to give it something nourishing, you can't beat the premium ingredients that are in this hair mask. You will notice almost immediately how it penetrates deeply, to strengthen, repair and grow healthy hair.

Of course using high quality products meant for your specific hair type is only part of the equation. Taking good care of your hair, eating healthy foods that will enable your hair to grow healthier, and using simple home remedies can help treat and restore dry hair to being naturally beautiful. First, let's look at some of the different factors that can cause your hair to become dry or damaged:

- The weather
- Heat styling
- Too many smoothing treatments (such as Keratin treatments) too closely together
- Hormone changes or treatments
- Using any hair products with harsh sulfates
- · Brushing your hair when it is wet
- Over using shampoo, stripping your hair of it's natural oils
- Chasing split ends (hair that needs to be cut above the split to stop it)

The good news is there are many available solutions as to how to help remedy this, in addition to using the LuxeOrganix Argan Oil Shampoo and Conditioner as part of your hair's healing process. Let's explore some ideas for you below.

### How To Rejuvenate and Protect Your Hair

1. Dealing with the Weather:

Though you probably already realize that dry and brittle hair is a year-round problem, winter's cold combined with higher temperatures indoors can parch and dry out your hair. So you'll want to adjust your winter hair care regimen if this is a common challenge for you. Plan to give you hair a heavier dose of moisturizing love, by allowing your



conditioner to soak longer than you normally would (normal soak time is 3-4 minutes, in the winter you'll want to stretch it to at least 5-10 minutes). Also consider adding a hair mask to your regimen. More on that in minute....

2. Heat Style the Right Way with the Right Tools: Did you ever see the YouTube video where the girl burned off all her hair with a curling wand? There are right ways and definitely wrong ways to style with heat. You can use hairspray and other products that contain, say alcohols, but you want to have a barrier between the hairspray and your hair. The way you create the barrier is by using something with an oil base. (Our Argan Oil Styling Cream is perfect for this as it contains a Thermal Heat Protectant that provides hydration and control.)

- IMPORTANT: Always make sure your hair is 100% dry before using a heat styling tool, such as a curling iron or flat iron. If you are using a styling gel, spray or something similar, make sure your hair has been thoroughly dried beforehand. Be careful to avoid burning your hair when using a blow dryer by making sure your heat setting is not too high that it would burn your skin (this is a good way to test if it is too hot for your hair), and don't hold the blow dryer so close to your hair that you see smoke or smell it. Also important for drying your hair: traditional blow dryers dry the hair from within the hair shaft to the outer layer, and also take longer to dry the hair. An lon Blow Dryer; however, dries hair from the outside, which not only makes a great impact on the health of your hair, but it also saves you a lot of time by drying the hair faster. If you blow dry your hair, investing in an lon blow dryer is a wise investment for the health of your hair.
- 3. Minimize "too many" Smoothing Treatments: Consider taking a break from or discontinue straightening (or Keratin) treatments by just "going with" your hair type. Typically those of us with naturally curly hair love straightening our hair because we aren't thrilled with how our locks look. They may look frizzy, or have unnatural kinks. A well trained stylist should be able to advise you of styling products that can work with your natural hair, and give you beautiful, bouncy locks. Another secret for dealing with those few sections of your hair that don't curl up well like the others, is to simply use a curl iron or wand to spot treat those difficult areas. You can also define your curls by twisting them around your finger while they are still damp after showering and applying a styling cream. Then simply let them air dry or use a diffuser on your hair dryer, occasionally scrunching (without rubbing) your hair.
- 4. Use Sulfate-Free Products: Not only do you want to watch out for sulfates in your shampoo, but you also want to check to see if your hair styling products contain sulfates. Sodium Lauryl Sulfate is widely recognized as a culprit of not only causing dry, brittle hair, but it also can lead to itchy, flaky, irritated scalp; dull, lifeless hair; frizz; volume and manageability issues, let alone other health concerns. Another issue with sulfates is that they fade color. So if you're color-treating your hair and using sulfate-based products, you may be decreasing your colors vibrance and longevity. Using products with alcohol and detergents will also cause problems. If you find that you have styling products with these ingredients, consider finding healthier alternatives that provide you with the same results. It may take some experimenting to find a permanent replacement, but your hair will thank you for it (and so will your body).
- 5. **Give Your Hair a Break From Shampoo**: You may have already heard from your stylist that "you shouldn't wash your hair everyday," and that you should give yourself at least a day off in between shampooing. This is something you may or may not already be doing; however, if for whatever reason this strategy isn't a good fit for you, here's another alternative (or even an additional bonus to consider adding if you have extremely dry or brittle hair). It's called, "co-washing." Maybe you've heard of it? The idea is to stretch out your shampoo days by exchanging it

with a formulated cleansing conditioner, sometimes referred to as "co-wash" or "no-poo" (no shampoo). This can give your hair a break from shampooing, which when used frequently, has a tendency to over-strip your hair of it's good oils. Learn more about Co-Washing with our Refreshing Mint CoWash Cleansing Conditioner here.

- 6. **Don't Procrastinate on Getting Your Hair Cut**: You probably have heard that regular hair cuts are important to remove the battered, split ends of your hair. Different factors, such as your hair length, if you chemically treat your hair, or if you're growing your hair out, will impact the amount of time you should plan between cuts. Your hair stylist should be able to tell you how often you should have your hair trimmed based on your unique situation. (But if it's been over 3 months you're overdue!) A good rule of thumb for short hair is 4-8 weeks, 6-12 weeks for mid-lengths, and at least 8-12 weeks for long hair. You'll want to trim more frequently if you're dealing with damaged hair (such as split ends), and less frequently if your'e trying to grow your hair out. On the other hand, if you have already been getting your hair cut regularly, it may be time for a major cut. A major cut sometimes is what will make all the difference. Three years ago I decided to cut off 11 inches, since my hormone issues had been overcome and my new hair was much healthier. Unfortunately the bottom part of my hair still showed the effects of the damage from my hormone imbalance (my ends were sparse, thin and brittle, and didn't match the top, new healthy part of my hair). Since I lopped off those 11 inches, I've averaged 6-8 weeks between my trims. My hair has never looked better and I am regularly complimented on it.
- 7. Regular Deep Conditioning: Add a hair mask to your hair care regimen. Whether you use an inexpensive DIY (Do-It-Yourself) home remedy, such as a Coconut Oil based hair mask, or a healthy, organic based hair mask that you purchase, using a hair mask regularly, combined with your Argan Oil Shampoo and Conditioner, could make all the difference in bringing your hair back to it's once healthy, vibrant self. (Check out our LuxeOrganix Deep Conditioner Hair Mask that deeply penetrates to strengthen, repair and grow healthy hair.) Now, how often should you use a hair mask? It's going to be different for you, just as it is different for everyone. Try experimenting with once or twice a month, and then if your hair isn't feeling any difference, increase the frequency (or allow the Argan Oil Conditioner to soak in for longer periods while you shower the rest of your body). The healthy of your hair will determine the frequency, so it really does depend on your unique situation, so don't be afraid to experiment...or better yet, reach out to us for personalized attention and advice!
- 8. Hormones, Illness or Nutritional Deficiencies: Let's be honest most of us are affected in some way or another by our hormones, let alone dealing with illness and probably more commonly, we are dealing with nutritional deficiencies and may not even be aware of it and how it is impacting the health and appearance of our hair. Hormone issues, for example, can cause sudden hair loss for many women, as well as cause the hair to be malnourished, and therefore lack luster and be susceptible

to dryness and breakage. Hormone imbalance in estrogen and testosterone are just a few examples that can cause hair woes. Insulin imbalance also has a negative effect on hair. If you are using high quality hair care products and being very nurturing to your hair, getting your glucose and hormones (such as estrogen, testosterone, & thyroid) levels checked may give you a better understanding of what is at the root of your problem. Additionally, you can take charge immediately by eating clean and incorporating more fiber into your diet, which can help lower estrogen levels. Eating a high protein, low-glycemic carbohydrate diet with lots of vegetables has a positive impact on insulin resistance that may be contributing to the poor health of your hair. Stress and lack of essential vitamins also play a role, so it really is important to feed your body whole foods that are naturally loaded with vitamins, as well as to get enough sleep, and to learn what your body may be lacking so you can give it what it needs to thrive. A Functional Health Practitioner or holistic health care professional can be a great resource for all of these concerns to help you achieve overall health for your hair and body.

### **Recommended Products**

To save you some time and effort searching for products that you know will be safe for your skin and body, we'd like to let you know about some of our complimentary products that likely will benefit you. You can find them on <a href="mailto:amazon.com">amazon.com</a> or on our <a href="mailto:online">online</a> store.

### **Biotin Hair Rescue Shampoo and Conditioner**

Formulated with more than 20 ingredients that stimulate the scalp and promote healthier hair growth, this sulfate-free shampoo and conditioner set is perfect for those who are looking for a natural and organic hair care product. Whether you are challenged with hair woes that you're hoping to overcome, or if you just enjoy aromatic essential oils of Tea Tree, Mint and Rosemary, you'll be excited to try out this heavenly scented duo. To read up on some of the hair challenges it can help you overcome, check out this post or go here to order it.



### **Coconut Oil Deep conditioner Hair Mask**

A solution for dry or damaged hair from color treatments that allows you to dry without tangles. This organic deep conditioning hair mask is what you've been searching for. Fuller feeling hair for less than the cost of dinner for two...Yes. Marshmallow root extract soothes dry scalp, with a calming and relaxing scent. You'll wish you found it long ago. Buy it here.





## Refreshing Mint CoWash Cleansing Conditioner

Also known as an "In Between Shampoo Alternative," this conditioner with gentle cleansing agents is the perfect resource following a chemical treatment, giving you days or even weeks off from shampooing, helping to preserve your recently treated hair by not stripping it, but instead moisturizing and refreshing it. Read about it <a href="here">here</a> or buy <a href="here">here</a>.

### **Moroccan Argan Oil Styling Cream**

Perfect if you're wanting to give your hair added protection, while softening and adding manageability to your hair, with a light hold. Works beautifully for all hair types, especially those with wavy, curly or frizz-challenged hair. Read more



### **Brilliant Eyes Bio-Advanced Daily Eye Cream**

Though it's designed to be gentle for the most delicate skin around the eyes, this daily eye treatment packs a punch of cutting edge peptides, ocean plant-based retinol and fruit-based glycol acid to firm, rejuvenate, repair and soothe your eye area. With more than a dozen botanicals, pure plant oils and organic vitamins and minerals, your skin will be soft and hydrated with the look of fine lines and wrinkles minimized. Check it out here.





### **Remarkably Clean Purifying Facial Cleanser**

This detoxifying activated bamboo charcoal face cleanser tightens and lifts dull, dead skin, and draws out pore-clogging impurities, oils, and makeup like a magnet. Perfect for all ages. Anti aging and pore minimizing, collagen boosting MSM drives botanical extracts deep into skin to balance oil production and improve tone, texture, and elasticity, leaving skin revitalized. Read more about it, and buy it here.

### **Vitamin C Infusion Daily Face Moisturizer**

Safe organic and natural ingredients. This gently crafted dark spot remover formula is a natural hyperpigmentation treatment. You'll love knowing it's vegan, cruelty and paraben-free. Known to smoothes wrinkles, this natural facial moisturizer is ideal for dry or mature skin. Helps slow the signs of aging by firming; fine lines become less noticeable with improved texture. Lightweight, easy to apply and penetrates quickly. Works great for daytime use under makeup or days without makeup. The perfect Vitamin C boost that hydrates skin without feeling heavy or greasy. Read more about it here, or buy it here.



### Need help?

It means the world to us that you have a delightful experience with our products! If you have any questions or if there's anything we can do to help you, please don't hesitate to reach out to us - just text **LUXEHELP** to 44222.

Feel Beautiful,

Gratefully,

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