



## Notes from the desk of a Trichologist

When I'm occasionally asked for my advice on any aspect of running a Trichology clinic - I often feel a slight a slight sense of 'imposter syndrome'. I really don't have any startling insights, amazing advice, secret remedies - or secrets of any kind; and I feel that perhaps this admission will come as a disappointment to whom ever I'm speaking to.

But lets stop and really think about this for a moment.... each of us who has completed the Institute of Trichologists course has undergone a meticulous and comprehensive training, encompassing nutrition, chemistry, genetics, light and heat therapies, massage, consultation techniques, microscopy, trichoscopy, general scalp examination, genetics, anatomy and physiology, reading blood test results, conversing with health care professionals, GDPR, health and safety, clinic management..... the list seems endless.

Add to this, a 2 year mentorship programme, preparing and submitting 48 case studies for examination, comment and constructive critique.

So.....all in all, we undergo quite a journey to achieve the right to call ourselves a "Trichologist". Many hundreds of hours studying, completing modules, writing essays, researching, revising, sitting exams and travelling.

And yet, all of this does not produce 'fully formed' Trichologists.....

It merely puts us on the 'starting block'.....gets us ready to begin our first tentative steps into the real business of trichology, for once we've returned the graduation gown and framed the graduation certificate.....it's time to really start to learn.

So any advice I do have is merely this....

Follow your training.....

Find a suitable clinic address you can be proud of.

Equip your clinic with the necessary equipment you need.

Create your brand.

Design and promote your website/google page/social media.

Reach out to fellow health care professionals.

Put the word out about what you do.

Talk to hairdressers - talk to everyone!!!

Send out your consultation forms.

Study, cross-reference and research your patients history.

Prepare for each consultation.

Give 100% to every patient, in every consultation.

Examine and record in detail patients' scalp and hair.

Perform accurate and detailed microscopy and photography (with consent).  
Explore every possible diagnosis.  
Consult with other health care professionals/trichologists (with patient consent).  
Follow-up with patient within an agreed timeframe.  
Offer continued advice, support and follow-up appointments (where appropriate).  
Comply with GDPR/Health and safety.  
Constantly read new research.  
Invest in new equipment and treatments.  
Attend seminars, conferences, workshops and on-line training.  
Never stop learning.....  
Never stop moving forward.....  
Be better today, than you were yesterday.

The Institute of Trichologists will be with you, working for you and supporting your development - as the Institute itself develops and progresses into the next decade....working in partnership together.

*Neil Harvey* MIT

