Instructions for:
Keratin Pre-tipped Hair Extensions
Micro ring Hair Extensions
Tape-In Hair Extensions
Vision Hair Extensions
Suppliers of keratin tipped hair extensions for fusion and micro ring application,
Tape-in Extensions, accessories, supplies and training

This training guide explains the application techniques of the following:

Fusion keratin technique, (strand-by-strand), using pre-tipped keratin hair extensions and a hot application tool.

Micro ring technique using I-Tipped keratin hair extensions with silicone and/or copper micro rings, (also called cold fusion).

Tape-in Hair Extensions

Also included in this guide:

- Hair types and sources
- Hair extension techniques
- Colors and textures
- Care guide
- Professional salon forms
- Much more...

Disclaimer
Hair extensions should only be applied by licensed professionals. Check with your local “State Board of Cosmetology” for more information. The “Hair Extension Training Guide for Professionals” is a resource for information only. Use at Your Own Risk. This information does not guarantee that you will be able to get or apply hair extensions properly. Rather, it gives you enough information to help you make better hair extension decisions.

Professionals who are certified by sending a manikin to Vision Hair Extensions are only assessed on the quality of the application on the manikin received by Vision Hair Extensions. Vision Hair Extensions does not, and cannot, guarantee that the certified professional will apply hair extensions properly to clients.

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Hair Extension Training Guide for Professionals

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Hair Extensions 101

What every professional hair extensionist should know about the hair extension profession.
This is a great business to be in. People around the world are fascinated with hair extensions. As a professional you will be asked all kinds of questions relating to many different types of extensions. Keep yourself educated by staying on top of the latest trends and the tried and true techniques. If you can answer questions with knowledge you will gain the client’s trust.

What Kind of Hair Makes Extensions?
Hair comes in many different qualities and from many different sources. The following will give you the information needed to make informed choices when purchasing hair for extensions.

Remy (remi)/Cuticle Correct Hair - Remy hair is the best type of hair to purchase for hair extensions. Unfortunately many companies today are calling their hair remy and it is not really remy. True remy hair has been carefully braided or tied before being cut from the donors head. This keeps all of the cuticles aligned, thus eliminating tangling and matting. The hair needs to be carefully handled through all coloring processes to keep the cuticle aligned. Real remy hair should last 3-6 months if it has been chemically textured or lightened to a level 6 or higher and 6 month to 2 years if the color is level 5 or darker with no chemical texture.

Non-Remy/Fallen or Brushed Hair – This is the cheapest hair available and is not recommended for long term wear. Non-remy hair is collected from cutting room floors, hair brushes and anywhere else long hair can be found. It is then thrown in a vat of acid to wash away as much of the cuticle as possible to try to prevent tangling,(with no cuticle the hair swells terribly with washing and humidity). At this point coloring will take place. The hair is then put in a silicone bath to make it shiny and feel beautiful. The hair is then aligned and put into wefts, keratin tips or bulk. If a texture needs to be permed into the hair more silicone will need to be added. Chinese hair is the best hair to go though the acid bath because of its strength.

There are some companies who are very good at this process and can produce a product with minimum tangling. The trick for them is to get the entire cuticle off without the acid destroying the hair. Any remaining cuticle will cause matting and tangling as soon as the silicone is washed away.
-Single Drawn Hair-

This hair has been placed in a pony tail or braid and then cut from the donor’s head. At this point the very shortest hairs are removed, (the shortest hairs are “drawn” out, hence the name single drawn). This leaves some hairs that are shorter than the full length giving it a slight tapered, layered look. This makes for easy blending and the most natural look.

95% of all true remy hair is single drawn. If you want a very thick bottom edge to your client’s hair order the extensions 2”-3” longer than the desired length and trim.

-Double Drawn Hair-

This type of hair is all one length. There are no shorter hairs in the extensions like single drawn hair. All of the short hair has been “drawn” out. 95% of the time double drawn hair is the inexpensive Non-Remy hair. Double drawn remy hair is very expensive because so much of the hair is discarded, because of this very few companies have remy double drawn hair. The advantage is you always get the length you want without it being too thin at the bottom. A disadvantage is unless you are an expert at cutting with a razor the hair can look doll like and rather fake.

Euro So.Cap has Remy Double Drawn available as a special order directly from Italy. Allow 10 days for shipping.
Hair Extensions Come From...

**Indian Hair** - Indian hair is considered by many to be the most beautiful hair in the world. It is fine in texture and comes with a natural body wave that is the perfect texture for most people. Indian hair can also be purchased with a strong natural curl which is full of volume. A large percentage of the highest quality hair extensions sold today are from India. Wondering how so much hair can come from India? Do people just sell their hair or is the hair taken from dead people?

India is a country with a large religious population of Hindus. Hinduism is a religion consisting of various customs and beliefs in the name of faith. One such belief in Hinduism is sacrificing one’s hair in the name of god. Donating hair to god is an ancient practice which has been going on for many centuries. For most people, hair is what defines their appearance and beauty.

In India, cutting your hair is considered letting go of your ego for God. No one is greater in front of God, and by sacrificing your hair in the name of God, you are letting go of your ego and devoting time for God. People in India usually donate hair because they are grateful for a blessing or are asking for a blessing.

Everyday thousands of Hindus gather in religious places like temples to pray to God and sacrifice their hair. Temples have tonsure rooms where devotees sit in rows and get their hair shaved by people appointed by the temple. The cutting process is done in a clean hygienic environment using disposable razors. The hair is then collected and put aside for auction. The hair in these auctions is usually sold by the ton. A chain of buying continues from the main buyer to various middle men and distributors. These large quantities of hair are sent to the factories of the suppliers and then sorted, hackled and sorted by length. It is then sterilized, washed and dried under the sun outdoors. After drying, it is drawn and tied into bundles.

**Italian Hair** - Sorry Italy, most Italian extension hair is from India, Italy is the largest importer of Indian hair today. Italy does process the hair but they don’t grow it. Euro So.Cap uses beautiful Indian hair.
Asian/Chinese- This type of hair is usually very straight and coarser than Indian, European or Russian hair. If you can get real remy Chinese hair that has not been over processed it can be very beautiful. Make sure your client’s hair is straight and medium to coarse in texture or it will not look natural. Most Chinese hair is non-remy and will only last a short time.

European Hair- Hair that is called European hair does not necessarily come from Europe. It is a name for hair with a similar fine texture. Indian hair, Latin American hair, Ukrainian hair and Moldavian hair may all be called European, (Chinese hair can be stripped down to mimic the fineness of European but it is of extremely low quality). There is one thing you can be sure of; the European hair you purchase will not becoming from a rich European country, only the poorer countries have a hair market.

Russian Hair- True Russian Hair is very very expensive –about $200+ an ounce and it is hard to find. The natural virgin colors range from level 2 to level 6 anything lighter needs to be processed to become lighter. If you are going to invest in Russian hair, it is best to use it with a sewn in weave so it can be reused for a few years. If you use keratin bonds make sure you use a high quality keratin to prevent shedding. Super Keratip Rebonds are the best and strongest keratin to use with this excellent hair. Russian hair can be reused for up to 2 years.

Virgin Hair- There is very little true virgin hair in hair extensions. The term virgin means never colored or permed. Chinese/Asian virgin hair will be black to off black in color and straight, if it has been acid washed it is not virgin. Indian Virgin Hair is color #1B (off black) to #2 (darkest brown). European Virgin Hair is the same as for Indian: color #1B (off black) to #2 (darkest brown).

Synthetic Hair- This type hair is best used for temporary occasions. Synthetic does not move the same as real hair and it can look overly shiny which comes off as fake. It may be a good alternative over very cheap human hair because it will not matt as fast. A heat resistant type that can be curled with a curling iron is called FUTURA
Hair Extension Length

Most people who want long hair extensions really want extensions that are 16”-20” in length.
For many people 12”-14” is long enough.
Keep in mind that the longer the hair the more it costs.

Use chart below as a guide for hair extension lengths
Hair Extension Types

**Bulk/Braiding Hair** - This hair comes loose with no keratin, glue, clips or wefts attached. Use this hair if you want to apply your own keratin tips or braid hair extensions in with your own hair. Bulk/Weaving hair can be difficult to handle because there is nothing to hold it together and keep it from getting messy, (think of a pony-tail you put elastic on and cut off). When trying to work with bulk hair try to take small sections at a time without tangling up all the hair – possible but hard to do. For easier handling it is recommend getting hair on a weft. Bulk/Braiding hair is used for: Braiding, Tipping with keratin/glue.

**Weaving/Weft Hair** - This hair has been sewn together at one end so you have a continuous “track” of hair. The wefts come in either machine or handmade. Machine made is the best for most applications: they are the best for gluing because the glue sticks well to the wider sewing area and they tend to be thicker for better hair density. Handmade wefts are very fine and are best for sewing in a weave when you want to keep the bulkiness to a minimum. Hand wefts come in average 10” long wefts that cannot be cut because they will unravel. Machine wefts are usually 36”-48” long and can be cut to length. 4 ounces is the standard size of a package of weft hair – the longer the hair the shorter the weft. One 4 ounce package is usually enough hair if you are using 12”, 14” and sometimes 18” length hair. Anything longer you will more than likely need 2 packs of hair.

- Weaving/Weft hair is used for:
  - Tipping with keratin/glue
  - Weaving
  - Braiding
  - Making Clip-in Extensions

**Tape-in Extensions** are made of thin strips of clear polyurethane with hair attached and tape on one side. They are usually 1 1/2” wide. Tape-in extensions are attached to the hair by sandwiching the client’s hair between 2 tape-ins or one tape-in and a piece of single sided tape. They can be applied higher up the crown than keratin tips and work great when hair is very delicate and has trouble holding other types of extensions. Removal and clean-up can take longer than the original application.

**Pre-Tipped Keratin Hair** - This hair comes already pre-tipped with keratin. The packs are typically smaller than the weft or bulk hair usually ½ ounce to 1 ounce of hair per pack. The size of the tips can vary greatly from 0.5 grams to 1 gram. The tips come in different shapes for the following uses:

  - I-Tipped/Shoe Lace Tipped for use with micro rings (some call this cold fusion because there is no heat.
  - U-Tipped/Flat Tipped for use with a hot fusion iron or ultrasonic machine (cold fusion)
Hair Extension Colors

Hair extension colors do not match the color level system made by the hair color companies used in most salons. If you order hair extensions by level, unless you want #1 Black, the colors may be wrong. The best way to order is to have a color ring from the company you are purchasing from. Each company has their own color ring and they do vary. We will help you to match hair by phone if needed.

Available Color Rings

808/909 (also can be used for Vision Select and Economy Hair Extensions)
Euro So.Cap. (their colors run darker than most see chart below)
Donna Bella

Use the chart below as a guide only

<table>
<thead>
<tr>
<th>Color Level</th>
<th>808/909</th>
<th>Euro So.Cap</th>
<th>Donna Bella</th>
<th>Vision Select Economy</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1-Black</td>
<td>#1</td>
<td>#1B</td>
<td>#1</td>
<td>#1</td>
</tr>
<tr>
<td>#2-Very Dark Brown</td>
<td>#1B</td>
<td>#2</td>
<td>#1B</td>
<td>#1B</td>
</tr>
<tr>
<td>#3-Dark Brown</td>
<td>#2, #2A, #3, #39</td>
<td>#3, #32</td>
<td>#2, #3R</td>
<td>#2</td>
</tr>
<tr>
<td>#4-Medium Brown</td>
<td>#4, #4A, #5, #37, #35, #33D</td>
<td>#6, #8, #33</td>
<td>#4</td>
<td>#4, #37</td>
</tr>
<tr>
<td>#5-Light Brown</td>
<td>#6, #7, #8, #30, #31, #32, #33</td>
<td>#12, #14, #30, #35, #530</td>
<td>#5B, #5R, #6, #32, #33</td>
<td>#33</td>
</tr>
<tr>
<td>#6-Dark Blonde</td>
<td>#12</td>
<td>#17, #130</td>
<td>#6, #30, #31</td>
<td>#6, #32</td>
</tr>
<tr>
<td>#7-Medium Blonde</td>
<td>#27, #28, #29, #18</td>
<td>#27</td>
<td>#10, #27A</td>
<td>#12, #8, #18, #27</td>
</tr>
<tr>
<td>#8-Light Blonde</td>
<td>#17, #14</td>
<td>#26, #DB4</td>
<td>#12, #27</td>
<td>#14</td>
</tr>
<tr>
<td>#9-Very Light Blonde</td>
<td>#22</td>
<td>#24, #28, #DB3</td>
<td>#22, #24</td>
<td>#22</td>
</tr>
<tr>
<td>#10-Lightest Blonde</td>
<td>#613</td>
<td>#20, #DB2, #1002</td>
<td>#613, #600</td>
<td>#613</td>
</tr>
<tr>
<td>#11-Super Light Blonde</td>
<td>#60</td>
<td>#1001, #1003, #1004</td>
<td>#60, #1001</td>
<td>#60</td>
</tr>
</tbody>
</table>
Matching Hair Extension Colors

Unless your client has flat-one colored hair, (this is unusual), it is very important for the best result to order 2 to 3 hair extension colors.

The following are some tips learned from many years of hair extension application experience:

1. The hair extension color does not have to be an exact match to the client’s hair color. Look for the same depth of color not the exact tone. Once the extensions are in they will “take over” the whole head of hair and will look great. Most extensions will have a slightly warmer tone than the client’s hair, because the extension hair is lightened and the natural warmth has come out.

2. Don’t let your client select the color. This is your job as a professional, some people will go crazy worrying about the hair not being exact. You know better than they do, save yourself the headache and trust your experience.

3. Don’t show the client the hair before application unless there is a specific reason. You know when the hair arrives if the color will work or not you don’t need to ask your client. Many times non-professionals think the hair is too dark or too light or not enough. This adds more stress and worry for them and you. Have your hair all set up and ready when they arrive.

4. Open you package as soon as it’s delivered to make sure everything is correct. It happens over and over. A stylist has their extension hair for several days but they are busy and never get around to opening the package. The morning of the service comes, the package is opened and the order is wrong! It could have been easily fixed if it was opened upon delivery.

5. Select a base color, lowlight and highlight or base color and highlight. Level 5 and lighter hair looks best to have 3 colors- Base, highlight, and lowlight. These colors can be just a shade apart or several shades for a more dramatic effect. Level 4 and darker looks best to have 2 shades best-usually the base then a highlight.

   Base Color: is selected by matching the client’s hair color at the mid shaft of the hair just below the occipital bone. The Base color will make up approximately 50%-75% of the total amount of hair extensions. This hair should never be as light as the ends of the client’s hair or it will look washed out and unnatural.

   Highlight Color: is selected by matching the client's ends or existing highlights. This color should make up approximately 25% of the total amount of hair extensions.

   Lowlight Color: is selected by matching the clients root color for a natural look or 1-3 shades darker for a more dramatic look. Lowlights should make up approximately 25% of the total hair extensions.
How to Color Hair Extensions

It is the best policy “NOT” to color hair extensions.

No company will guarantee their hair when you have processed it; there are just too many variables. Remember: Hair extensions don’t need to match the client’s hair exactly! See Matching Hair Extension Colors for more info.

If you simply have to color the extensions here are the rules (No Guarantees):

1. Select the hair with the closest color to the color you want. Always select the same or slightly lighter color, never darker. Hair extension hair can be very difficult to lighten if it is any color except virgin color #1b or #2.

2. The hair needs to be in a weft or pre-tipped and banded loosely with an elastic. You will have to work the color up under the elastic. Wash the hair first with a mild shampoo and pat dry but leave damp. (Dry hair will “suck” the color up and be uneven)

3. The toner (color): demi-permanent color works the best with a very low developer. If you are toning blonde hair mix clear into the color if available.

4. Work the color thoroughly into the hair using a color brush—you can also pick up the bundle and work it in with your hands. Be gentle with the hair make sure you don’t scrub. Get the color under the elastic or you will have a missed spot on the strands. Try not to get color on the keratin bonds. If you do make sure you wash them thoroughly.

Extensions hair can process color faster than the natural hair on the client’s head because the extension hair can be porous. It can also process slower because there is no heat. Keep a close eye on it. If it is slow wrap in plastic and warm with a blow-dryer.

5. When processed wash gently with luke warm water and a gentle shampoo. Work in a very light conditioner, rinse again. DON’T GET ANY CONDITIONER ON THE KERATIN!

Let dry on a towel, (overnight if possible), dry gently with a blow-dryer or hang under a hooded dryer. Flat iron the hair after drying to smooth and make it easy to work with.
**Hair Extension Training Guide for Professionals**

**Tips on Maintaining a Client’s Hair Color with Hair Extensions**

Your clients can have hair color, highlights and extensions too, just follow these tips:

Color the clients roots approximately 3 days before the extension application. This will let any residue or swelling leave the hair and prevent extension slippage. This will also give you four or more weeks of growth before the next touch-up, making it easier. When doing a touchup avoid the bonds as much as possible but some color on the bonds will not hurt them. Foil highlights can be done on the crown top and sides and between any extensions. Extensions themselves work as highlights.

**Hair Extension Care**

**Brushes, Shampoo and Conditioner**

Hair Extensions should be brushed 2 times daily. Extensions need a brush that won’t catch the bonds but will flow through the scalp and eliminating tangling at the roots.

**Boar and Nylon Bristle Brush (top)** – these bristles will flow through hair with extensions very well. Great for fine hair but will work on any hair.

**Loop Brush (bottom)** – the loops on these brushes are made to float right through any type hair to the scalp. Best for curly hair.

Hair extensions have no natural oil of their own so the correct shampoo and conditioner is very important. It is essential to use a sulfate free shampoo which will not strip hair. Only a single use of a strippling/volumizing shampoo can damage the hair. Shampoo that is formulated for hair extensions is an excellent choice too. We highly recommend **Euro So.Cap Super Art Shampoo**.

Use a rich conditioner that is formulated for color treated hair. Keep the conditioner away from the roots but be generous with it on the rest of the hair. Do not over rinse the conditioner, (leave a bit behind). We highly recommend **Euro So.Cap Nutry Cream Conditioner**. Use a generous amount of silicone based leave-in conditioner on your hair before drying and reapply if hair gets full of static or tangly. **Serum Fluid** is one of the best.

When washing and drying hair gently squeeze the shampoo and conditioner through, never scrub the hair. The same goes for towel drying, gently squeeze the hair to dry do not rub.

Wear a braid when you sleep at night to keep hair from tangling and to keep pressure off the bonds.
Hair Extension Textures

Hair extensions come in many textures, some natural and some chemically created. Any hair extension hair that is curlier than a body wave is very difficult to find and usually non-remy. Very curly extensions are best left for clip-ins and short term wear, (see curly hair for more info). The following is a list of many types of textures and recommendations for use.

**Straight**

Natural straight hair can vary from stick straight (Asian), to straight with a wave when washed (Indian).

**Straight Indian Hair**

Indian hair is never completely straight. It always has a natural wave when washed, the wave of the extension hair can vary with each batch. The fine texture of Indian hair makes for light, full extensions. They may need to be slightly straightened with a flat iron to look straight. This is a good choice for most people with naturally straight, full or wavy hair and all ethnicities.

**Straight European Hair/Russian** - Straight until washed then usually has a very slight wave. Typically straighter than Indian. This is a good choice for people with straight hair.

**Straight Chinese/Asian hair** - is typically very straight- also called silky-straight. It lies flat and tends to be heavy. This is a good choice for clients with very straight hair.
Wavy/Body Wave Hair

Many types of hair have a natural wave while other hair has to have the wave chemically added. Keep in mind that the more chemical treatments hair has the more damage it has acquired and the shorter lifespan it will have.

**Indian Hair**- (Euro SoCap, Q Indian, Economy and Donna Bella)
Indian-straight hair will always have a natural body wave in it. The wave is natural so the only chemical process is coloring. The wave can vary a bit from batch to batch. Highly recommended for clients with wavy hair or body in their hair. Can be straightened or curled with a curling iron for a different texture.

**Body Wave European Blend Hair** (808 & 909)
A body wave is chemically permed into this type of hair. The wave tends not to last because the wave is so slight. Body wave can help to support curling with an iron
Curly Hair

There are several types of curly hair extensions. Most have chemically added curls. The only hair available with a strong natural curl is naturally curly Indian Hair.

**Indian Natural Curly Hair Extensions** - This natural curl is very full. It is virgin hair of the highest quality. Recommended over all other curly hair.

**Chemically Curled Hair** – Most curls in hair are chemically added. Usually chemically curled hair is Chinese hair but can also be Indian or European hair. The quality of this type of curly hair is often non-remy even if claimed to be. Be sure of your supplier.

**Recommendation** - The full big curl look has to be done with a curling iron or rollers with hair extensions the same as with normal hair – Explain this to your clients.
How to Perm Keratin Tipped Hair Extensions

Perming hair extensions should only be attempted if absolutely necessary. The person doing the chemical service is responsible for any problems with the hair after any chemical service.

This guide will help with perming if needed.

- Only perm remy hair. Never perm non-remy hair
- Never perm hair when the extensions are in the clients head. This will put too much stress on the clients own hair and may cause some hair loss.
- Do a strand test on a couple of strands to see if the perming will be successful

Recommended perm formulas
select the perm formula according to the color of the hair

- #1, #1B, #2, #3 – Use a regular strength perm.
- #4 thru #12 and most reds– Use a color treated formula
- All blonde hair from dark blonde to light blonde need to be permed with a bleached perm.
- Do a test perm on a few strands first!!!

Wrapping

- Bundle strands together into packs of 2-3 strands with tiny elastics. Each little bundle will be wrapped onto 1 perm rod
- Wash all of your little bundles with a clarifying shampoo
- Wrap using end papers in a spiral manner on ordinary perm rods in your chosen size.
- Process according to directions. It is recommended to strand test the hair early.
- Continue to follow all perm directions from manufacturer.
- After neutralizer is rinsed let the hair dry on the rod for the best curl.
- Rinse hair after removal from rods
- Make sure that the bonds have no residue on them after the perm process is over, it may affect the hold of the keratin.
Application Methods & Instructions

There are many methods of attaching hair extensions. In this section we will review descriptions of all the major types of hair extension application methods. This will give you important knowledge about your trade. Clients will trust a stylist more if the stylist can answer the many questions that are often asked.

Keratin Fusion Pre-tipped Extensions using a hot applicator
(Complete instructions on page 20)

This is the newest and fastest growing method. It can work on any texture hair and is especially suited for straighter hair that has trouble holding a weave. For a successful application your client needs to have a healthy head of hair and the hair has to be thick enough to support a hair extension. Extensions are applied in a strand-by-strand manner. The hair, pre-tipped with keratin, is bonded to the client’s hair with a hot hair extension applicator. The heat is no hotter than a curling iron and it is only applied to the hair for a few seconds thus causing no damage to your client’s hair.

Keratin Fusion Pre-tipped Extensions using an Ultrasonic applicator (cold fusion)

Ultrasonic application of hair extensions is applied in the same way as a fusion application with a hot applicator. But instead of heat melting the keratin, ultrasonic waves melt the keratin. The applicator tip does not get hot. It’s a great way to apply extensions but the machines can cost over $4500.

Keratin I-Tipped extensions using micro rings for attachment
(Instructions on page 25)

This is a very popular method of strand by strand application. The hair extensions for this method come tipped with a shoelace shaped end or I-tip. They are applied in the same pattern as the keratin fusion extensions, but the hair is held in with either a copper micro ring, silicone lined micro ring or screw micro ring. There is no heat used in this method.

Weft Hair Extensions - Glue Bond
(Simple instructions)

-This method uses a bonding agent and weft extensions. Machine wefts are the best for bonding.
- Follow the same placement pattern as in the enclosed keratin instruction guide. Each row will represent 1 weft.
- Cut your hair wefts so that they fit along the pattern you wish to create. Make the wefts slightly smaller than your actual part so that the ends do not show.
- Apply small drops of your bonding glue along the edges of the hair weft and wait until it becomes tacky, but not dry.
- Apply the hair weft to your parted hair as close to the scalp as possible without actually gluing it to the scalp itself.
- Apply small droplets of your bonding glue along the top edge of the hair weft and sandwich over with a thin slice of hair.
- Press down with a steel handled rattail comb
Use a blow dryer to heat seal the bond by moving it back and forth over the hair weft for 15-20 seconds.
Weave with Cornrows

Weaves are typically used by African American women but can be used by any ethnicity. Weaves work the best on hair with “texture” and not hair that is too silky and slippery. Weaves are usually attached by braiding tiny cornrows or French braids horizontally across the back of the head, (silky hair will not stay in a cornrow well without additional glue to help hold it). Cornrows can also spiral around the top of the head ending at the crown to create a full weave.

Simplified instructions:
- Make small corn rows following the pattern in this book or a circular patter following the natural hair growth pattern. Cornrows are like tiny French braids that are comfortably tight to the head.
- Pin the ends of the braids down as flat as possible to create a full base for sewing the weft (also called track) to your hair.
- Thread a curved needle with a considerable amount of thread (that matches the shade of your hair color) and tie the knot securely at end.
- Measure the weft against the braid for the amount of width needed and cut. Begin measuring at the nape of the neck.
- Place the weft on top of the braid and sew together starting at one end. Continue to sew the weft onto the braid until the entire row is complete. Cut off or fold over and sew down off any excess hair at the end of row.
- Sew the end of the weft to avoid lifting, cut the thread and double knot to secure the end. Continue until all braids have wefts.
- Cover the top weft with either some of the client’s own hair that has been left out or use a closure, small hairpiece.
- Cut and layer extensions to desired length and fullness then style.

Track weave with thread

With this method, thin horizontal tracks of hair are woven around the head tight to the scalp. This is reinforced with weaving threads in a lock stitch. The tracks are positioned to follow the client’s natural hair pattern. The weft is then sewn in with weaving thread and a curved needle to the track. The client’s natural hair is combed to cover the tracks. Eight to fifteen tracks are needed for a full head. Care for this style as you would your natural hair, washing at least once a week.
How to Apply Keratin Pre-tipped Extensions

“Fusion Method”

Watch informational DVD for more instructions

Important Rules to follow for a successful application

Below are very important rules that you need to follow to successfully apply “fusion” hair extensions.

Carefully following rules will help prevent damage.

The “bond” in these instructions are the keratin tips. We call them bonds because they bond the extension to the hair.

1. Shampoo the hair thoroughly 2 times no conditioner. Dry completely.
2. Choose the proper section sizes for the client’s hair:

   - 1/5” section - (fig #1) Use this size section for attaching extensions to very thick hair or for attaching micro bonds to thin & medium/thin hair.
   - 1/4” section - (fig #1) this is the size you should use most of the time. If you are unsure of your size use a ruler. There should be 4 extensions in one inch. The reason for the small sections is if you pull hair from a wide area there will be tension put on the hair. This will cause damage and make the extensions very uncomfortable.
   - 1/3” Section - (fig #1) Use this section for fine hair or if you are worried about having enough hair to support the extension. You should only be using a micro bond in this case. NEVER MAKE A SECTION LARGER THAN THIS!

Thrim Excess Keratin off tip

Most of the time there will be too much keratin on the tip of the hair extension. This is the case for most of the extensions Vision Hair Extensions sells. The exception are 909 and 808 hair extensions. They have the perfect amount of keratin attached so trimming is not needed. See figure #2 for examples.
3. Apply the extension 1/2" away from the scalp to prevent tension. Hold the hair at the proper angle (45 degrees) so that the bond will hang with no tension. The extension needs to hang freely without any hair being tighter than others. This will create the most comfort and avoid hair loss from stress.

4. Choose 1/2 (micro) bonds for your client when the hair is fine-thin. (fig #3)

5. Make sure you give your client maintenance instructions (included with this guide), clients have a big responsibility to maintaining their extensions. Have them sign a copy and keep with your files.

6. Cutting Bonds: Many hair extensions need to have excess keratin trimmed; only 1/4”-1/3” of keratin is needed for bonding. Do not trim off so much keratin before bonding that you don’t have enough to melt into all the hair you are attaching to. Some extensions do not need trimming. (fig #2)

7. Once you have the bond in the proper place heat the bond until it liquefies 2-3 seconds. If you squeeze your tool too tightly the bond will be pushed out of the top and bottom of the applicator tool, this will make the bond thinner, longer and not as strong. Bonds are strongest if they have a little thickness to them, think of them as a small bead. Try to make the bond no longer than 1/2 long. (see figures #4, #5, #6, #7)

8. If you see any un-melted glue or the edge of the bond has a “lip” re-heat those areas with your hair extension iron. If you reheat the top or bottom of the bond be careful not to spread it thin or it will peel. Do not reheat and move the bond numerous times as this reduces its strength.
9. The bond is pressure sensitive! Give the bond a good squeeze when you roll with your fingers to create the best hold. (fig #8)

10. Once bond has been heated to melting roll bond between fingers quickly, trying to make the bond roll around the strand of hair. Roll the top and bottom hard because pressure will make the bond hold better. It is very important that the top and bottom of each bond is sealed tightly. This keeps water out and makes the bond long lasting. If you have too much hair in bond it will not seal properly. If there is too little hair the bond will slide or pull out the hair.

(fig #5) Proper placement of shield

(fig #6) Place keratin tip under hair, 1/2 “ from scalp

(fig #7) Melt with fusion application iron

(fig #8) Roll with fingers
Starting your Application of Keratin Fusion Hair Extensions

**Supplies needed to apply and remove extensions**

<table>
<thead>
<tr>
<th>Clarifying shampoo</th>
<th>Rat-tail comb</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hair Extension Iron</td>
<td>Removal fluid</td>
</tr>
<tr>
<td>Keratin tipped Hair Extensions</td>
<td>Detangle spray</td>
</tr>
<tr>
<td>Shields</td>
<td>T-Pin</td>
</tr>
<tr>
<td>8 alligator clips</td>
<td>Razor and or scissors for styling</td>
</tr>
<tr>
<td>1 small clip to hold shield</td>
<td>Hair spray (optional)</td>
</tr>
<tr>
<td>2 hand towels</td>
<td>Flat iron (optional)</td>
</tr>
<tr>
<td>1 old towel to put hair extension iron on</td>
<td></td>
</tr>
</tbody>
</table>

**Shampoo** - shampoo the hair with a clarifying shampoo. Whether you are redoing extensions or applying them for the first time you should shampoo 2 times with a clarifying shampoo and thoroughly rinse the hair. Never use conditioner before applying extensions no matter how dry the hair is. Any residue left on the hair can cause extensions to slide out. Keep your hands clean too! No lotion on your fingers.

**Dry** - thoroughly dry the hair. Any moisture left in the hair can cause shedding. If hair is curly you should also straighten it with a flat iron. This will make it easier to manage.

**Setting up your extensions for application**

Lay a hand towel out on a small table or tray. Trim the keratin ends of the extensions if needed. The thicker the client’s hair, the more keratin you will need to leave on the extension. Straighten the extensions if they are wavy. Place your hair extensions on a hand towel one strand at a time with the keratin bonds at the front edge of the towel. You should keep the different colors separated so you will know what colors to chose. It is recommended alternating extension colors to give a natural look. Lay a second towel on top of the hair - so the keratin tips are showing. When you need an extension just pull it out from between the 2 towels. You can place all of your tools on top of the towels. This makes it easy to reach your tools and hair. Have an old towel handy for wiping the melted keratin off the tip of your extension iron. You can also have your client hand you the extensions, makes the work easier but not as professional.

**Sectioning for extensions**

Make one parting from ear to ear over the top of the head. Clip the hair forward on both sides. Make another parting across the back of the head connecting the tips of both ears. Clip the section above the part into 2 sections. Start the extensions in the nape section working your way up.

**Applying in rows**

Most people will have 3 full rows in the nape area and 1-3 rows above this, (See pages 29 – 31 for different row patterns for different textures and lengths of hair). The first row will be 1”-1 ½” above the bottom hair line. If the hair is very fine, 5” long or longer, it is best to start the rows 2” up. The second row will be 1” above the first and the third row will be 1” above the second. Always stay about 1” (1½” for fine hair) away from the hair line all around the head. This will keep the bonds from showing. The sides will have 2-6 rows.
Applying Individual Extensions

Start in the center of your first row, with your clip or a rattail comb; carve out a ¼” square section of hair. If the hair is very fine you can go up to 1/3” wide on your sections to help support the hair but no wider. Now put the shield around the strand of hair and secure with a clip. Make sure the hair is hanging straight down from the scalp and is not pushed up by the shield. Now place an extension under the strand 1/2” of an inch down. Your lower fingers should be resting on the client’s scalp. This will help the extensions to have the correct “hang” and flow. Melt the bond with the applicator until you see it melting into the client’s hair then roll with your fingers. Now remove the shield and repeat working from the middle out to each side. Too much hair will cause the bond not to adhere properly. Not enough hair will not support the weight of the extensions and cause the extension to pull out of the hair.

Removal- Apply a few drops of remover fluid to the keratin bond. Squeeze the bond several times with removal pliers until the bond is broken up. You may need to add a few extra drops during the squeezing process. Hold the hair above the bond between your fingers and pull the extension off. If it doesn’t pull out easily apply more removal fluid and squeeze again. More than likely you will have some tangling above the bond caused by hair that has shed but couldn’t fall out because it was held in by the bond. Spray the tangle thoroughly with a detangle spray and pick the tangle apart with a T-PIN. Once it is loose enough you can use a comb. Always hold the hair near the scalp to keep from pulling the hair.
How to Attach I-Tip Micro Ring Hair Extensions

Refer to the instructions on “How to Attach Keratin Pre-tipped Extensions Fusion Method” for all of the placement, care and information. Vision also has an instructional DVD for applying I-Tip Micro Ring Extensions.

Example of I-Tipped Hair Extensions

Loop and Hooks for applying Micro Ring Extensions
1) Insert a ring on the hook.
2) Section the hair.
3) Grab the sectioned hair with the hook.
4) Pull the hair through the micro ring.
5) Place the micro ring about 1/2 inch from the scalp.
6) Insert the I-tip hair in the ring.
7) Hold the ring and the hair in place.
8) Tightly close the ring.

Finished Micro Ring
**Micro Ring Removal Instructions**

1.) To remove, the Micro-Ring & I-tip hair, use the I-tip tool.

2.) Open the I-tip tool and put the closed ring in the groove.

3.) Keep the ring standing up in the groove.

4.) Close the tool quickly and re-shape the ring.

5.) Slide the ring off.

6.) The ring and I-tip hair can be re-used.

7.) Completed.
Applying Tape Extensions

1 - Make a clean parting. Peel paper off tape-in extension.

2 - Press sticky side of extension onto the hair 1/2 inch below parting. Press firmly.

3 - Lift extension. With a rat-tail comb remove any loose hair. The hair attached to the sticky side of the tape-in needs to be a very thin amount. You need to see some of the tape through the thin veil of hair, this is essential for the extensions to last a long time.

4 - Peel the tape off the second extension, hold upside down, line up the sticky side with the first extension.

5 - Press the second extension firmly against the first. Euro So.Cap has sticker hair pliers to help firmly bond the tapes together.

6 - Let extension down - done!

Single sided tape can be used in place of the second extension to make a lighter weight extension.
Placement of Hair Extensions

The following examples show how to place hair extensions for the most common types of applications. Read the descriptions above the illustrations to see what type of hair the placement works on.

Extension Placement Example #1

Thickening and/or lengthening long-thin hair that is past shoulder length

Long-thin hair can be easily filled in with 50-100 pieces of extensions. More or less extensions can be used depending on the client’s budget and how thick they want their hair.

Notes:

- - - - - - - means a solid row of extensions
- - - - - - - - means brick laying extensions (1/4” space between each extension)

Notes:
**Extension Placement Example #2**

Lengthening medium/thick hair – medium length hair touching shoulders 6”-9” long

Thick medium length hair can be easily lengthened with 125-175 pieces of extensions.

The thickest hair will need the most. It is very important to balance the thickness of the client’s hair with the thickness of the hair extensions you put in. You may choose not to do any brick laying in very thick hair.

---

4-6 rows in back

3-4 rows on sides

__________ means a solid row of extensions

- - - - - - - means brick laying extensions (1/4” space between each extension)

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Notes:
**Extension Placement Example #3**

**Lengthening Short Hair 4 ½” – 5” long**

*It can be very difficult to lengthen hair any shorter than this.*

(If you must go shorter don’t go any shorter than 3” and add more extensions at the crown).

Short hair is the hardest to lengthen. Any shorter than 4 ½” – 5” on the crown is not recommended. Thin hair will need 150-175 pieces of extensions, Medium thickness will need 200-225 pieces of extensions and thick hair will need 250 pieces or more. With thick hair you will need to add more rows than are shown here. The diagrams are a guideline. We have had hair that was so thick that they needed 14 bundles of hair which would be 350 pieces. This is rare but be aware that this can happen. People can be upset if you run out of hair.

---

________ means a solid row of extensions
- - - - - - - -  means brick laying extensions (1/4” space between each extension)

---

Notes:
How Many Hair Extensions are Needed?

Below are pictures of different thicknesses and lengths of hair before extensions are added. Match up your thickness and length with one of the pictures. Vision gives a suggested amount of hair extensions that need to be added to give a good result. Second, you would look for a picture that most closely resembles your hair color. We give suggested colors to purchase to achieve that color.

#1. Thin-Medium hair, Past shoulder length. No layers are shorter than 6” long. Ends are broken from highlighting. Uneven ends make it easier to blend in the extensions. We suggest not trimming your hair before adding extensions. 125 strands of extensions will be needed.
Colors to match: #18/22, #14, #22

#2. Medium hair, Past shoulder length. No layers are shorter than 7” long. Ends are broken from highlighting. Uneven ends make it easier to blend in the extensions. We suggest not trimming your hair before adding extensions. 150 strands of extensions will be needed.
Colors to match: (2)#4, (2)#14, (2)#6

#3. Thin hair, shoulder length. No layers are shorter than 6” long. If ends are too blunt or show too much you will need to thin the last 1” with thinning shears to get rid of the solid line. 100 strands of extensions will be needed.
Colors to match: #24, #14, #22

#4. Thick hair, shoulder length. No layers are shorter than 6” long. If ends are too blunt or show too much you will need to thin the last 1” with thinning shears to get rid of the solid line. 200 strands of extensions will be needed.
Colors to match: #1B
#5. Thick short hair. Top layers are 6” long. Nape is 3” long. Ends will be blunt you will need to thin the last 1” with thinning shears to get rid of the solid line. 250 strands of extensions will be needed. Colors to match: #2, #1b, #1

#6. Thin hair, Past shoulder length. No layers are shorter than 8” long. Ends are broken from highlighting. Uneven ends make it easier to blend in the extensions. We suggest not trimming your hair before adding extensions. 100 strands of extensions will be needed. Colors to match: #24, #613/27, #22

#7. This lady’s hair is too short for extensions. Hair should be a minimum of 5” long on the top layers and 3” long in the nape to apply extensions. She will have to wait.

#8. Thin hair, Past shoulder length. No layers are shorter than 6” long. We suggest not trimming your hair before adding extensions. 125 extensions will be needed. Colors to match: #12, #16, #14

#9. Thin, Past shoulder length. No layers are shorter than 6” long. Uneven ends make it easier to blend in the extensions. We suggest not trimming your hair before adding extensions. 100 strands of extensions will be needed. Colors to match: #613, #22

#10. Thick short hair. Top layers are 5” long. Nape is 4” long. Ends will be too blunt you will need to thin the last 1” with thinning shears to get rid of the solid line. 250 strands of extensions will be needed. Colors to match: #18/22, #18
#11. Medium hair, length is bottom of neck. No layers are shorter than 5” long. If ends are too Blunt or show too much you will need to thin the last 1” with thinning shears to get rid of the solid line. 200 strands of extensions will be needed.

Colors to match: #8, #6, #16

#12. Thin-med hair, Past shoulder length. No layers are shorter than 8” long. Ends are broken from highlighting. Uneven ends make it easier to blend in the extensions. We suggest not trimming your hair before adding extensions. 125 strands of extensions will be needed.

Colors to match: #613, #60

#13. Medium hair, length is bottom of neck. No layers are shorter than 6” long. If ends are too Blunt or show too much you will need to thin the last 1” with thinning shears to get rid of the solid line. 175 strands of extensions will be needed.

Colors to match: #4, #6

#14. Thick long hair. Top layers are 10” long. Nape is 10” long. Ends will be too blunt you will need to thin the last 1” with thinning shears to get rid of the solid line.

200 strands of extensions will be needed

Colors to match: #4, #6, #14 (highlight)

---

**Important Tips about How Many Hair Extensions to Use**

1. Always make sure you have enough hair to finish job.
2. If you are worried about running out of hair:
   - Do the first row in the nape solid then brick lay next 2-3 rows.
   - Bricklaying saves hair; you can always go back and add more later. Apply top rows solid.
3. Make sure in the beginning you have enough hair for the front.

Set aside the hair for the front sections before starting. Approximate amounts used in front:
   - Long thin hair: 15 pieces each side
   - Medium length thin/thick: 25-35 pieces each side
   - Short hair, thin/thick: 30-50 pieces
How Much to Charge for Hair Extension Services

The less you charge for your extensions the more clients you will have. You may consider starting out at the budget salon price as an introduction and raise your price according to your clientele. We believe that hair extensions should be affordable and also that the stylist deserves to make a good profit. Based on 2014 prices.

Two ways to charge for hair extensions

Charge by the hour

Budget Salon $60-$85 per hour
Mid Priced Salon $85-$125 per hour
Upscale Salon $125-$175 per hour

The down side of charging by the hour is that your client may “watch the clock” trying to get their money’s worth. It is easier to give an exact price for a service if you charge by the bundle. If you don’t like the idea of charging by the hour you can charge by the extension.

Charging by the Strand (This includes the cost of hair)

Budget Salon $6-$7 per strand
Mid Priced Salon $8 -$10 per strand
Upscale Salon $10+ per strand

_Charge the higher amount for longer hair._

Extra Charges

Removal Fees: We suggest charging by the hour. Removal usually takes 1-2 hours.

Haircut: We recommend including a haircut in the price of your extensions. If your client is only getting 1 or 2 bundles you may wish to charge for the haircut.

Color Service: This should always be an extra charge. It is best to color the hair 2-3 days before applying extensions.

Micro Bonds: An extra $1-$3 per full strand should be added to the charged when you cut extension bonds in to micro bonds. This will add to the time it takes you to complete your job.

Perming Extensions: Charge $25 per bundle, (25 strands), to perm extensions.
Learn Hair Extensions

Hands-on classes are available at Vision Hair Extensions. Get details at www.visionhairextensions.com or call:
877-799-8363

Get Certified with Vision Hair Extensions by Mail

Send us a manikin head with a minimum of 75 extensions attached that is 3 bundles. (Vision has economy hair available for this purpose). We will look at your placement and application. If the job is up to our standards we will return the manikin along with a certificate. If the work is not up to our standards we will return the manikin with instructions on how to improve, (there is no extra fee to resubmit the manikin to use for your certificate). Return the manikin with the proper application changes and Vision will send you a certificate. The charge for getting a certificate by mail is $99. Coupon below:

Mail in this coupon to get your Vision Hair Extension Certificate

Complete a manikin with a minimum of 3 bundles (75 pieces) of extensions. Mail the completed manikin along with this coupon and a money order for $99 to Vision Hair Extensions at the address below. We will look over your manikin, give you suggestions for improvements and return your manikin along with your Hair Extension Certificate. This certificate is for licensed cosmetologists and cosmetology students only.

Name__________________________________________
Address__________________________________________
City________________________State________Zip___________
Phone__________________________________________
Cosmetology License #________________________________
Credit Card #______________________________________
Card Type____________________Expiration____Signature________

Send manikin coupon and $99 money order or credit card info to:

Vision Hair Extensions, 2154 Wrightsville Ave., Wilmington, NC 28403
Call: 1-877-799-8363
www.visionhairextensions.com
The 3 following pages should be copied and used for consultations. The “How to Take Care of Your Vision Hair Extensions” page should be signed by your client. **Keep the signed copy for your files and give your client a copy.**
HAIR EXTENSION CONSULTATION FORM

Client’s Name: ___________________________ Consult. Date: ___________
Application Date __________
Consultant Name: ________________________
Applied by ______________________________
Color #1 _____ How many bundles? ___
Color #2 _____ How many bundles? ___
Color #3 _____ How many bundles? ___
Color #4 _____ How many bundles? ___

COST:
extra charges:
perm_____ microbonds_____ color_____ highlights_____ removal_____ shipping_______
Total bundles: _______ X $_______________ = __________ + extra charges= Total Cost
Estimated________________ Deposit Paid________________
Balance due when completed________________

Notes:
Hair Extension Maintenance and Agreement

Client’s Name_________________________________________Date of Service_________________

Initial each Instruction

1 - Do not shampoo for 24 hours. Always wash your hair with your head up or back like in a shower and not tilted forward. Never put conditioner on your bonds, keep 3” away from scalp. Never dry with a scrubbing action, instead wrap with a towel to absorb water. Always dry bonds to prevent breakdown.

2 - Run your fingers between your bonds every day to keep extensions from tangling together. It is very important to be gentle with your hair extensions. They are attached to small amounts of your own hair. While hair extensions themselves will not harm your hair, rough handling of them will pull your hair and may cause damage.

3 - Brush extensions 2-3 times a day, or the amount recommended by your stylist, with the recommended hair extension brush. Start in the nape and work your way up. Always pull extensions into a covered hair tie or braid while sleeping to prevent tangling. Never go to bed with wet hair. If you sleep restlessly or you have very fine hair in the front it is recommended that you sleep with a soft head band on. This protects your delicate front hair.

4 - Make a follow-up appointment for 4-6 weeks after your initial service. Notify stylist/salon immediately if you have any problems such as tangling or excessive loss of extension hair.

5 - Curling irons, flat irons and hot rollers may be used, but must be kept an adequate distance from the bonds.

6 - Activities taking place in a constant, damp environment such as aerobics, steam baths or saunas may lessen the longevity of the extensions. Dry your bonds as soon as possible after any of these activities.

7 - I have received a copy of the “Hair Extension Care Guide” and I understand it.

8 - Seawater and pools can cause bond break down due to the constant damp environment. To minimize these effects, wet hair completely in a shower and apply a conditioner to the ends. After swimming, shampoo and blow-dry the bonds to prevent bond breakdown.

9 - Some extension loss and shedding is normal and to be expected. Expect to lose 1-4 extensions a month. Average client hair loss is 50-150 hairs a day. A full head application covers approximately one third of the head. You can expect to see a small quantity of naturally released hairs trapped in the attachments after some time. This is normal and should not be interpreted as hairs pulled of the scalp by the extensions themselves. Daily brushing close to the scalp and finger separation of the applied strands will avoid matting in this area.

10 - There are no refunds on hair extension applications. Deposits may not be refundable, each hair extension application is different discuss any issues with your hair extensionist.

I have read, initialed and understood my home care maintenance sheet. If I do not follow the above instructions I understand Your Salon Name cannot be held responsible.

CLIENT SIGNATURE_________________________________________DATE____________

STYLIST SIGNATURE________________________________________DATE____________
Hair Extension Training Guide for Professionals

Give a copy to every hair extension client

Hair Extension Care Guide

1. Brush hair gently working from ends toward scalp before and after washing.
2. Use a professional sulfate free shampoo for dry-color treated hair. NEVER USE A VOLUMIZING SHAMPOO! Volumizing shampoos raise the cuticle of hair and can cause tangling.
3. Wash hair gently in cool to warm water. Do no scrub roughly while washing. Gently comb through hair with fingers in a downward motion while washing and rinsing.
4. Do not apply conditioner to scalp or bonds. Too much conditioner or very oily hair can weaken the keratin bonds.
5. It is best not to wash more than 2-3 times a week unless you have a very oily scalp. Over washing will dry the hair.
6. Softly towel dry by patting with a towel before blow drying.
7. Rub Moroccan Argan oil or shine drops into the extensions after shampooing while still damp. (avoid the bonds) Apply to ends daily if needed.
8. If extensions become dry and damaged treat once to twice a week with a deep conditioner.
9. Brush gently 2-3 times a day. Brushing right up to the scalp will keep tangles from forming at the base of the extension. Use one of the following brushes:
   - Loop Brush (med-thick hair)
   - Boar bristle brush (med-fine hair)
   - Wide tooth comb (ends only)
10. When blow-drying hair, blow downward with hair’s natural growth, not up into / against hair flow. Dry with fingers then style with a curling iron or flat iron if needed.
11. Swimming - Always wet hair with tap water, apply conditioner and braid hair before swimming to help avoid tangling. Avoid salt water, (the worst for extensions), and chlorine.
12. Braiding long extensions is recommended before bed.
13. NEVER GO TO BED WITH WET HAIR. (causes tangling and matting)
14. Have extensions checked every 4-6 weeks by stylist.

Recommended Products:_______________________________________________
_______________________________________________________________
_______________________________________________________________
_______________________________________________________________

Next Maintenance Appointment:____________________________________