

Hey there, transcript reader! 🌈 Before you dive in, a quick heads-up: this transcript is a super close-to-verbatim buddy from our podcast, but it's got its quirks! We didn't call the grammar cops on it, so you might bump into a typo or two. But hey, that just adds character, right? 😊 Embrace the wild side of language and enjoy the read! Happy exploring! 🚀

Create The Best Me

Carmen Hecox: Hey, Paige Logan, welcome to Create the Best Me. I am so happy to have you on the show.

Paige Logan: Thank you for having me, Carmen. I'm excited to be here.

Carmen Hecox: Great, so for the people that don't know you, or I know you and I love you, but tell the audience a little bit about yourself.

Paige Logan: I own Sloan Wilder Salon in Sacramento. I've owned it for the last two and a half years, and I've been a hairstylist for 15 years plus. And kind of how I got into the whole hair business is I lived in a really small town of 3,500 people up in Burney California. And my cousin worked at AJF Salon in downtown Sac.

And it used to be owned, it was owned by the Federico family. And so, I would go to her house over the summers, and she would give me these crazy hairdos and I was like one of the only girls from my hip town that had this like wild, eccentric hair. It was like, you know, runway hair. And I just loved her ability to create something new and make people feel great.

And so, by my senior year, I knew I definitely wanted to be a hairstylist. And at the time I thought I'm gonna. Big, huge city and do this whole hair dream. And so, I did, and my parents got me an apartment here. I got into Federico Beauty school, and I loved it. And then right out of beauty school, I ended up working for a man named Tosche and he was a Very famous it says great Your recording was fully and I loved him, and he taught me, I learned more over that three years, than I ever could have imagined. And he was so passionate about hair, and he just loved it. and my love grew working with him. So, after I transitioned it, from working from him I went on to work at a couple different salons.

I worked in San Francisco for a while on the cutting edge of a new product line, which was really exciting at the time. And then over the last two years, I've opened

up a salon and it's named after my daughter. And I'm really proud of it and it's in the heart of Midtown and, I've always loved working in Midtown.

It makes you feel like you're a part of something. So yeah, I'm very excited to be here and share with you stuff about hair.

Carmen Hecox: That is so cool that you mentored under an expert or someone who is so passionate about the same thing that you're passionate about. So, it's just like you're playing.

Paige Logan: Right. Yeah, he was a gifted artist, and I mean, people would travel and at the time paid so much to get a haircut from him, and he was booked almost every 30 minutes, and I was his assistant and he just, he loved it. And I definitely got that passion from him and carry that on to what I do now.

Carmen Hecox: So how do you stay updated with the latest trends and techniques?

Paige Logan: That is so true Hair is constantly changing and the good part about hair nowadays is you can follow your famous hairstylist online and people will give you formulas and ideas and there's so much creativity in classes you can find online. And then also just continuing to stay up on the trends by taking classes and really learning from people you work with too. And hair is a collaborative thing and there's certain things you don't always think of to do, and you work with your friends at your work and online and you know, it makes you a better stylist.

Carmen Hecox: Do you have a favorite hair trend?

Paige Logan: I do. I tend to like the real, like the lived in color, something a little bit more natural. I love the lob right now. The lob is kind of made a return. And, yeah, I, I like probably a more natural look than looks like, it's like a spruce step version of your normal self.

Carmen Hecox: So, let me tell you a little story. Uh, there was a woman in midlife who was frustrated with her hair because she felt like it lost its texture shine, but most of all it was gray. She wondered if she stopped dyeing her hair, would the texture and shine be restored? Would her hair stop thinning out cuz she was getting, having some thinning out issues and she questioned whether she was ready for gray hair. She noticed there was a trend, or there's been a trend with younger

women who purposely have dyed their hair gray, white, silver. And one day as she was scrolling through social media, she noticed many women in midlife were scheduling appointments to see a popular hairstylist famously known for dying women's hair gray.

If this renowned hairstylist was dying women's hair gray and they didn't have to wait months or years to get to that, why not ask her own hairstylist? Unbeknownst to her, the reason women flock from all over the world to see this particular hairstylist because going gray is not a simple task and it can be very harmful for mature hair. Too bad she learned the hard way and was left with overprocessed, stretchy, dry, frizzy, and unmanageable hair that continues to break with the slight touch of her hand.

She wondered if following this crazy trend was the beginning of living with damaged hair. And you know, Paige, that was me.

Paige Logan: Person was you, that person was definitely you.

Carmen Hecox: And so, the reason I asked you to come on to the show is because that is how you and I met. We met through this horror story of me trying to follow this trend. So, Let's go back-to-back then when you and I first met back in 2020 and you saw this woman walk in your salon with the most fried dry hair you've ever seen.

I mean, look at those pictures right there. I mean, right there's what walked into your shop?

Paige Logan: I remember at the time when you walked in, it's like we did, we couldn't even realize the, there was another stylist that worked there with me, Mac and we, we had no idea how bad it was until you actually sat down on the chair. It's like, and then we started, we're feeling through your hair and I'm.

You know, you had told me you wanted to go gray and just the concern in both of our faces after touching your hair because it really had been over-processed and it was kind of, you had come from dark hair, so maybe three levels lighter, that like medium, reddish, but it was extremely damaged and very concerning to start taking you to the next step. So, we yeah, we had a very long conversation on how to approach that because, you know, it wasn't a simple task.

Carmen Hecox: Yeah, and I I remember sitting in the chair and looking at you and said, this is the mess I have. I want to go gray. I want you to dye my hair gray. And so, I had told you this is what I want. And so, you had to try to figure out, okay, how do I do this? So, tell me what were you thinking?

Paige Logan: I mean, definitely concerned and really trying to work through your hair and see what the integrity felt like and, trying to be very honest with you that what we were going to do would damage your hair even further, and it was gonna be a lot longer. Process than what it was. And I know, I remember looking at my coworker and being like, okay, help me come up with like a way to get her there with doing the least amount of damage to her hair.

Because you were, it was it the texture didn't even, it was like crunchy in your hands. And so, but we also wanted to make you look better and feel better that day. So it's like the least of the evil approaches, right. To try and get your hair fixed and in the direction that you wanted.

Carmen Hecox: Yeah, I remember, to be honest with you, I was kind of embarrassed to go out because I'm used to having hair that looks like it does right And I could not like I said, just touching it, it broke. Brushing it, washing it, it broke. And I was scared to even put it in a ponytail because when I take the wrap that I'd used for my hair, there was a hair in there. And that's why I went to you cuz I'm like this girl's save me.

Paige Logan: Well, thankfully, your hair is back to being beautiful, but I mean, it did take us a very long time and, we used, the least invasive product that we could to start transitioning you to that gray and just making your color a little bit more even because you just had tons of bands of different shades in your hair.

And so, I know we took you like, our first step was taking you just a little bit more ashy, a little bit more cool going in the gray direction and, um, it wasn't your dream color. And all of us were like, this is the first step to get your hair in the right direction. But, you know, I tried to make it very clear when we did talk, but it wasn't gonna be a color that you weren't in love with or was your ultimate. It was just the first part of the journey of it.

Carmen Hecox: So, coming from a professional as yourself, so that way a listener or a viewer doesn't have to go through the traumatic event that I went through. What would you suggest someone do or, explore before sitting in that chair,

walking in that salon and telling their hairdresser, I have dark hair color make my hair gray.

Paige Logan: Yeah, I mean, I think an important thing, and like you said, the chasing the trend thing. I think that chasing the trend can be a dangerous game to play because you're looking at these people for one, their photos have been edited. There's different lighting. You may look completely different from them, and so, but you're wanting this hair color and so really trying to be honest with yourself, not bringing in a photo with Somebody that has all this hair and maybe has different skin tones and expecting it to look the same because, um, it's, it's definitely, it's, it's different for each person. And so really trying to find a look that looks best on you. And I would say when you come into your stylist, bringing plenty of photos, maybe buying some cheap wigs on Amazon to kind of try out.

Um, doing a few different things and then, there's a, there's apps you can use as well, a Face Tune app, different color lines, Redkin, L'Oreal have apps as well that you can use to kind of see what looks good on you, but really being honest with yourself too on the type of, who you're seeing and if is her hair similar.

Carmen Hecox: Exactly, you tried to satisfy me, and I remember you told me getting there is going to be a process because I want it to be a safe process for you. I don't want to continue to harm your hair. And so, you said, let's start off with ash and we'll slowly, maybe it may take about a year because there's a lot of damage there, to get there. And so, I bought into what you said, okay. This is a slow process. And like you had mentioned once I was in maybe three or four months into it, I told you, I says, I don't like this ash. And you said, this is getting you to gray. So, this is, a couple hues before you get to gray and we're getting you there. And I realized through this process that you sold to me, that this is how we're gonna get there. That this wasn't a color that I was ready to accept for me. I mean, maybe some women they'll accept it, but it wasn't the me that I'm used to seeing in the. mirror

Paige Logan: And I think that's such an important part is, you know, with the trend, chasing and thinking you might like something is like whatever you love on yourself is projected. And so, if you don't like your hair color, you're gonna feel crummy and not great about yourself. And I have to be honest, I was happy when you said you didn't want to go towards a great direction. I was like, thank goodness, because I did think that you looked better with some warmth on your face, and I didn't think it was the time that you needed to transition, and you felt so

much better. I remember when we put color back into your hair, it was like, oh my gosh, I feel like myself again. Your husband loved it. It projected all over you that you felt like you owned your hair again. And so, the difference between now and the ash is night and day.

Carmen Hecox: I felt more like me, and you helped me. You didn't tell me no; I'm not going to do it. You didn't play like, teacher, this is what you're going to do and this is how it's going to be. You listened to me, and then you allowed me to accept that this was me. This isn't who I am. This isn't who I want to be.

Paige Logan: Mm-hmm yeah, I mean it's a difficult role as a stylist is trying to appease your client and make them happy and give them what they want, but also running that line with. I know you're not going to like it, and sometimes it is experimenting and trying new things that maybe you think they don't like.

And, you know, there's times when I'm wrong too. They might end up loving the color that I wasn't sure of. So, it's, it's a good, uh, reason to communicate and trust each other, but also be very transparent and honest about how it, what it takes to get there.

Carmen Hecox: So, someone like me who made the decision that I'm not ready to go. there. How can women like me that are in midlife, or even like some young women, because I started graying when I was 21 years old, how can they hide their gray hair? And what are some tips for maintaining their gray?

Paige Logan: Yeah. I mean, I would say depending on the level of gray you have, but also, you might need to come in every three to four weeks. It might be maybe a four to six weeks, maybe eight weeks. So really depending on the amount you have, because you know, with the gray hair, you get that really strong line of demarcation as it starts to grow out, and then you feel, bad about yourself.

It's like you're like, feel like you got to hide the gray. So, I mean, really just a simple root spray touch. up it's a great thing to use in between. And it does give like a weird texture, maybe like how dry a shampoo would do so I would say part your hair, exactly how you want it, part it for that day, and then spray on your hairline and around the edges.

And then if you're not in for a refresh as soon as you like, at least you're not walking around for three to four weeks feeling like, you know, kind of crummy So,

and then I would also say never touch up your, you know, I have, they have all these new hair care kits to touch up your color on your own. And I would highly suggest never doing that and getting back into the salon sooner. So, and in between just using that spray.

Carmen Hecox: So, you're saying like buying stuff at the big box store. Don't buy the stuff at the big box store or even some of the beauty supply places and doing it at home because, someone like me is not familiar with the products that are being put in my hair.

Paige Logan: I would say never use a professional product or box dye on your hair because it takes the hairstylist a very long time to repair it. And a lot of times people will do it, they'll touch up the roots that goes really dark and then they want highlights with it to, and so you're trying to break through that box dye and it's better just to use that spray cover up in the meantime and leave the color to the professionals.

Carmen Hecox: So, what if I have a lot of gray hair and I want to maybe transition slowly or maybe, work with it vs against it.

Paige Logan: I think that's one of my favorite ways for people to go gray. I know there's people that are just like, I'm not dyeing my hair anymore. And then they go through three, three years of having this gray and this color hair separated. And that looks odd. And who wants to go with it looking bad for that long, right?

Cuz it's, that's fully letting your hair grow. Into the gray with the color still on the bottom. So, the best way that I would say to transition is, maybe going to, if you really were like, I'm ready to be gray, going to a hairstyle strictly focuses on gray because it is a very hard technique in those stylists, like the stylists that you had looked up online their's somebody that, is what they do all the time. It's their main source of income. It's their specialization. So, if you are going to go all at once, but I think a very easy transition to do would be, doing like low lights, darker pieces in the hair to kind of break it up and, or, and or highlights.

And so that lets your line, that line of demarcation, I keep talking about, kind of grow out softer versus you having that harsh one that you're just waiting for it to all grow out. So just a few pieces of light, a few pieces of dark in there, it'll help break up that line. and it's not something you need to do very often.

You can go into the salon every three or four months throw in a couple of foils with the highlights or low lights. It'll spruce you up and it'll make it to where you can get through that awkward time period until you are all gray.

So, when you say for some of the people that do not know what demarcation is, you're talking about that color line, that kind of, it almost looks like you're wearing a bowl over your head?

It's like that color line that grows out. You know, it's like as soon as with people with a lot of gray hair, your hair grows out and you have maybe two inches from your scalp that's just like this white line. And so, and it's so very obvious. And so, when, if you do decide you want to go gray, just maybe putting in a few little dark pieces in there, mid-level pieces, depending on your overall hair color. Um, so that line isn't so strong.

Carmen Hecox: So, it makes it more part of a hairstyle.

Paige Logan: Yeah, more intentional. Not like you gave up on, you know, taking care of your hair.

Carmen Hecox: Um, what are the common hair concerns that you see with women in midlife, including changes in texture and brittleness?

Paige Logan: I would say it's very common to lack moisture. It's like when people first start hitting gray, it's like, oh, what is happening to my hair? it's coarse. The gray is just, it's different than what most people are used to. And so, I would say, a lack in moisture, for sure. Sometimes the shine that has the issue. And also, hair thinning, unfortunately for women, you know, we do have that thinning that we get, sometimes around the front of our hairline, on top of our scalp that, um, we had really hoped would never happen. But that's the reality of it. So, your hair kind of loses a little bit of that luster and vibrancy that it once had.

Carmen Hecox: So, what do you do for some of the women that do have like a texture issue? What do you suggest that they do to kind of spruce in it up? Make it look more like they did, 10, 20 years younger Their younger twenties?

Paige Logan: I would definitely be working with your stylist and coming up with a game plan on what your hair needs because everybody's hair is different. And so, what works for somebody, you might see a product online, has all these great

reviews, but it might not work for you. And so, it's really like, going in, figuring out what is going on with your particular hair.

So, we sell 11, what's one of my favorite products and miracle mask. It's really, really good for hydrating. But your hair might have issues more of being, if your hair is, if you can stretch it out, it doesn't return after you stretch it out, it might need something like protein or a bond.

And so that's when, for like the dryer hairs, you would need like a bond treatment or protein and that will help restrengthen the cuticle of your hair, um, getting it into a better place where the moisture mask might just be sitting on top and not fixing the real problem. So that's why you really need to go into your stylist and work together to come up with, you know, a game plan.

Carmen Hecox: I know when I went in and I had this horrible hair, told you, I am using x, y, Z product and it is really good. It's really expensive, and you kind of just said, okay, that's good.

Paige Logan: That's very true. And it's like we've, over the course of the last couple years that we've been together, have really like curated this special, formula that works for you. And it's like you're on all these different products and that's something I love about you; Carmen is you're not afraid to try anything. And we're able to like work together as a team. And so, I know that on your end, you're doing what you need to do so that when you come into the salon, it's easy for me to do all the stuff like coloring your hair, highlighting it, because you're doing all the stuff at home to take care of it.

Carmen Hecox: But what I think is important is you mentioned that um working with your hairstylist because the hairstylist is the expert on the hair. And I remember you would touch my hair and every time I left your salon, I just noticed that my hair felt different. And I don't know if maybe you were doing this behind the scenes, as you were working through my hair and touching my hair, you noticed that it was lacking something, even though I was using this really expensive line you were doing something. I'm like, I remember I'd come back to you, and I'd say, hey, Paige, what did you do to my hair the last time I was here? Because it felt different?

Paige Logan: We were really starting to use, well for one, bringing the shine back into your hair, doing a clear gloss through the ends, really kind of rebuilding that,

making it look vibrant like you had wanted. Um, and putting in a lot of moisturizing prepping your hair before styling it with a multivitamin, spray that really helped your hair before the styling process. And then using like smoothing serums and stuff as well, that at the end your hair felt great and so you could run your fingers through your hair, but also looked styled like you wanted it to.

Carmen Hecox: And I remember, I told myself, for a whole month, I'm only going to use the products you sell. At the time I had already had a purple shampoo to help brighten my highlights. Purple shampoo with the blue undertone it's [Eleven](#). And my hair's pretty frizzy, so you had introduced me to a frizz control shampoo.

So, I started using that and then you also introduced me to the mask that you were just talking about. And so, I told myself for a whole month, I am only going to use your hair products that you sell. And I remember when I went back in to get my touch up with you, you said, I don't know what you're doing to your hair cuz I didn't communicate this with you. You said, I don't know what you're doing to your hair, but it sure feels way different. And I said, well, you know what I've done this month or this past month, I only used your, her, your products.

I stopped using the other product that cost double what yours cost. And look, you are telling me my hair feels different. And I said, and what I noticed is that when I brushed my hair or I took a shower and washed my hair, there wasn't a big old glob of hair at the bottom of the drain or in the brush.

And so, it's absolutely truth with what you said. I listened to what you said and the products that you suggested that my hair needed.

Paige Logan: And I think it's important that you brought that up because things like your purple shampoo, it just because a product is good and effective, sometimes doesn't mean, it needs to be used all the time, right? And so, something like a purple shampoo, they're very drying, they brighten up your highlights.

They make your blonde look really good. But they don't, they're not good for your hair long term. So, I mean, you should be using it maybe once a week. Um, you know, maybe if you're feeling you have a little bit more warmth than you desired, maybe twice. But there's certain products you don't use all the time and that same goes to go, um, you know, you were on a protein builder and that bond, and at a certain point your hair has too much protein and so when it gets to that, your hair becomes crunchy.

And so that product is in actuality making it worse. And so, if that's why it's so important to talk to your stylist about what products to use because you think you're doing this great thing, you've got, you know, you're adding this to your hair, but sometimes you can be making your hair worse.

Carmen Hecox: Yeah. So, it's like, maybe going and seeing your doctor and saying, hey, I have these symptoms and how do I get rid of them? And your doctor might say, take this, this, this.

Paige Logan: Prescription plan.

Carmen Hecox: It's kind of the same thing, but you're the expert. I know another thing that you recommended because of the state that my hair was in, gave me some tips as to how I can preserve or, retain my hair from breaking.

Paige Logan: And I think that's important as well that you, when you're at home, you're not reversing all this good stuff that you do with products and taking care of your hair at the salon, but really, not going to bed with wet hair. That's important. also not tying your hair back in a tight, in a tight bow clip.

Anything, scrunchy, anything. When your hair is wet, it shouldn't be tied back tight. Not using anything that's elastic on your hair because it's gonna break that, If it's tight on your head, it's gonna end up breaking all your, your hairline around that. People, it's funny if they often come in, they're like, I don't know why my hair is broken and it's exactly where their ponytail line is. And so, doing stuff like that, not shampooing, every single day, letting your hair grab onto its natural moisture. Another simple technique is just a silk pillow or wrapping your hair at night. That's gonna help keep your hair smooth, not get crazy at night. And the silk pillows good for your skin as well so, dual benefits.

Carmen Hecox: I used to always, cuz my husband and I walk three and a half miles every day. And I always used to wear my hair in a ponytail or a bun when we walk. And I remember you said, um, maybe do a loose braid, try doing a loose braid. If you really need to put your hair up, do a loose braid so that there's not a lot of pulling.

Paige Logan: Yeah, just being a little bit gentle, I would say is a good approach with your hair.

Carmen Hecox: And then the other thing I know that you had told me too, because I tend to go to sunny places a lot. You recommended that I make sure that my hair is covered, that I spray some type of protectant on my hair, so that the sun doesn't dry it, but also wear a hat so it's not just for my face, to block the sun from my face. But it was also to keep the sun from damaging my hair.

Paige Logan: Protecting your hair, everywhere you go, and the sun is damaging to your hair and the chlorine is as well. So really using some type of protectant to combat that. And you know, wearing hats good for your skin and your hair.

Carmen Hecox: Yeah, kind of like the pillowcase. What are some tips for women in midlife who are experimenting with different hair color styles? What should they consider before making such a significant change or cutting their hair drastically or color?

Paige Logan: I would say one of the first things that I noticed is, and I've had clients come in, they're having this terrible week and they just want to change their hair right then. So, I would say, first and foremost, never doing anything off of impulse. Because I think that's when you end up with styles and stuff that you don't want.

You're having this emotional week or this amazing week and I want to do something new. And those impulse hair, it doesn't always work out the way that you want. And so that definitely not doing stuff on out of impulse and then really researching, seeing cuts and colors you like and understanding how that would look on your skin with your stylist as well.

Really touching, maybe getting color swatches, and seeing how they look. And a fun thing too is ordering stuff on Amazon and cheap little \$10 wigs and trying them on. And maybe you are wearing them through the house that day, seeing how you feel. So really doing research before you step into going into something new. I would say.

Carmen Hecox: And I know you mentioned this before, that, making a decision that's realistic to your hair texture and volume.

Paige Logan: Yeah, I think it's important to talk with your stylist because, if you have a good stylist, you have a good rapport with, she feels like she can be honest

with you him or her. They, they will be able to tell you that your hair isn't anything like that it's not realistic.

You're never going to have that type of hair no matter what we do, what we go through. And so, yeah, it's important to understand the reality of how your hair will look in that particular, style. And it might be something that you go, oh, I want a wash and wear but you're showing a photo of somebody that spent hours on their hair.

And so, understanding what it really if your hair is like that, understanding what it would take for it to look like that on a daily basis.

Carmen Hecox: Exactly the maintenance that it requires to in order to look like that.

Paige Logan: It is very rare that someone will have a style that's wash and wear and like instant, most photos online and stuff that you're comparing it to, people are spending a little bit of time styling out.

Carmen Hecox: So, can you provide tips for women who are nervous about trying a new hairstylist salon? How can they build trust or how can they find that right hairstylist for them?

Paige Logan: I would say looking online, looking at social media and seeing the work that these people are doing. And then I think a good approach too is you just because you set up an appointment with somebody, set up maybe a consultation, go in there, get a real feel for what they, who they are. What they do, how they make you feel when you're there.

I think it's important and sometimes you get there, you just want it done right then. But you might wanna shop around and see how you feel about a particular stylist and, maybe not have to rush. So maybe before you're just ready to get it done. Not rush into it, trying out a few different places. Seeing how they make you feel, seeing what their work looks like, how their salon is. So that's probably would be my best advice.

Carmen Hecox: For someone like you you had me come in and you saw that the hairstylist who unfortunately listened to me and gave me what I wanted when she should have said, no, I'm not doing that. How do you build trust with your clients?

I've come to you, and I've said, hey, Paige, I want to do this now. And I think that you and I now have that type of relationship where you can boldly tell me what you really think as opposed to before you watched what you said. How do you build trust with clients, especially those that are brand new and are, are just barely coming in?

Paige Logan: I think that transparency and honesty is very, very important. When you're honest with them about what their hair will actually turn out with, they're not disappointed in the end when they end up with something different. And so, honestly, but in a soft way. I mean, you're right.

When we first met, I wasn't comfortable telling you, okay, Carmen, we need to I did it in a softer approach. Now that we've got to know each other, I can be like, okay, no more highlights this week. Or, you know, like, let's refrain off the highlights. We need to add some dimensions back into it.

And then, you see it and you're like, oh, we did need dimension. So yeah, I mean, I think the transparency and honesty and really making your client feel heard and understood before you're getting into, you know, not just, okay, what color do you want? Let's put it on really talking with them thoroughly about what they want, because it isn't always what they're seeing in a photo or what they think will look good on them isn't always what they end up loving.

And so, really trying to make them understand what their goal looks like, while also, being kind and not hurting their feelings. If you don't think it's something that look will look.

Carmen Hecox: So, to wrap things up, you had mentioned that, the most important thing. Is, well, I think the most important thing that you've addressed was communication,

Paige Logan: Very important.

Carmen Hecox: And it's not just on one side, it's both sides.

Paige Logan: Yes. Effectively communicating through a consultation, I think is like one of the best ways of success.

Carmen Hecox: Since we brought up consultation, do you know of maybe any hairdressers that are not open to a consultation because maybe they're losing money in that consultation, or is there a fee?

Paige Logan: I would say some stylists do charge a consultation fee or, once you book, they might waive the fee. But you know, that might not be the stylist for you if they don't offer a consultation and you really are wanting to make a big hair change, I mean, I think it's important to make sure you have that time allotted for that conversation.

Carmen Hecox: And another thing that you talked about is you said, possibly using an app. If you want to go white or highlights or gray.

Paige Logan: Yeah Check, check out the [Face Tune app](#). You know, [L'Oreal](#), [Redkin](#), there's a lot of color lines that also show their color swatches and how they would look on you. And so, then you'd be able to get a real idea of what you look like and also maybe don't use your most beautiful photo for the app. Use your everyday look so it's more realistic.

Carmen Hecox: Do you know if these apps like L'Oreal and Redkins, are these apps available on Android and Apple?

Paige Logan: Yes, definitely.

Carmen Hecox: Another thing that you had talked about is you said, understand the maintenance that, is involved in what you decide that you want to wear.

Paige Logan: I think that's very important and it's a common mistake. People come in the salon and it's very expensive getting your hair done. But it's just like something with your car you're going to continue to get your oil changed on your car, so your car continues to correctly drive, you're going to get insurance on your car.

Using great products, good products at home is so important for the life of your hair. I think it's neglected a lot more, that it's not because it's an added expense, but I would say work that into your budget and part of your hair cost and good product lasts a long time, and so it's worth it to be using that good product at home.

Carmen Hecox: I do that in my shower have nothing but [Eleven](#) in there And I tell my husband, I tell my husband, I'm like, you're a man, but you know what? You need to use this because even men's hair breaks just like my hair.

Paige Logan: And I love that about you, Carmen, because you have a cocktail of products. I say it's like, you don't only need one product. You don't only need a hydrating shampoo, hydrated conditioner You know, you need the frizz, you need the repairs sometimes. You need the purple shampoo. And I love that you can kind of cocktail all your stuff together.

You're not just only stuck on one product because only using one product for a long time isn't great for your hair either. It's really good to use variety in your hair care.

Carmen Hecox: Yeah, and as you can see, and I'll show my end result. My most recent, when I saw you, my hair has changed significantly because I maintain that cocktail. I might use a purple shampoo this shower, and then the next shower I'll use hydration, then I'm moisturizing, but I switch it around.

The other thing I know that you had mentioned to me was that when I do use my purple shampoo, when I add the conditioner to add a mask on top of it, because the purple shampoo is very drying.

Paige Logan: Yeah, it is. Yeah, really putting something after that purple because that purple shampoo does hurt your hair. It makes it look vibrant, but it, it does affect your hair.

Carmen Hecox: What kind of tips could you give women as far as communicating with their hairstylists? If they're not really good at being clear or expressing themselves clearly.

Paige Logan: I think one of the most important things is having photos to share because what you think is warm. What you think is cool. Sometimes they're very different or you think something's dark, and you think something's light. Really, looking at photos and looking at swatches, because I think colors can be misinterpreted and lighting can be misinterpreted.

And so really being clear on what about a certain, you know, you pull up a photo and you and your stylists working together to kind of understand what it is about

that photo that you like. And you thinking about that too, is like, why do I like this? Why do I think this would look good on me? So, it's important to understand what you really want when you're trying to communicate it.

Carmen Hecox: The other thing you mentioned, and I think it kind of goes in with this, is finding the right stylist and salon that work for you. cuz it's got to be a relationship.

Paige Logan: I agree. I mean, they say a large reason why somebody comes back to you is they also like you as a person. They like their hair; they like you as a person. So, you know, I would say don't get stuck in a rut. If you're consistently having a stylist that isn't giving you what you want or not listening and trying to understand what you want, then reach out.

Find somebody new, and I'm sure you'll be much happier. It might take a while to find the right fit but, long term, you'll be happier; rather than waiting in a relationship, you're no longer fulfilled by.

Carmen Hecox: So, if anyone listening in the Greater Sacramento area wants to schedule an appointment with you or a consultation, what is the best way the people can find you, your salon?

Paige Logan: We're at 1430 20th Street right in the heart of Midtown. You can reach out to me on Instagram, at [Sloan Wilder Salon](#). Same on [Facebook](#). You can DM us and then, the number is 916-878-8910. You can reach out to make appointments, and I can also get you into any of the other stylists at our salon.

We have a great team. And I know people are going to see your hair Carmen and they're going to say they want to, they want their hair to be exactly like yours. But it's true. Carmen's hair is one of a kind. It's beautiful, it's thick. and it's been a journey so.

Carmen Hecox: Well, thanks to my fairy godmother who makes my hair look like it does. So, and I will make sure to include all of your information, your handles, your phone number, in the show notes so that people can, if they listened to this and said, oh, I got to keep pressing and replay cuz she's talking too fast.

Don't worry, it will all be included in the show notes, and you'll just need to go to my website, which is createthebestme.com/ep008 and you can download this episode. So, to wrap things up,

Thank you so much for coming on the show. Thank you for sharing your expertise and insight and I look forward to having you on another show.

Paige Logan: All right thanks so much, Carmen.