elite
framesi MILAN
WINTER 2024

# YOUR GUIDE TO PRESCRIBE

Offer clients solutions using a prescribed, targeted approach.

## ULTIMATE CARE

Inside is an excerpt from our revenue boosting salon treatment guide!

## LET'S GET SOCIAL

The top performing looks from framesi stylists! See if one of your creations was featured.

QUARTERLY NEWSLETTER



## THE YEAR AHEAD

### LOOKING BACK AND MOVING FORWARD



**DENNIS KATAWCZIK**President, Framesi NA

### Happy 2024!

Even though the year isn't "new" anymore, I hope it's still been a great one for you. **The beginning of a new year,** in almost everyone, invites a desire to

look back at everything you accomplished the previous year and look ahead to the potential of 365 blank slates (366 this year!). One might think looking back would be at odds with a company like framesi, where we're always seeking to innovate and move technology and the beauty industry forward. But, there are elements to framesi that have been company pillars since our founding in 1945 that we'll never leave behind.

Anytime we look back, our dedication and loyalty to the professional hairdresser unfolds before us. If we ever have a question about how to move forward, we only have to consider which way puts the "Stylist First," and we can't go wrong. Mixed in equal part into our DNA is our label: Made in Italy. Rooted in a tradition of craftsmanship and meticulous attention to detail, the label "Made in Italy" aspires us to artistry and design excellence, sustainability, effectiveness, and authenticity. We'll also never waver in our commitment to quality and integrity in product development.

Development itself is a forward leaning word. How will framesi develop in 2024, product-wise and company-wise? First, we'll continue to listen to the requests of the hairstyling community and offer those products you demand. Looking back, last year we did this with several new Framcolor shades that allowed you to deliver the best versions of hot trends like Cowboy Copper. We introduced our workable, brushable COLOR LOVER DESIGN FIX & FLEX HAIR SPRAY, the first luxury, color-safe and environmentally friendly

hair spray. We re-introduced you to **DECOLOR B PRO-FORCE** with its **Hyaluronic Acid** and **biodegradable chelator**, which **removes metal** and other minerals from the hair.

Looking forward, this year we're preparing even more new shades. We'll take more leaps forward in clean and conscious beauty. We'll continue to bring you quick and easy-to-use products that boost your bottom line.

What are goals for the new year, though, without some accountability? So we're extending a joint challenge to you: Let's learn in 2024. We're going to recommit ourselves to offering the best and most up-to-date stylist education: unparalleled instruction in the basics of hair coloring and Italian Style cutting that are both timeless and always applicable to the "next big thing." To that end, we're excited to unveil the 2024 IS The Hair Trend Collection direct from Italy later this year. We're going to continue to give you the resources you need to succeed like the free MORPHOSIS salon service guide featured in this issue.

What does the year hold for you? Maybe you want to learn a new technique... or invent one. Maybe you want to work with a new FRAMCOLOR line, maybe you want your salon to be a part of the MORPHOSIS clean and conscious beauty revolution. Maybe you want to increase your business or social media presence. Maybe this is the year you attend framesi International Congress (we hope so!).

However you choose to grow in 2024, thanks for making framesi a part of it. We're here to support you any way we can.



framesiprofessional.com

table of contents

Your Guide to Prescribe 4-5

Ultimate Care & ColorLock Brilliance Shield 6-7

The people have spoken 8

Barber Gen Winter Tips 9

An Event to Remember 10-11

**12** 

Good Hair Day

Seasonal Stylings 13

Let's Get Social 16-17

Promotions 18-19



exclusive elite support line 1.800.214.0618



## **MORPHO**SIS

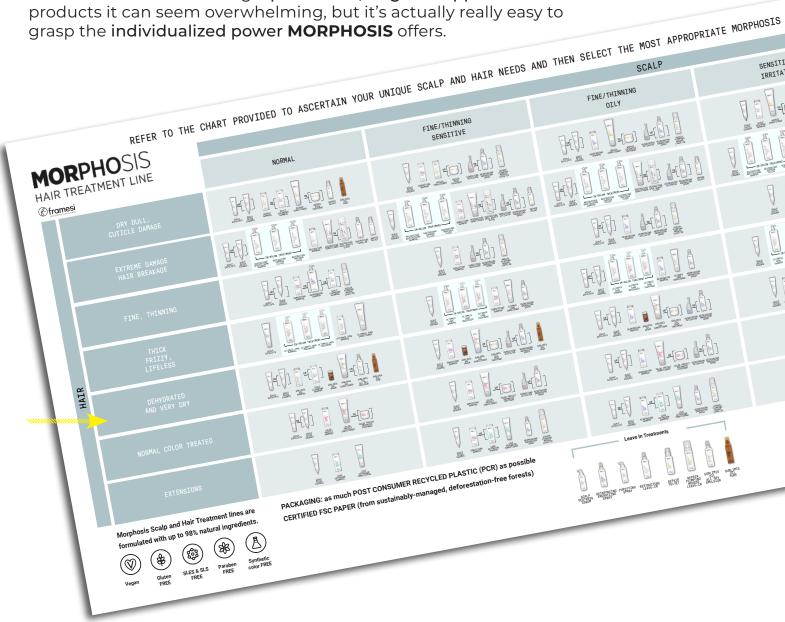


Scan here for the full MORPHOSIS Scalp and Hair Treatment Chart

### HAIR TREATMENT LINE

## YOUR GUIDE TO PRESCRIBE

MORPHOSIS SCALP AND HAIR TREATMENT LINE has been divided into 11 specialized categories, focused on specific scalp and hair characteristics which allows Stylists to offer clients solutions using a prescribed, targeted approach. With all of these products it can seem overwhelming, but it's actually really easy to grasp the individualized power MORPHOSIS offers.



We've done all the work so your guests can trust that you've "prescribed" them a ritual customized to their specific needs. Simply refer to this diagnostic chart, picking the column and row that applies to the unique scalp and hair needs you're trying to treat, meeting in the square that will contain the most appropriate MORPHOSIS treatment. The chart contains in-salon treatments, as well as which products clients should take home to continue treatments between salon visits.

CHART A COURSE FOR CLEANICAL SUCCESS

FOR EXAMPLE: Your guest walks in and their hair is visibly dehydrated from the dry winter weather. They also

complain about a dry, itchy scalp and dandruff.





Consulting your **MORPHOSIS** diagnostic chart, you would follow the last column (DRY/ ITCHY Scalp) to the 4th row (DEHYDRATED AND VERY DRY Hair).

PATIENT NAME: PATIENT DIAGNOSIS:

Your tailored regimen includes MORPHOSIS SCALP Exfoliate, as well as products from the SUBLIMIS OIL and PURIFYING lines that will lead the customer down the path to scalp relief and shiny, silky hair.

TREATMENT:

@ O



**ULTIMATE CARE** 

CONCENTRATED THREE-STEP

TREATMENT.

IN-SALON TREATMENT that deeply hydrates, fills pores, closes cuticles, and smooths the surface of the hair. Its formula is enhanced with Fermented Peony and Hyalorice Extract disciplines and hydrates the hair fiber by carrying out a deep anti-frizz action. THE ULTIMATE CARE IN-SALON system consists of the following 3 products: SHAMPOO, MAXIMIZER, and

"Everyone wants healthy and shiny hair but they don't always want to pay for it when it is an add on service. I have taken that question and decision out of my client consultation. Included in the price of all my color services is an Ultimate Care treatment at the back bar. It is quick, easy, and seals the color with great shine. This sets my color services above the rest!" ~ Lisa Arnold Framesi Educator



### IN-SALON HAIR TREATMENTS - Elevating Color Service Excellence



### **Ideal Client:**

Our Color Lock Brilliance Shield Treatment is the perfect postcolor service to seal in your salon color, ensuring its longevity and shielding it from external damage. Experience stronger, voluminous hair with a smooth, reflective shine. Excellent for hair that is thick, frizzy, or lifeless.

### Results:

### **Products:**

Framesi Color Method Shampoo Go, MORPHOSIS ULTIMATE CARE Maximizer 2, MORPHOSIS ULTIMATE CARE Treatment 3.

### Instructions:

### Step 1 - Framesi Color Method Shampoo Go:

Rinse color thoroughly and add 3-4 pumps in hands. Apply to restore pH balance and clarify hair from the color service.

### **Step 2 - MORPHOSIS ULTIMATE CARE Maximizer 2:**

Add 4-5 pumps in hands and comb through hair using the MORPHOSIS wide tooth comb. Allow the client to process at the shampoo station without heat

### **Step 3 - MORPHOSIS ULTIMATE CARE Treatment 3:**

Add 4-5 pumps in hands and comb through hair with the MORPHOSIS wide tooth comb. Process at the shampoo station for 3-5 minutes without heat. Rinse thoroughly and towel dry hair. Proceed with MORPHOSIS leave-in treatment and styling products.

### At Home Maintenance:

Maintain at home with the FRAMESI MORPHOSIS ULTIMATE CARE Shampoo and Conditioner for best results.













\*Note: This treatment can also be used on thick, frizzy hair that is lifeless not on the day of the color service by using MORPHOSIS ULTIMATE CARE





### ©framesi\* THE PEOPLE HAVE SPOKEN!

We're thrilled to share that FRAMESI COLOR LOVER CURL PUDDING was voted Best Curl Product in the Beauty Launchpad Readers' Choice Awards 2023!

What makes this award extra special is that it's not determined by industry insiders or critics, but by you - the heart and soul of the framesi Family.





### CLEAN COVERAGE: INDUSTRY TAKES NOTE OF MORPHOSIS LAUNCH

Since launching in 2023, MORPHOSIS has swept into salons looking to offer their clients the clean and conscious beauty experience they've been asking for with products that also offer the greatest cosmetic results. Top beauty publications have started spreading the word with two top publications featuring MORPHOSIS in recent months.

Beauty Launchpad put the spotlight on the full MORPHOSIS SCALP AND HAIR TREATMENT LINE in the What's Trending column in their September/October 2023 issue. The magazine highlighted that MORPHOSIS "offers salon-exclusive and consumer retail products that are increasingly more innovative and sustainable, perfect for answering all your clean and conscious beauty needs." BLP extended more love to the line in their November/December 2023 issue, calling out MORPHOSIS LOVE EXTENSION Shampoo and Conditioner and the way it "hydrates and nourishes both your natural hair and the extensions, making the entire head of hair easy to manage and naturally voluminous."

Beauty Launchpad readers will become even more familiar with the line when a select group receives an array of MORPHOSIS products in BLP's March Beauty Box, which focuses on Clean offerings from across the beauty industry.

Focus on Hair also acknowledged the MORPHOSIS launch with a write up in November. The digital publication showcased MORPHOSIS' "cleanicle" approach to clean beauty" and how the 11 specialized categories allow "stylists to offer clients solutions using a prescribed, targeted approach."

Everything Beauty for Salons and Stylists



As it continues to revolutionize salons answering the call for clean and conscious beauty with unparalleled cosmetic results, we're definitely anticipating more industry buzz about MORPHOSIS SCALP AND HAIR TREATMENT LINE.





### NEW LOWER PRICES ON BARBER GEN





### **TIP #1**

Add Framesi Barber Gen Hair and Beard Natural Balm to your routine after washing with Framesi Barber Gen Hair and Beard Natural Cleanser for a boost of moisture to hair & beard during winter months.



### **BONUS BENEFITS!**

Works for bald heads to moisturize and protect scalp from the elements!

### **TIP #2**

Beard hair is more coarse and porous than the hair on your head. Exposure to dry and cold air can lead to damage and breakage on already fragile strands. Lock in moisture with **Framesi Barber Gen Beard Oil.** Ensure your beard looks shiny and healthy while remaining soft to the touch!

### **BONUS BENEFITS!**

Polished and refreshing fragrance smells great all day - even under your face mask!



### **TIP #3**

Keep razor burn at bay! Framesi
Barber Gen Ice Tonic is a soothing,
refreshing lotion for the face and
scalp. Apply after shaving to
instantly soothe any redness
or irritation, leaving a persistently
fresh feeling with a polished and
refreshing scent!

### **BONUS BENEFITS!**

Keep bald heads free of irritation after shaving! A lifesaver for skin.



**POLISHED & REFRESHING A FRAGRANCE THAT CAPTIVATES** 



INTERNATIONAL CONGRESS 2023

# R H O D. F S GREECE





Framesi hairstylists know how to create unforgettable experiences, in the salon and at Framesi International Congress.

Last October, at the luxurious Rodos Palace Hotel in Rhodes, more than 1,100 professionals from around the world gathered for five unforgettable days filled with inspiration, creativity, and style.



in Framesi's history," says Fabio Franchina, President of Framesi. "The reason for such extraordinary success lies in the growing awareness that hairdressers, now more than ever, need valuable guidance and elements to enrich their daily activities. Creativity is an intrinsic element in the hairdresser's work, but providing them with new ideas and projects significantly enhances their performance. Today, we stand at a major crossroads: hairdressers must be able to provide different support to their clients and respond effectively to their needs. Only through proper professional training can this goal be achieved."



Seven teams of stylists from around the world enthralled the audience with unique performances, including for the first time in years, hairstylists from the USA.



Be on the lookout for info about this year's international congress!





## GOOD HAIR DAY

Framesi was elated to host 16 stylists at our North American headquarters just outside of Pittsburgh, PA for a Balayage Class last October. The class, taught by Italian Style Team Member and framesi Brand Ambassador Sarah Scaccia, instructed stylists on best practices and current trends for the hair painting technique, as well as how to use tools like the applicator

brush and board to give clients a bright, even highlight.







Framesi Brand Education will welcome stylists back to framesi HQ for an updated Balayage Class and a 2024-2025 Trends Class in April and May of this year. If you would like more information about our upcoming framesi Education classes, including dates and registration, please call framesi Customer Service at (800) 321-9648. Did you know framesi Education can come to you? If you are interested in booking higher education for your salon, please contact Rebecca Coleman, Brand Education Manager, at rcoleman@framesina.com.



framesi North America President Dennis Katawczik with instructor Sarah Scaccia and stylists who attended October's Balayage Class at framesi North America Headquarters in Leetsdale, PA just outside of Pittsburgh.

## SEASONAL STYLING



tousled perfection-

Moisturized winter curls that hold their shape against the weather.







- Apply BOUNCE to damp hair to give light-weight hold and prep curls prior to styling.
- Follow with several pumps of HAIR REPAIR FOAM to add light-weight strenghtening power and flexible body to curls, work product upward to encourage lift & volume.
- Scrunch with BY GLAZE to help curls maintain their shape for longer without stiffness or crunchiness. Diffuse with a blow dryer and enjoy weather-defying curls that last!





## big & strong

Volume that lasts with strengthening power to protect hair from winter damage.



PROGRESSIVELY STRONG

BLOW IT

### HAIR SPRAY STRONG

### recipe:

- Apply PROGRESSIVELY STRONG take home strengthening to damp hair to strengthen hair from the inside-out.
- 2. Follow with applying BLOW IT BIG to maximize volume while protecting hair during styling.
- For lasting hold and added volume & shine, finish with color-safe BY HAIR SPRAY STRONG after blow drying.

## all cocktails served with

### FRAMESI COLOR® LOVER

>95% longer lasting color\*

















# te did you know?

Did you know...
your unused points **ALWAYS** rollover and **NEVER** expire?\*

## Did you know ...

your purchases from authorized framesi distributors (stores, sales consultants, etc.) and direct framesi purchases are combined to total your quarterly purchases, which determine your elite points?

## Did you know ...

The elite Support Line (1.800.214.0618) is available **EXCLUSIVELY** for your product and application questions?

### all in this together

you have always been here for us, and we are here because of you.

### **NEW! 10 PACK FRAMESI RETAIL BAGS**

send your guests home in style with NEW framesi retail bags!



## elite questions?

email us at elite@framesi-na.com or call 1.800.321.9648, option 6

\* framesi NA reserves the right to modify or discontinue this program anytime

### **EXAMPLE**

elite Acct#: ABC-12345

Salon Framesi - Leetsdale, PA 15056

### TOTAL POINTS AVAILABLE: 1634

elite Level: Diamond

Form #: 1057

1 framesi elite point = \$1

Did you know you are given a reward level based on your quarterly purchases?

Take a look at the top left corner or your **elite** order form to check your current **elite** level! Are you Blue Diamond, Diamond, Sapphire, Emerald, Pearl, or Ruby?

elite	ELITE REWARDS LEVELS					
framesi <mark>MILAN</mark>	RUBY	PEARL	EMERALD	SAPPHIRE	DIAMOND	BLUE DIAMOND
QUARTERLY FRAMESI PURCHASES	\$500 - \$999	\$1000 - \$1,999	\$2,000 - \$3,499	\$3,500 - \$4,999	\$5,000 - \$9,999	\$10,000+
EARNINGS \$ / % OF TOTAL QUALIFIED PURCHASES	\$55	6%	8%	12%	15%	20%
EARN POINTS FOR EVERY DOLLAR	55 Points	60 - 120 Points	160 - 280 Points	420 - 600 Points	750 - 1,500 Points	2,000+ Points
WELCOME OFFER	EXCLUSIVE ONE-TIME WELCOME KIT UPON ENTRY					
PAY WITH POINTS‡	1 POINT = \$1 REDEEMABLE FOR PRODUCT, EDUCATION & TOOLS AT SALON COST †points not redeemable for cash					
SEASONAL HAIR / MAKEUP PROPOSALS FROM MILAN, ITALY	•	•	•	•	0	•
NEW PRODUCT PREVIEW	•		•			
EXCLUSIVE ELITE-ONLY HOTLINE			•			
COMPLIMENTARY DIGITAL EDUCATION / NEW PRODUCT UPDATE EDUCATION	•		•		(4)	
SURPRISE NATIONAL HOLIDAY OFFERS	_	_	•	•	(4)	
FREE SAMPLING OF NEW PRODUCTS	-	_	_	•	(4)	•
COMPLIMENTARY DIGITAL HANDS-ON EDUCATION	_	_	_	•	(4)	•
TEST NEW PRODUCTS BEFORE THEY GO TO MARKET	_	-	-		-	•

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### THREE WAYS TO REDEEM POINTS!

1. Email 2. Fax 3. Mail

Email clear and readable pictures or scans of your order form to:

elite@framesi-na.com

Fax your order form to:

412.264.5696

Mail WHITE COPY only of your order form to:

Framesi NA Attn: elite 17 Avenue A

Leetsdale, PA 15056

# let's get social!





### **Icy Blonde**

Lightened with **DECOLOR B CREAM PLUS** and **FRAMESI** PROFESSIONAL ACTIVATOR 25 vol.

Toned with **FRAMCOLOR Eclectic 9CT** (Cool Anti-Yellow Toner) + 9PE (Very Light Pearl Blonde) + FRAMCOLOR GLAMOUR 9.61 (Blonde Silver Violet) and FRAMESI PROFESSIONAL **ACTIVATOR 10 vol.** 



### **Caramel Drizzle**

Full teasylight with **DECOLOR B DIAMOND** and FRAMESI PROFESSIONAL ACTIVATOR 10 vol.

Alternate some lowlights with **FRAMCOLOR** ECLECTIC 6NE (Dark Blonde) + "a little" 5HCE (Light Hazel Chocolate) and FRAMESI PROFESSIONAL ACTIVATOR 10 vol processing for 20 min.

Quick toner at the bowl with FRAMCOLOR **ECLECTIC 8NE** to blend for a sunkissed look.





#framesiusa #framesi #framesielite #framesifam #framesiquality #framesifast #framcolor



### **Candy Dipped Frosty Blonde**

Blonde toned with **FRAMCOLOR ECLECTIC 9CT** (Cool Anti-Yellow Toner) + **9PE** (Very Light Pearl Blonde) with **FRAMESI PROFESSIONAL ACTIVATOR 10 VOL** 

Purple: **FRAMCOLOR PURE PIGMENT PLUS /66** (Deep Violet)

Blue: FRAMCOLOR PURE PIGMENT PLUS /22 (Blue)

### connect with framesi on social media!

### CONNECT

with framesi, fellow stylists, and salon guests!

### SHARE

photos of your creations for a chance to be reposted!

### INSPIRE

LIST YOUR FORMULA

others and gain inspiration for your next style!

### improve your chances!

sharing your looks, but not getting noticed?

### our checklist



TAG US!



## March/April 2024 Promotions





### March/April 2024 Promotions







DECOLOR PRO-FORCE







framesiprofessional.com

980161-000

technical assistance 1.800.245.6323



# you've got questions. FRAMESI HAS RESOURCES FOR STYLISTS

## TESTIMONIAL VIDEOS

framesiprofessional.com/ videos/

see firsthand why stylists love framesi & get helpful tips and inspiration from our top stylists

## RESOURCE CENTER

framesiprofessional.com/ resource-center/

get access to key framesi technical information for quick, easy application instructions and professional direction

## EDUCATION PAGE

framesiprofessional.com/ classes/

available for all framesi color lines & higher education classes, find the perfect education option for you and your salon!



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SCAN USING YOUR PHONE CAMERA!

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