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Hair therapy in the barbershop: transition between trend and professional responsibility.

Hair therapy in the barbershop: transition between trend and professional responsibility

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Summary

The incorporation of hair therapy into the world of barbering has ceased to be merely a resource for aesthetic differentiation and has become a field that demands technical responsibility, clear boundaries, and governance in service delivery. In a men's grooming market characterized by high demand, information asymmetry, and poorly verifiable commercial promises, barbers and hair therapists occupy a unique position: they are often the first point of contact for men when faced with complaints such as flaking, oiliness, itching, and hair thinning. This article discusses the transition from hair therapy "as a trend" to hair therapy "as a responsible practice," proposing a framework for action based on evidence, client safety, and articulation with dermatology. The analysis draws on international literature in trichology, scalp microbiome, common dermatoses, and men's health, as well as studies on interventions in barber shops as non-traditional care environments. It argues that the sector's credibility will depend less on spectacular techniques and more on low-complexity clinical consistency: screening, documentation, honest guidance, safe cosmetic management, and timely referral.

Keywords: hair therapy; barber shop; trichology; seborrheic dermatitis; androgenetic alopecia; professional ethics; men's health.

Abstract

The integration of scalp therapy into barbershop services has moved beyond aesthetic differentiation and now demands technical accountability, scope clarity, and service governance. In men's grooming markets shaped by high demand, information asymmetry, and loosely verifiable commercial claims, barbers and scalp therapists often become the first point of contact for complaints such as scaling, oiliness, itching, and early hair thinning. This article examines the shift from scalp therapy as a "trend" to scalp therapy as a "responsible practice," proposing an evidence-informed framework centered on client safety and referral pathways to dermatology. The discussion draws on international literature in trichology, scalp microbiome, common scalp dermatoses, and men's health, as well as research on barbershop-based interventions as non-traditional settings for health promotion. The paper argues that the sector's credibility will rely less on spectacular techniques and more on low-complexity clinical consistency: screening, documentation, honest counseling, safe cosmetic management, and timely referral.

Keywords: scalp therapy; barber shop; trichology; seborrheic dermatitis; androgenetic alopecia; professional ethics; men's health.

1. Introduction: when demand comes before evidence

The contemporary barbershop has become a space where aesthetics, identity, and routine intertwine. They intersect intensely. This is not just a cultural trait; it is also a market fact: the Men have started consuming more services, products, and information about appearance, aging, and... self-care. The side effect of this expansion is well known in the wellness sector: the greater the The greater the public interest, the greater the circulation of quick "solutions," and the greater the gap between what is demonstrable and what is merely persuasive.

In this context, hair therapy has gained traction. In part, because it addresses complaints. prevalent and bothersome; in part, because it offers the barbershop a repertoire of ritualization of



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Careful; and also because it fits the way many men prefer to access guidance:

In trusted, informal spaces with low emotional barriers. The logic is similar to that observed.

in health interventions carried out in barbershops, where community trust in the environment is

Used to promote adherence and referral, with measurable clinical results when there are

Integration with healthcare professionals.

The thesis of this article is simple: **hair therapy in barbershops is only sustainable in the medium term.**

The timeframe for migrating from a "trend + performance" model to a "responsibility" model is...

+ consistency". This migration does not require the barbershop to transform into a clinic, but it does require that

it operates with minimum safety and truth criteria — especially because scalp and

Hair is not just about aesthetics: it's living tissue, microbiome, a source of inflammation, and an immune response.

psychosocial impact.

2. Methodology: integrative review and construction of a responsible practice framework.

An integrative review of international literature in trichology and dermatoses was conducted.

scalp, microbiome, applied trichoscopy/dermatoscopy, and men's health. They prioritized-

if systematic reviews, expert consensus, meta-analyses and association guidelines

dermatological. The search was structured using descriptors in English (trichology, scalp microbiome,

dandruff, seborrheic dermatitis, androgenetic alopecia, trichoscopy, men's health, barbershop-based

interventions), with chain tracking of relevant references.

In parallel, the article proposes a service governance framework suitable for

Barber shop: a set of operational principles that reduces risk and increases predictability.

conduct and improve the integrity of recommendations. The goal is not to standardize the sector in a way that

Rigid, but offering a practical basis that avoids two common pitfalls: improvisation without documentation and

The promise without limits.

3. What appears first in the chair: prevalent conditions and real impact

The first point worth clarifying is the reason for these complaints that reach the chair beforehand.

From the doctor's office. It's not just prevalence: it's access and behavior. Men tend to seek help.

formal consultation later, especially when the symptom is not disabling (itching, scaling, thinning).

(slow). The barbershop, on the other hand, is a space of trust, recurrence, and continuous observation — and

This is similar to what the literature describes when it uses barbershops as promotional environments.

Regarding health: the strength of the setting lies in familiarity and the low emotional barrier to discussing it.

annoying.



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Seborrheic dermatitis: common, recurring, and easy to underestimate.

The meta-analysis by Polaskey et al. offers data that helps to contextualize the conversation:

The overall pooled prevalence of seborrheic dermatitis was around 4.38%, with variations by

Age and context. This number, by itself, doesn't explain the feeling that "everyone has dandruff," but it...

This confirms that we are talking about a frequent, chronic problem with a large circulation of
homemade attempts.

In the barbershop, what often appears is a spectrum ranging from "mild dandruff" to more serious hair problems.

who already have evident inflammation, persistent discomfort, and periods of worsening. The central issue is that

Seborrheic dermatitis isn't just "not washing properly"—and when the customer buys this

In his narrative, he tends to alternate between excessive hygiene, friction, harsh products, and haphazard solutions.

In mild to moderate cases, guidelines for the general public reinforce that anti-dandruff shampoos can...

to be sufficient to control the condition on the scalp, which is consistent with daily practice.

The problem arises when the condition worsens: fissures, pain, discharge, very large plaques.

Inflammation, recurrent failure, and a significant impact on quality of life. That's where the management logic changes:

It's not about "changing products," it's about recognizing limits and moving on.

Scalp microbiome: why the “same shampoo” doesn’t work for everyone.

The most underestimated part — and the one that fuels the most commercial promises — is the microbiome.

Recent literature points to dandruff/seborrheic dermatitis as a phenomenon associated with dysbiosis, with

Variations in the composition of fungi and bacteria and their relationship to inflammation and susceptibility.

individual. The study by Lin et al., for example, describes patterns of dysbiosis in the scalp and

It highlights the multifactorial complexity of the process, avoiding reducing the situation to "a single villain".

This is crucial for the barbershop for a practical reason: biological complexity creates space.

for persuasive simplifications. When the phenomenon involves fungus, sebum, skin barrier and response.

immune, there will always be someone selling a linear story ("it's just detox", "it's just hydration", "it's just

"fungus," "it's just oiliness") — and linear stories sell well because they give a sense of control. The

The professional challenge is to maintain communication that is simple without being simplistic: to explain to

The client believes that there are frameworks in which control is possible, but control depends on consistency.

Tolerability and, in some cases, medical follow-up.

Androgenetic alopecia: the complaint that men avoid until they can no longer avoid it.

In androgenetic alopecia, the social mechanism is similar: the man procrastinates. He only



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She speaks up when the thinning has already become an image in the mirror and, sometimes, a topic of conversation in the environment. A
The systematic review and meta-analysis by Huang et al. reinforces that AGA is associated with moderate impact.
in quality of life and emotional dimensions, with relevant psychosocial implications.

This point changes the approach to customer service. Because, in practice, the conversation in the chair isn't...
It's not just about hair: it's about aging, control, identity, and social presence. When the barbershop
Treating it as "selling hope" loses credibility; when it's treated as welcoming with
Honesty builds trust. What the customer often needs is not a promise, but a...
Realistic map: what can be managed within the cosmetic scope, what requires dermatological evaluation and
which is an expectation incompatible with the stage of the situation.

In short: these conditions "appear first in the chair" because the barbershop is a
A privileged observatory of men's daily lives. Seborrheic dermatitis and androgenetic alopecia are
prevalent, but the crucial point is another: the barbershop sees early, but cannot promise as if
treat everything. The professional who understands the microbiome, inflammation, and psychosocial impact doesn't need to.
Speaking formally — requires maintaining boundaries, consistency, and guidance when necessary.

4. A governance framework for hair therapy in barber shops.

Next, a set of pillars is proposed that fit into the actual routine of a barbershop and
They raise the technical standard without "medicalizing" the service.

4.1 Risk screening and warning signs

Screening is the heart of responsible care. A well-trained barber/hair therapist.
You don't need to name diseases to act correctly; you need to recognize warning signs. Wounds
open, discharge, foul odor associated with pain, bleeding without trauma, severely inflamed plaques,
pustules, patches of alopecia with signs of inflammation, intense refractory itching, or worsening
Quick responses are typical examples of scenarios where the priority is to move forward, not to "try one more time."
protocol".

This screening is not just clinical; it's also historical. Recent medication change,
Intense stress, abrupt weight loss, post-infection, and hormonal changes can all have repercussions on...
Diffuse hair loss and sensitivity. The barber shop doesn't provide a definitive diagnosis, but it can help clarify misinterpretations.
simplistic approaches and guide the client to seek evaluation when there is a relevant systemic context.

4.2 Minimum documentation and follow-up

Lack of record-keeping is one of the biggest sources of confusion in low-complexity therapies.
Minimum documentation doesn't have to be bureaucratic: it can be a short form outlining the main complaint.
Standardized visual observations, products used, and guidance given. In follow-up cases,
Standardized photos (with consent) and progress notes prevent self-deception and strengthen the...



transparency.

In addition to protecting the client, the record protects the professional: it reduces noise, prevents...

The narrative of the outcome is rewritten by expectations, and it organizes the reasoning.

4.3 Hygiene, barrier and irritation prevention

A large part of the worsening of sensitive scalp conditions does not come from a "lack of active ingredient," but from...

Cumulative irritation: excessive friction, heat, fragrances, excess alcohol, aggressive exfoliation and

Untested combinations. Responsible logic prioritizes barrier and tolerability, especially

in men who wear hats, helmets, or have frequent sweating.

4.4 Honest education and practical consent

The client needs to leave understanding three things: (1) what was observed; (2) what can be done

in the cosmetic scope; (3) in which scenarios he should seek a dermatologist. The quality of this

Conversation defines the credibility of the service. In common dermatoses, dermatological associations

They describe phased and realistic approaches — which helps to calibrate customer expectations and

Reduce anxiety about "instant cures."

4.5 Referral network and partnership with dermatology

Hair therapy in the barbershop matures when it learns to guide clients without appearing defeated.

Referral is a matter of competence, not retreat. The existence of a network (dermatologists, clinics,

(healthcare professionals) improves outcomes and reinforces confidence. The logic, again, is similar to

Regarding interventions in barbershops: when there is integration with formal care, the impact is greater and more... consistent.

5. Trichoscopy/dermatoscopy: potential, limitations, and caution.

The consolidation of trichoscopy as a diagnostic support tool in dermatology.

This stems from a simple methodological advantage: it allows for non-invasive observation of

Structures and patterns of the scalp and hair that are invisible to the naked eye, reducing dependence.

exclusive to subjective clinical description. Extensive reviews show that the technique already has a body of evidence.

consistent evidence for multiple conditions, although with important variations in quality.

Methodological and level of proof according to the disease being evaluated. In this sense, trichoscopy is not only

"a lens," but a resource for semiological standardization: it creates visual vocabulary, improves

Comparability between consultations, and when properly applied, reduces uncertainty in diagnoses.

frequent differentiators.

When discussing androgenetic alopecia, for example, trichoscopy is of interest to...

particularly high because the condition manifests itself through progressive and measurable patterns. One



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A recent systematic review summarizes typical findings such as variability in wire diameter.

(miniaturization), increased vellus hairs and the presence of the "peripilar sign," among other signs; more

More important than memorizing the name of each finding is understanding the principle: the technique helps to transform

The complaint ("I'm fine-tuning") can be transformed into an observable pattern, useful for documentation and follow-up. In

In terms of responsible barber shop practices, this supports prudent use: comparative record to

Over time, support for conversations about realistic expectations, without "sealing" a diagnosis based on...

own.

The value of trichoscopy increases even more when the goal is to avoid errors due to similarity.

clinical. There are conditions that, in the beginning, may resemble "common hair loss" or "persistent dandruff,"

but which have distinct trajectories and risks. The literature describes, for example, how trichoscopy can

to help recognize signs suggestive of infectious conditions such as tinea capitis — which, in routine practice,

It is less relevant as a "diagnosis in the chair" and more as an alert for referral when necessary.

patterns consistent with relevant infection or inflammation. Similarly, reviews on

Scarring and non-scarring alopecia reinforce the idea that trichoscopy helps to differentiate patterns.

and identify situations where delaying expert assessment could mean permanent loss of

follicles.

That being said, prudence begins by recognizing that trichoscopy is highly dependent on

Operator (technique, experience, image standardization) and context (disease stage, treatments)

Previous factors, cosmetics used, lighting, device quality). Reviews also point out

Recurring limitations in the literature: heterogeneity of samples, lack of standardization by

disease stage and low reproducibility in some scenarios. This means that the lens may

It can increase accuracy, but it can also increase undue confidence — especially when it turns

An argument from authority to "close the diagnosis" or sell a package.

For the barbershop, therefore, the academically defensible use is not "diagnosis," but rather three.

Specific functions: (i) visual education (showing what is being observed, using simple language)

and clear boundaries), (ii) standardized documentation (longitudinal comparison, always with

consent), and (iii) qualified communication in the referral (offering the dermatologist a

(organized record of what was seen and what was attempted). This design is consistent with the literature.

which describes trichoscopy as a useful tool not only for diagnosis, but also for

follow-up and monitoring — provided it is part of responsible clinical practice.

There is also an ethical-operational component that is often overlooked when discussing...

Technology in the barbershop: biosecurity and image governance. If trichoscopy involves contact

When it comes to the scalp, a proper hygiene protocol for the equipment and caution are essential.

absolute in the case of open wounds or discharge. And, if photographic documentation is involved, it is equally so.

indispensable explicit consent, defined purpose (monitoring/referral) and



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Protection of the material — because an image of the scalp is personal data, and its misuse is a serious concern.

It destroys trust faster than any technical result.

Trichoscopy can greatly improve the level of service when used as a tool for...

observation and documentation, not as a "clinical stamp." The reputational gain for the barbershop comes

The opposite of sensationalism: it comes from using technology to reinforce boundaries, clarity, and

timely referral. This is the point at which technique ceases to be an accessory and becomes, of

In fact, it's a component of professional responsibility.

6. Discussion: the credibility of the sector will be determined more by ethics than by aesthetics.

There is a structural tension in the growth of hair therapy in barbershops: the service has

Clear economic value, but it operates in a territory where customer vulnerability is high. Fall.

Persistent hair and scalp discomfort are not just "cosmetic annoyances";

They are often experienced as signs of loss of control, accelerated aging, and social exposure.

Therefore, when a man arrives at the dental chair with visible thinning or recurring scaling, he almost...

It always brings up questions that it doesn't formulate precisely, but that determine its behavior.

Purchase: Will this get worse? Is there a solution?

An immature market transforms these questions into a sales trigger. It sells urgency,

It dramatizes the risk and offers an all-encompassing promise. The professional market does the opposite: it translates

Anxiety in useful information replaces spectacle with discernment and maintains limits without constraining the

customer. The difference is less moral than technical: credibility is born when the promise is

compatible with the scope and the evidence. At this point, maturity is not about "speaking in a complicated way," nor is it...

To support in grand terms; it is to have the courage to say "up to this point I can safely help you" and

"Here you need a medical evaluation," said clearly and respectfully.

This approach is particularly important because hair health has a psychosocial dimension.

documented. Minimizing the suffering associated with alopecia as a matter of vanity is a clinical misinterpretation and

Humans: studies show a consistent impact on self-esteem, emotional well-being, and quality of life.

life. This requires more careful communication from the professional, avoiding both coldness ("this is

The ethical axis is to balance realism and alarmism.

Reception: explaining what is observed, what is likely, and what can be managed in the cosmetic routine.

and what needs investigation, without turning uncertainty into theater.

The contemporary debate on microbiome and inflammation reinforces this same argument because

Another way. The tendency to simplify complex frameworks is tempting — and commercially efficient —

, but scientifically fragile. Dandruff and seborrheic dermatitis, for example, vary in tolerability.

Individual factors, environmental context, habits, and inflammatory response all depend on what works for one client.

to fail for another, and the fluctuation does not, in itself, mean a "worse prognosis," but rather that the phenomenon does not



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It's linear. When professionals understand this complexity, they abandon universal promises.

and begins to work with more defensible objectives: stabilizing, controlling, reducing irritation,

Monitor the evolution of the situation and refer the patient when the signs exceed the routine of the service.

In practical terms, this is what decides the future of the sector: not the aesthetics of the ritual, but the

Integrity of reasoning. The barbershop gains ground when it delivers a form of care that is...

Repeatable, honest, and reliable — and it loses ground when it transforms customer insecurity into a model.

business.

7. Final considerations

Hair therapy within the barbershop is reaching a crucial point: it can remain

as a fashion element—strong as long as it remains new—or to become established as a practice.

Sustainable, recognized for its consistency and the trust it generates. What separates these two destinations?

It's not the sophistication of the equipment, nor the exuberance of the protocol, but rather the standard of conduct.

Sort prudently, record the essentials, choose approaches with good tolerance, guide from

Honesty and timely referrals are simple but crucial actions. No.

They transform the barbershop into a clinic; they transform the barbershop into a serious service.

In the medium term, the sector that sustains itself is the one that understands that results are not limited to

"before and after." In this field, results mean predictability, security, and technical reputation. It's about the customer.

To realize that you are dealing with a professional who doesn't need to exaggerate promises to justify their value. In

In other words, hair therapy becomes relevant not by promising more, but by promising with...

measure — and comply consistently.

If the barbershop wants to legitimately occupy this new space in men's grooming, it...

You don't need to compete with medicine or imitate a doctor's office. You just need to abandon the...

Improvisation and adopting a mature stance towards what you offer: clear boundaries, commitment to the client, and

respect for the real complexity of the scalp. That's where trends become practice. That's where

The market becomes a profession.

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