

# Money & Jobs

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Your guide to investments, personal finance, tax, and recruitment

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## 'Men more open about effects of hair loss'

### My job: Dr Maurice Collins

In conversation with  
John Daly

When it comes to concerns around hair loss and its possible remedies, the world is a very democratic place. It is a world Dr Maurice Collins has observed from the front lines, and made his life's work. "Our patients come from all walks of life. Taxi drivers, plumbers, teachers, CEOs and movie stars all come through our doors with similar concerns. I believe hair loss is a great leveller in this regard," he explains. "Many patients spend years worrying about their hair loss before seeking advice. Often it is a comment from a colleague or friend about their hair loss that is the final instigator for them to call. Most will say to me that their only regret is not calling sooner."

While the majority of clients are male, Hair Restoration Blackrock (www.hrbr.ie) also deals with a growing percentage of women annually, and for whom surgery is not always the first treatment option. "We treat all age groups from children who have been scarred as a result of injury or accident, and where hair transplantation can be very successful in camouflaging scars, to patients well into their 80s. Hair loss affects people throughout their life, so it is not surprising that this is reflected in our patient demographic," he adds.

Having initially begun the practice within the Blackrock Clinic, Hair Restoration Blackrock has since moved nearby to a dedicated facility at Samson House on Sweetman's Avenue in Blackrock. "The demand for our services were such that we needed a much larger facility in order to provide the level of service we wanted to give our patients." The team has expanded to include consultant plastic surgeons, a general surgeon, a dermatologist and a general practitioner.

"Together with our team of technicians, nurses and support staff, we provide care to over 3,000 patients

annually." In 2018, HRBR was accredited with Joint Commission International (JCI) and became the first hair transplant clinic in the world to receive this distinction. Earlier this year HRBR began working with the Charles Institute of Dermatology in UCD to assist further in their research into hair loss. "We hope that in the future this research leads to a better understanding of the causes of hair loss and as a result could provide further scientifically proven treatments for our patients," says Dr Collins.

Hair Restoration Blackrock has worked with many famous people over the years, some of whom are happy to publicly credit Dr Collins for their transformations. "Having high profile men talk about their hair loss is hugely important. I started treating hair loss almost 20 years ago and back then no man spoke openly about it. Nowadays many men speak openly about how their hair loss affects them, with young men referring each other into the clinic. This is in part down to these high profile patients starting the conversation."

Well known people include music impresario Louis Walsh, actor James Nesbitt and television personality Marty Whelan. "Despite men speaking more openly about their concerns, there remains many taboo subjects for men with regards to their physical and mental health. I have seen the detrimental effects that hair loss can cause, with it affecting many men's lives to a point that it stops them going to job interviews, affects their relationships and can even stop them leaving the house."

Hair loss is an issue that should be taken seriously and to dismiss it as vanity is wrong, he believes. "From my experience, vanity has little to do with it. Most men report the effects of their transplant as being better self-esteem and self-confidence. Our greatest compliment is when someone tells us they no longer think about their hair loss." Up to 20% of HRBR's patients come from overseas. "We have had patients travel from all parts of the globe, with a large number coming from the UK. It is a great compliment to us that people would take the time and effort to travel to us and we believe it is a great testament to the quality of service we provide," he adds.

While stories regularly crop up around 'miracle hair loss cures', Dr Collins and his team constantly review the latest treatments and associated scientific literature. "Unfortunately, there is no miracle cure for hair loss and managing patients' expectations is very important. The next big step in hair



Dr Maurice Collins: Warns people seeking 'instant or miracle cures' for hair loss.

transplantation will be hair cloning and scientists in the United States are doing some very interesting research on this. However, we are years away from this technology being tested in humans and ready for general consumption. That

said, patients who have had procedures with us and are using the medical treatments have had super results."

Dr Collins particularly cautions on people seeking 'instant cures' in overseas locations which are so often

**Name:** Dr Maurice Collins  
**Occupation:** Founder and Medical Director, Hair Restoration Blackrock

**Background:** Trained in general surgery and received his Fellowship from the Royal College of Surgeons, he has worked in hair transplantation for 20 years. Hair Restoration Blackrock caters to 3,000 patients annually and recently linked with the Charles Institute of Dermatology in UCD to assist with research into hair loss.

unregulated or not professionally managed. "Many people are travelling overseas now for 'cheap' hair transplants which are not carried out by medical professionals."

The team at HRBR are seeing an increase in consultations with individuals seeking to undo botched procedures: "Happily, in most cases we are able to successfully help these patients."

Having originally qualified at the Royal College of Surgeons in Dublin & London in the areas of Ear, Nose & Throat surgery, and subsequently Head & Neck Surgery, Dr Collins extols the significant career gratification from helping clients regain their crowning glory.

"It is amazing the satisfaction I get from working at HRBR and treating our patients. I first looked into hair transplantation many years ago while still keeping my practice as an Ear Nose and Throat surgeon at the Blackrock Clinic. I was somewhat naive when I first started researching the area."

He admits hair restoration looked easy to an experienced surgeon, as he was at the time. "But how wrong I was. Anyone who considers this to be medically or surgically simple has not understood the fundamentals of a hair transplant. The process is not only a surgical procedure but in fact marries an artistic element. The enhanced sense of wellbeing that a successful transplant gives to patients is tremendously gratifying, both professionally and personally."

While every case is different, the hair transplant surgery success rate is significant: "It is an important question given that this procedure can be a significant emotional and financial investment. At HRBR, our studies have shown that 98% of all the grafts we place will eventually grow normal hair."

■ www.hrbr.ie

## JOB of the WEEK

**Job:** FLAC, the nationwide network of Free Legal Advice Centres which exists to promote equal access to justice, wants to recruit a full-time solicitor to provide a specialised legal service to the Traveller community.

**Duties:** Identify cases of strategic importance to the Traveller community, provide advocacy and legal representation to the community in cases before courts and tribunals, and provide training and information to local Traveller groups. You will also contribute to policy development and comment on legal issues of strategic importance to the Traveller community, including in the media as required.

**Qualifications:** You must have an appropriate professional legal qualification, at least three years post-qualification experience in litigation at all levels, compliance with Law Society regulations, excellent communication and interpersonal skills and an ability to work flexibly with clients from diverse backgrounds. Experience in housing law, administrative law generally, equality or human rights law would be an advantage.

**Applications:** Send your CV by email to recruitment@flac.ie or by post to Managing Solicitor, FLAC, 85/86 Dorset Street Upper, Dublin 1 before 5pm on October 4.

## Peak strategies to boost energy, effectiveness and sustainability

While commercial success depends in part on business skills and strategy, it also relies on individual wellbeing and vitality. Maintaining the energy levels required to perform at peak, even in challenging environments, is key for productivity and an essential element for individuals wanting to live and work successfully and sustainably.

Our mental and physical state is influenced by a range of factors including nutrition, sleep and physical activity. What follows is a selection of simple strategies that I have found to be consistently effective for boosting energy, effectiveness and sustainability, providing wide-ranging benefits for individuals and businesses alike.

### FLUID THINKING

The body is about two-thirds water, and the brain is even more watery than that. Studies show that even very mild dehydration can impair our vitality and cognitive abilities including concentration and critical thinking.

You're likely familiar with the idea that 'we should drink two litres or eight glasses of water each day'. Yet, fluid needs vary from individual to individual (for example, does someone weighing 100kg need the same as someone weighing substantially less?), as well as circumstances such as temperature and levels of activity.

The 'right' amount of fluid to drink is the amount that it takes to ensure we are well-hydrated, whatever our size and situation. Some people imagine that thirst is the best indicator of our need to drink. The problem is by the time someone is noticeably thirsty, they are usually dehydrated well beyond the point performance has been affected.

A better guide to the state of our hydration is the colour of our urine. My advice is to drink enough fluid to keep our urine colour pale yellow throughout the course of the day, whatever the circumstances.

**SLEEP FOR PRODUCTIVITY**  
Sleep restores our energy and prepares us physiologically and psychologically for



Commercial success relies on more than business strategy, writes **Dr John Briffa**

### IMI business analysis

the next day. A common prescription is to ensure we get eight hours a night. But, as with fluid requirements, sleep needs vary from person to person, and can even vary from time to time.

I encourage people to gauge whether their sleep needs are being met by looking for symptoms of 'sleep debt', such as regularly waking 'artificially' to the sound of an alarm, not feeling well-rested on waking, and the use of a phone's snooze function.

Anyone suspecting they may be running chronically short on sleep might do well to address this. While a very consistent 'sleep schedule' is recommended for optimal sleep, I find in practice hardly anyone in employment can get close to such a thing, particularly if they have hopes on some sort of social life.

Plus, I'm a great believer in catching up on sleep when time, commitments and situation allow. The sleep scientists tell us we cannot catch up on sleep, but my experience with literally thousands of individuals tells me otherwise: the vast majority of people short of sleep are instantly revived by getting more shut-eye. 'Sticking to a schedule', robs us of the potential to recoup sleep in this way, though.

During the working week, 'sleeping in' is not normally an option, frantic morning schedules being what they are. So, the killer tactic is usually simply to go to bed earlier when we can. This is unlikely to work if the thought around this is 'sleep is a waste of time' and 'my life is over'. The mindset needs to be more that while sleep is not productive, it is essential for productivity and performance, and at the



Even small amounts of alcohol disrupt sleep quality.

same time is helping us to have healthier, energised and more fulfilling lives.

**EASY ON THE ALCOHOL?**  
I've noticed over the last couple of decades that it's become increasingly acceptable not to end up utterly ruined at work-related dinners and functions. At the same time, it seems very few business executives have taken the pledge. So, some of us have settled on drinking moderately on certain occasions.

This looks like a happy middle ground on the surface, but the issue is that, generally speaking, even quite small amounts of alcohol tend to disrupt sleep quality, particularly in the second half of the night. My experience is that usually a couple of glasses of wine will be all it takes for someone to feel significantly less well-rested in the morning compared to if they had not drunk at all.

While there may be pleasure to be had from drinking, often this is outweighed by the 'pain' endured the next day. While common medical

advice is to 'spread alcohol out' or 'drink little and often', what I've found over the years is this jeopardises performance and sustainability. What experience tells me works way better for most people is to confine drinking mainly to the weekend, and drink as little as possible during the week.

### MOVEMENT MATTERS

We are reminded endlessly about the virtues of physical exercise, but there's no doubt that some of us can struggle to find the time to fit it in, particularly when we're busy at work. A common issue here is imagining that we're not really going to get benefit unless we're exercising quite intensely for an extended period of time.

Actually, studies suggest that even walking has considerable benefits for health and wellbeing, with evidence linking consistent moderate activity with reduced risk of type-2 diabetes and cardiovascular disease, as well as delayed death. Walking, in the short term, can improve and boost mental function and creativity (many people find their best ideas come to them not while they're thinking on a problem, but while 'in transit').

Some form of more intense physical activity, perhaps including something with a 'resistance' component can be helpful too. This does not require going to the gym, though, and it can sometimes be helpful to be mindful of Bruce Lee's advice that: "Long-term consistency trumps short-term intensity".

A decent set of press-ups and squats, a home-based circuit such as the 'seven-minute workout', or three to four rounds of sun salutations (if you're into yoga) are all good and can usually be fitted into a morning routine with relative ease.

■ Dr John Briffa is a medical doctor specialising in the optimisation of wellbeing, performance and resilience. He is the author of nine books, including *A Great Day at the Office - 10 Simple Strategies for Maximising Your Energy and Getting the Best Out of Yourself and Your Day* (Fourth Estate). Dr Briffa will be speaking at today's IMI's National Management Conference.

# WE ARE HIRING

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SIGMAR RECRUITMENT	LOGISTICS LEADER (60K)	CORK	15466737
<b>ENGINEERING</b>			
PROCHEM ENGINEERING	PROJECT CONTROLLER - CORK	CORK	15468247
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