

# Gray hair?

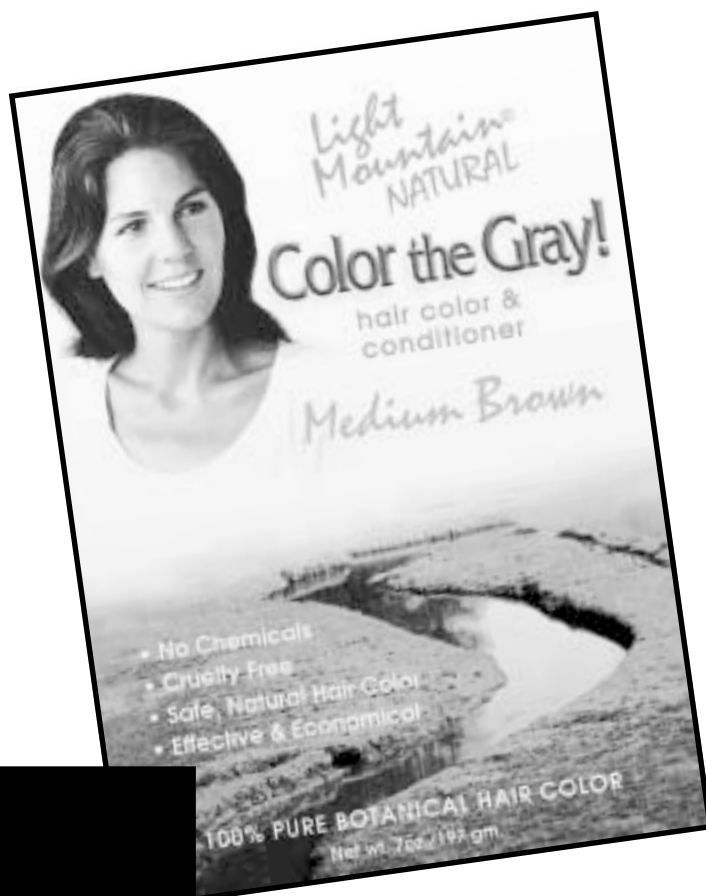
## GRAY HAIR TREATMENT PROGRAM

Our two-step process allows you to cover gray hair without using harsh chemicals like peroxide or ammonia.

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**CHEMICAL FREE**

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## Light Mountain<sup>®</sup> NATURAL Color the Gray! hair color & conditioner

### HEALTH

One of the truly beautiful things about **Light Mountain Natural Color the Gray!** is that it is ALL NATURAL. *The Doctors' Prescription for Healthy Living*, Volume 2, Number 1, ranks **Light Mountain Natural** as one of the top two nontoxic hair colorants on the market.

**Light Mountain Natural** uses only 100% pure, premium botanicals. It is expertly blended by our trained staff to achieve a rich medley of colors: from an extraordinary range of reds through mahoganies and browns deepening to black. If you need conditioning without the added color, look for the neutral tone in our original line of **Light Mountain Natural Color & Conditioner™**. It has a soft and gentle conditioning effect.

### SIMPLICITY

**Light Mountain Natural** was the first to offer botanical hair color in a **complete kit**. Our kit lends a helping hand during application with its pair of plastic gloves. In addition, there is a plastic cap to hold everything in place. The **Light Mountain Natural** kit is the perfect alternative to modern, complicated hair products. Simply mix, apply and rinse out. There is no stripping, no peroxide and no chemicals.

### UNDERSTANDABLE

When followed, our foolproof instructions work. They are carefully written to be easily read and understood. Each step is fully illustrated. To eliminate guesswork, we have included answers to questions you most often ask about **Light Mountain Natural**:

- **What is it?**  
Plants straight from Mother Nature's botanical salon.
- **How does it work?**  
It coats your hair with a natural protein.
- **Why a two-step process?**  
Better coverage for those with 10% or more gray.
- **Why use our brand?**  
It contains 100% pure, botanical product in a complete kit.
- **Why Patch Test?**  
To alert you to possible allergies.
- **Why Strand Test prior to applying?**  
To assure satisfactory results and fine-tune timing for color.
- **Can I chemically tint before or after using?**  
Only with caution and after a Strand Test.
- **Can I perm before or after using?**  
Yes, but with caution.

Full answers to these and other frequently asked questions are on the following pages, along with **Light Mountain Natural** application instructions.

# Before you begin, read ALL pages. TO INSURE BEST RESULTS, THINGS YOU MUST KNOW BEFORE STARTING. . .

## What is Light Mountain Natural?

It is a pure, natural product made from the powdered leaves of three plant species of the *Lawsonia*, *Indigoferae* and *Cassia auriculata*. These powdered leaves are expertly blended by our trained staff. Our blends include red, neutral and black, which offer a rich medley of color. The colors may vary from crop to crop and season to season. Our blending helps compensate for these variations.

## How does it work?

The *Lawsonia* leaf offers the red shades, *Indigoferae* offers the dark shades and *Cassia auriculata* is for conditioning effect. When mixed with hot water they will coat hair and other protein cells as well as stain skin and nails. This coating action is beneficial to your hair. It seals in oils and tightens the cuticle resulting in a rich, healthy shine. After application, the new color will go through subtle changes over a period of two to three days.

### Please note:

- Hair that has been treated with a dark shade cannot be lightened with a lighter shade of Light Mountain Natural.
- Light Mountain Natural can only add color to your hair.

## Why a two-step process?

After years of research, motivated by customer needs, we have developed Color the Gray! to better meet the coloring demands of the more mature head of hair.

## Why use the Light Mountain Natural brand?

It is one of the few completely natural, botanical hair colors on the market. Our ingredients are 100% pure botanicals, straight from nature. Other brands use "all natural" only as a catch phrase on the front of the package, while the ingredients listed are synthetic conditioners for shine and metallic salts for color. Stay with the proven best, **Light Mountain Natural**—100% premium botanicals.

## Why Patch Test prior to using?

Although **Light Mountain Natural** is a completely natural product, some people may exhibit an allergic reaction to it. **You must perform a separate Patch Test for each of the two packages.** (Packages are labeled Step 1 and Step 2.)

### Patch Test—Perform Twice:

**ONCE FOR THE STEP 1 PACKAGE AND AGAIN FOR THE STEP 2 PACKAGE.**

**PERFORM PATCH TEST 24 HOURS BEFORE USING.**

- Wash an area on your inner elbow or back of knee.
- Mix approximately a tablespoon of the **Light Mountain Natural** you intend to use on your hair with hot water. Let mixture cool to the touch.
- Apply cooled mixture with cotton applicator over a one-inch area of inner elbow or back of knee.
- Allow to dry. Leave area uncovered and undisturbed for 4 hours before rinsing.
- Examine test area during each stage:
  - Shortly after mixture dries.
  - 4 hours after beginning test.
  - When mixture is rinsed off with water.
  - 20 hours after beginning test.

**IF SKIN REDDENS, BURNS, ITCHES, BECOMES SWOLLEN OR EXHIBITS ANY ABNORMAL REACTIONS, EITHER IN OR AROUND THE TEST AREA, YOU ARE ALLERGIC TO THIS PRODUCT AND MUST NOT USE.**

If no irritations or sensitivity exist, you can begin after reading all information on these pages.

**IF YOU EXHIBIT ANY KIND OF ABNORMAL REACTION, DO NOT USE THIS PRODUCT.**

**KEEP AWAY FROM EYES. NEVER USE ON EYELASHES, EYEBROWS, BEARDS, MUSTACHES OR BODY HAIR (UNDERARMS, PRIVATE PARTS, ETC). EXTERNAL USE ONLY.**

**IF THIS PRODUCT ACCIDENTALLY COMES IN CONTACT WITH YOUR EYES, RINSE PROMPTLY WITH COOL WATER. IF EYE IRRITATION PERSISTS, SEEK MEDICAL ATTENTION.**

**DO NOT USE ON CUT OR ABRADED SKIN.**

**KEEP AWAY FROM CHILDREN.**

## Why Strand Test prior to applying?

**THIS IS YOUR MOST IMPORTANT APPLICATION STEP**

An ounce of prevention is worth a pound of regret. This test determines the length of time **Light Mountain Natural** remains on your hair to achieve desired color depth. If after the Strand Test you do not like the color, look at some of the Special Effects on page 4 and Strand Test again with the chosen effect(s). If Special Effects are used they must only be added at Step 2. Do not make any changes to at Step 1. If you really dislike the color do not use this product.

**EVERYONE, EVEN PRIOR USERS OF LIGHT MOUNTAIN NATURAL, NEEDS TO STRAND TEST BEFORE EACH APPLICATION.**

This is a natural product and the color can change from crop to crop. **ALWAYS PERFORM A STRAND TEST ON A FULL REPRESENTATION OF THE VARIOUS COLORS, TEXTURES, ETC... OF YOUR HAIR. THIS IS ESSENTIAL FOR ACCURATE RESULTS.**

### Strand Test

**NEVER USE METAL DURING PREPARATION OR APPLICATION.**

Use a nonmetallic pot to boil water, a nonmetal bowl and spoon to mix and measure, and a nonmetal comb or brush to section hair. Remove all jewelry: rings, earrings and necklaces.

- Snip a short length of your hair or remove 20-30 strands from your comb or brush. Tie one end with a piece of thread.
- Place a pinch of **Step 1** in a nonmetallic container, add **distilled**, boiling water to obtain a creamy consistency. Let mixture cool to touch then, while wearing gloves, apply to hair sample.
- Leave on hair for 5 minutes. Then rinse sample. The gray hair should show a red, pink or orange tint.
- Rinse with water. No need to dry.
- Place a pinch of **Step 2** in a nonmetallic container, add **distilled**, boiling water to obtain a creamy consistency. Let mixture cool to touch then, while wearing gloves, apply to hair sample that received Step 1 treatment.
- Cover hair sample with plastic cap to keep moist. Apply heat if desired. Heat is not absolutely necessary, but it will enhance red shades. Heat sources such as a blow dryer, the sun, a sun lamp or hot towels may be used. Never use an oven or microwave as a heat source. Be careful not to melt plastic cap.
- Check hair sample every 12 minutes until desired color is achieved.
- Rinse and dry hair sample. Check results in direct sunlight when possible.

## Can I chemically tint before or after using?

**ONLY WITH CAUTION AND AFTER A STRAND TEST. PLEASE NOTE:**

- Chemical residues in your hair can react with Light Mountain Natural resulting in unusual shades or brassy tones.
- Unwanted color variations can even happen with chlorine build-up from swimming, possibly causing a green cast.
- Chemically treated hair is often damaged and more porous causing unwanted color variations. Prior to coloring, consider bringing your hair up to condition with Light Mountain Natural - Neutral, well known for its conditioning effect.

## Can I perm before or after using?

Yes, but some extra caution is advised.

**BE CERTAIN TO STRAND TEST BEFORE EACH APPLICATION OF LIGHT MOUNTAIN NATURAL OR PERMING.**

**To perm hair that has been treated with Light Mountain Natural hair color:** You need to use a cold-acid perm or a non-alkaline perm. Heat can not be used during the perming process. **TEST THE PERMING SOLUTION ON A STRAND OF HAIR TREATED WITH LIGHT MOUNTAIN NATURAL PRIOR TO PERMING.**

The perm may remove some of the color and/or conditioning effect of the **Light Mountain Natural**, in this case simply reapply **Light Mountain Natural** after shampooing your hair a few times. Remember to do a **STRAND TEST** first.

Applying **Light Mountain Natural AFTER A PERM** is generally safe, but you must do a **STRAND TEST** first. The conditioning effect of **Light Mountain Natural** may also remove some of the perm's curl.

**Review "Can I chemically tint before or after using?" for more information on possible chemical interactions.**

## How long does the color last?

The color remains for approximately four to six weeks, but varies with each individual. One advantage of a semi-permanent hair colorant is that it gradually washes out of your hair leaving no tell-tale roots.

## How do I remove Light Mountain Natural?

Removal is best achieved within 24 hours after coloring, but if hair is light or porous even this may be difficult.

For lighter hair try a pasty mixture of 1/2 cup cream rinse/conditioner to a tub of Crystal Light Lemonade®. Apply mixture to hair, cover with plastic and a towel, and if desired apply heat. Heat sources such as a blow dryer, sun, sun lamp or towels warmed in the dryer may be used. Never use an oven or microwave as a heat source. Be careful not to melt the plastic. After approximately 45 minutes shampoo out to see effect. Individual results will vary.

For darker hair try a mixture of equal parts of baking soda and dark molasses. Apply mixture to hair, cover with plastic and apply heat. Heat sources such as a blow dryer, the sun, a sun lamp or towels warmed in the dryer may be used. Never use an oven or microwave as a heat source. Be careful not to melt the plastic cap. After mixture hardens, shampoo out to see effect. Individual results will vary.

For a more gradual removal you can try a high detergent shampoo followed by a restoring conditioner.

## APPLYING LIGHT MOUNTAIN NATURAL

**ALWAYS PERFORM A STRAND TEST** on a full representation of the various colors, textures, etc... of your hair. This is **essential** for accurate results. (Follow Strand Test instructions for both Step 1 and Step 2 packets.)

**NEVER USE METAL DURING PREPARATION OR APPLICATION, UNDESIRE RESULTS MAY OCCUR.**

Use a nonmetal container to boil water, a nonmetal bowl and spoon to mix and measure, and a nonmetal comb or brush to section hair. Do not use metal hair pins, curlers, etc...

Remove all jewelry: rings, earrings and necklaces. Use **distilled water** for fewer chemical interactions.

Botanicals have been used for thousands of years as a natural hair coloring and conditioning aid, and we offer the same guarantee offered by nature over the centuries... None!\*, other than **Light Mountain Natural** is 100% pure, premium botanicals and the best that money can buy.

The Strand Test will indicate your depth of color. If after the Strand Test you don't like the color, you can try some of the Special Effects we have listed and redo the Strand Test (Step 1 and Step 2) with the changes. If you really do not care for the color, do not use this product.

If you are not satisfied for any reason, you may return proof of purchase and the box, and we will refund the purchase price. This is the total amount of our liability expressed or implied.

### Applying Light Mountain Natural

If you are about to apply **Light Mountain Natural** you have already:

- Read all information and instructions.
- Performed the Patch and Strand Tests.
- Remove all jewelry: rings, earrings and necklaces.
- Put on plastic gloves.
- \*Agreed to our guarantee.

#### A. Keeping Clean

Wear the supplied gloves. The mixture will color any skin it contacts. Exercise care. Apply cream or petroleum jelly to your skin along the hairline, ears and neck. This will help keep mixture from coloring these areas.



#### B. Mixing

**Remember, never use metal during preparation or application.**

Each box of **Light Mountain Natural** contains one to two applications, depending on your hair length. (Step 1 is 3 oz net weight. Step 2 is 4 oz net weight.) Place the **Light Mountain Natural** from the **Step 1** packet in a glass, ceramic or plastic bowl. For short hair use 1-2 oz., more for longer hair.

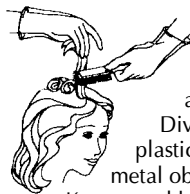
Start with 3 cups of **distilled water**, bring it to a boil in a **nonmetal container** (Corning Ware® or Pyrex®).

While stirring with a wooden or plastic spoon, gradually pour the boiling water into the bowl of **Light Mountain Natural**. Add water until the mixture is creamy yet sandy.



There may be water leftover. Some crops of this product are grittier than others, the mixture should not be too thick or too runny. It should slowly slide off of the plastic or wooden spoon used for mixing.

Let mixture set for 2-3 minutes to thicken and stabilize. Add more hot water if mixture becomes too thick. Let mixture cool to a workable temperature prior to applying to hair.



#### C. Applying

To apply you may wish to use an all-plastic paint brush or a plastic squeeze bottle.

Divide the hair into sections, using a plastic comb or brush. Do not use any metal objects to hold the hair in place.

Keep metal hair pins, curlers, etc...out of hair.

Use plastic clips or string.

Begin applying mixture to the hair, starting at the top of the head, coating all strands from roots outward.

Cover hair with plastic cap. Rinse gloves and all material used during application.

You will need these cleaned for later use.



#### D. Timing & Rinsing the Step 1 Mixture

**These timing and rinsing instructions are used ONLY with the Step 1 packet.**

Leave the **Step 1** mixture on for five minutes. Rinse out with water. No need to dry.

#### E. Mixing the Step 2 Packet

Repeat mixing instruction found at Step B. The only change is that you need to use the product from the **Step 2** packet. If using Special Effects, do so at this time.

#### F. Applying the Step 2 Mixture

Repeat applying instruction found at Step C. Use clean gloves and applicator.

#### G. Obtaining Your Color with the Step 2 Mixture

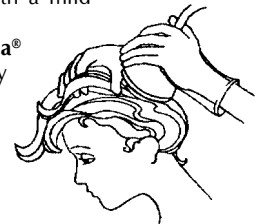
To achieve results consistent with the earlier performed Strand Test, it is **essential** that you now **follow the exact same process and timing.**



#### H. Rinsing Out the Step 2 Mixture

Once you have left the **Step 2** mixture on the hair for the length of time needed to obtain the desired color, wearing the gloves, rinse out with warm water. Should you experience difficulty in removing the mixture sprinkle some baking soda on hair and continue to rinse. Keep baking soda out of eyes. For best results wait 24 hours before shampooing with a mild shampoo.

Look for the **Nirvana®** line of speciality shampoos.



If you have any questions, please don't hesitate to contact a Customer Service Representative.

Office hours: M-F, 9-5, C.S.T.  
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**SPECIAL EFFECTS!**

Some exciting ways to create unusual effects and fragrances while coloring!

Add one or more of the following to **Light Mountain Natural** prior to adding boiling water. Note when additional liquid is used, cut back or eliminate water.

For extra conditioning, add one raw egg or two tablespoons yogurt.

To lighten already light hair, begin with **Light Mountain Natural – Neutral** and add hot Chamomile tea brewed with three tea bags.

Or to bring out golden highlights in already light hair, replace boiling water with hot Ceylon or black tea brewed with three tea bags.

To create rich golden or copper highlights add three tablespoons vinegar or fresh lemon juice to **Light Mountain Natural–Auburn, Brown or Mahogany**.

To enrich browns or reds and leave your hair smelling fresh and distinctive, add one teaspoon ginger, allspice, nutmeg or paprika.

To enhance brown tones, replace boiling water with day-old, black, hot coffee (not instant coffee). Do not brew the coffee in a metal coffeepot.



Light Mountain Color	Your Natural Hair Color							
	LIGHT BLONDE	MED BLONDE	DARK BLONDE	RED	LIGHT BROWN	MED BROWN	DARK BROWN	BLACK
<b>Red</b>	Red	Medium Red	Natural Red	Deep Red	Reddish Brown	Auburn	Warm Auburn	Reddish Black
<b>Auburn (formerly Copper)</b>	Golden Auburn	Copper Auburn	Light Auburn	Reddish Auburn	Auburn	Warm Auburn	Warm Copper Brown	Copper Black
<b>Mahogany</b>	Soft Mahogany	Medium Mahogany	Rich Mahogany	Reddish Brown	Golden Brown	Medium Warm Brown	Copper Brown	Warm Black
<b>Light Brown</b>	Medium Mahogany	Rich Mahogany	Deep Mahogany	Light Auburn	Soft Coppery Brown	Coppery Brown	Medium Coppery Brown	Warm Black
<b>Medium Brown</b>	Light Brown	Medium Brown	Rich Brown	Auburn	Rich Golden Brown	Warm Brown	Warm Coppery Brown	Warm Black
<b>Dark Brown</b>	Medium Brown	Rich Brown	Rich Golden Brown	Warm Auburn	Warm Brown	Warm Coppery Brown	Deep Brown	Medium Black
<b>Chestnut</b>	Rich Brown	Rich Brown	Warm Brown	Deep Mahogany	Medium Warm Brown	Med. Chestnut Brown	Rich Chestnut Brown	Medium Black
<b>Black</b>	Reddish Black	Reddish Black	Reddish Black	Reddish Black	Deep Brown	Medium Black	Medium Black	Deep Black

\* If your hair is very porous, dry, damaged or overly permed, the only recommended shade for you to use is Neutral from our original **Light Mountain Color and Conditioner™** line.

# NIRVANA™

Bring out the best in your hair naturally..... with plant-based Color Highlighting shampoos

## Six Highlighting Shampoos

- Hibiscus—encourages red tones
- Clove—for warm brown tones
- Black Walnut—for dark tones

- Chamomile—for blonde tones
- Blue Malva—for processed or gray hair
- Herb and Flower—for all hair colors

Botanicals are wildcrafted or organically grown • Subtle color enhancement  
All colors created with botanicals and minerals • Vegan • Cruelty free • Absolutely no FDC colors

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