

Kazan thinks Hair-do may encourage diet

By CHRISTINE WALDEN
Michel Kazan gives a woman reason to lose weight — hair. "She has to start somewhere," he said. "Usually very heavy girls have a pretty face. You show her how beautiful she is and give her something to start with."

In his Troy salon at Bonwit Teller, Kazan hugs client with a newly coiffed, curly head. "Now, next time I see you, I want to see you 50 pounds lighter."

She nods approval and vows to see him in six months, minus 60 pounds.

Kazan is convinced that starting somewhere works and a new hairdo may be the necessary incentive to switch from chocolate bonbons to celery sticks.

OF COURSE, Kazan isn't in the weight watching business. His expertise is hair and the styling and designing of new styles. But women should look as good as possible, he says, and if a woman is too heavy, he mixes no words in telling her, gently.

Though a good style catches an eye, the eye always moves on to other areas.

"The first thing men notice and remark about is a woman's hair. They say 'did you see that blonde, did you see that brunette.' Then they look further and perhaps they are disappointed."

Whether or not the woman instructed to lose 60 pounds will, she did leave pleased and maybe determined.

MEANWHILE another client sits, her Auburn hair something of a tangled mess. Kazan focuses an expert eye.

"I want to know a little bit about you," he says.

She's active, participates in sports, goes out a lot, formally and informally. She needs easy, versatile hair.

She also has a boyfriend and he likes long hair.

She's not sure what she likes and Kazan thinks she'd look better with short hair. "What do you want. Do you want short or long, do you want what he wants or do you want me to do what I think is best?"

"Do what you think is best," she answers. "You're the artist."

KAZAN SUGGESTS going extreme. A hairstyle of curls that frames her face, brings out her eyes and has a definite shape to it.

She rolls her eyes and bits her lip.

Then he pins her hair, giving her an idea of the result.

She loosens her white knuckle grip on the chair and smiles. Kazan's methods may not be unique, but finding out where a woman's head is and showing her samples before horrifying her with a final, unexpected product is all part of keeping customers happy and designing hairstyles that work for the women who wear them.

"YOU CAN try on a dress and if you don't like it, you can try on another one, and another, until you find one you like. I want the client to visualize what she will look like. I think it's important to show her pictures, to pin her hair, let her see before she decides."

This spring, Kazan's styles are extreme. He suggests coifs that go above and beyond the days of Shir-

ley Temple and undefined styles. "A style that is wispy wavy is never elegant, never smart."

He introduces "the frizziest of the frizziest"—styles based on a triangular cut, curled all over and modified when necessary.

The next, still carefree hair counteracts the fashion look of loose, sometimes sloppy styles.

Kazan points out, however, that no style is good if the hair isn't.

Women spend hours on their skin, he said, moisturizing, cleansing, softening. "But they never treat their hair like their face. The most important thing about hair is that it is shiny and healthy. No style is good without that."

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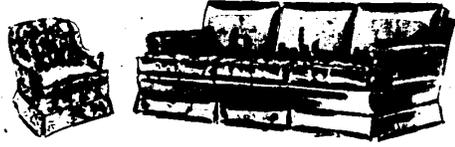
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