

ELLE MARIE HAIR STUDIO

SALON PROFESSIONAL CAREER PATH GUIDE

LEARN	OVERVIEW	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5	LEVEL 5A	LEVEL 6	LEVEL 6AA	
	CAREER PHASE	INVESTMENT PHASE		GROWTH PHASE			PROFIT PHASE			
	SALON EXPERIENCE	1 year	2 - 3 years	4 - 5 years	6 - 7 years	7 + years	7 + years	8 + years	8 + years	
	IDEAL SCHEDULE FOR FASTEST GROWTH	4 Nights Fri/Sat	3 Nights Fri/Sat	Flex	Flex	Flex	Flex	Flex	Flex	
	REFERRALS	12	10	8	6	4	4	4	4	
EARN	MONTHLY AVERAGES	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5	LEVEL 5A	LEVEL 6	LEVEL 6AA	
	SERVICE TICKET	\$98	\$112	\$125	\$139	\$153	\$151	\$176	\$166	
	RETAIL COMMISSION (25%)	\$218	\$291	\$373	\$465	\$567	\$654	\$678	\$900	
	TIPS (15%)	\$1,027	\$1,304	\$1,601	\$1,934	\$2,305	\$2,633	\$2,868	\$3,588	
	ANNUALIZED INCOME POTENTIAL*	\$47,807	\$62,951	\$80,032	\$99,979	\$122,985	\$140,553	\$157,298	\$197,376	
LIVE	WEALTH BUILDING	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5	LEVEL 5A	LEVEL 6	LEVEL 6AA	
		Cash not credit								
		3 months personal expenses in bank								
		Own don't rent								
		Max your 401k								
		Pay down mortgage								
Invest 10-20%										

*Based o a 32 hour work week

SALON PROFESSIONAL EARNING POTENTIAL SUMMARY *

MONTHLY AVERAGE	OVERVIEW	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5	LEVEL 5A	LEVEL 6	LEVEL 6AA
	COMMISSION RATE	40%	42%	44%	46%	48%	48%	50%	50%
	GUEST COUNT	70	78	85	93	101	116	109	144
	AVERAGE TICKET	\$98	\$112	\$125	\$139	\$153	\$151	\$176	\$166
	SERVICE COMMISSION	\$2,739	\$3,651	\$4,696	\$5,932	\$7,377	\$8,426	\$9,562	\$11,960
	RETAIL COMMISSION	\$218	\$291	\$373	\$465	\$567	\$654	\$678	\$900
	TIP INCOME	\$1,027	\$1,304	\$1,601	\$1,934	\$2,305	\$2,633	\$2,868	\$3,588
	MONTHLY EARNINGS*	\$3,984	\$5,246	\$6,669	\$8,332	\$10,249	\$11,713	\$13,108	\$16,448
	ANNUAL EARNING*	\$47,807	\$62,951	\$80,032	\$99,979	\$122,985	\$140,553	\$157,298	\$197,376

*Based o a 32 hour work week