**How the salon industry works**

There are 3 different salon types:

1. Commission salon
   1. An owner hires stylists under a commission pay
      1. Typical commission rate lies anywhere between 40-60%
         1. Sometimes the commission rate will increase during a promotion (i.e. a junior stylist makes 40%, level 1 stylist makes 45%, …., master stylist makes 60%)
         2. Sometimes owners will take a “back-bar fee” out of commission to “cover the cost of the products the stylist is using during their work day”
            1. i.e. stylists make 50% commission but the salon takes out 10% of the commission to cover the back-bar costs

did $1000 in services, made $500 in commission, salon takes $50 out for back-bar, paycheck reflects $450

* + 1. Sometimes owners will allow commission on the products that a stylist sells (usually something like 10-15%)
  1. Usually there is a front desk staff
     1. not every salon has front desk staff, some require their stylists to check in and check out guests

1. Booth rent salon
   1. Stylist pays rent on a “chair”, the stylist typically buys their own products, does their own taxes, etc
      1. Owner of salon does not get any money from the stylist besides rent
   2. Owner sometimes provides a common booking system for the whole salon
2. Salon suite
   1. One or two stylists operate their own business out of a small room that has one or two chairs
   2. Pays rent for the room

**Types of Appointments and Example Pricing**

* Barber cut $40
* Shag: $55
* Long cut: $55
* Precision cut: $45
* Balayage $185
* Bleach and Tone $195
* Partial Highlight $145
* Full Highlight $165
* Corrective color $100/hr
* Wax $15 Root retouch $65
* Conditioning Treatment $30
* Undercut $25
* Bang Trim $10
* All over color $85
* Toner $30

Commission percentage usually ranges 45-60%

**Example goals for level 1 stylist**

* total money made per day: $300
* percentage time booked: 70%
* percentage of clients that rebooked: 60%
* Actual amount:
* total money made per day: $250
* percentage time booked: 60%
* percentage of clients that rebooked: 70%
* name: total money made per day
* value: $300
* name: percentage time booked
* value: 70%

**Data Metrics**

1. Percentage booked
   1. Time\_booked / total\_time\_available
2. Total number of appointments
3. Total clients
4. Total sales
5. Percentage of clients prebooked
   1. (# of clients who had an appointment in that time range who’s previous appointment was with the current stylist) / total clients
6. Pie chart of # of color appointments, # of haircut appointments, # of other