

# Salon Professional Career Path Guide 2021

LEARN  
EARN  
LIVE

OVERVIEW	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5	LEVEL 5A	LEVEL 6	LEVEL 6A
PHASE	INVESTMENT		GROWTH PHASE			PROFIT PHASE		
EXPERIENCE	1 year	2 - 3 years	4 - 5 years	6 - 7 years	7 + years	7 + years	8 + years	8 + years
SCHEDULE	4 Nights Fri/Sat	3 Nights Fri/Sat	2 Nights Fri/Sat	2 Nights EO/Sat	Flex	Flex	Flex	Flex
REFERRALS	12	10	8	6	4	4	4	4
MONTHLY AVERAGES	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4		LEVEL 4A		LEVEL 4AA
GUESTS	90	100	110	120	130	150	140	180
SERVICE TICKET	\$92	\$105	\$118	\$130	\$143	\$142	\$165	\$156
RETAIL COMMISSION	\$281	\$375	\$481	\$600	\$731	\$844	\$875	\$1,125
TIPS	\$1,237	\$1,578	\$1,944	\$2,336	\$2,787	\$3,185	\$3,471	\$4,209
ANNUALIZED INCOME	\$57,809	\$76,457	\$97,550	\$121,209	\$149,221	\$170,643	\$190,992	\$232,368
	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5	LEVEL 5A	LEVEL 6	LEVEL 6A
WEALTH BUILDING	Cash not credit							
	3 months personal expenses in bank							
	Own don't rent							
	Max your 401k							
	Pay down mortgage							
	Invest 10-20%							

