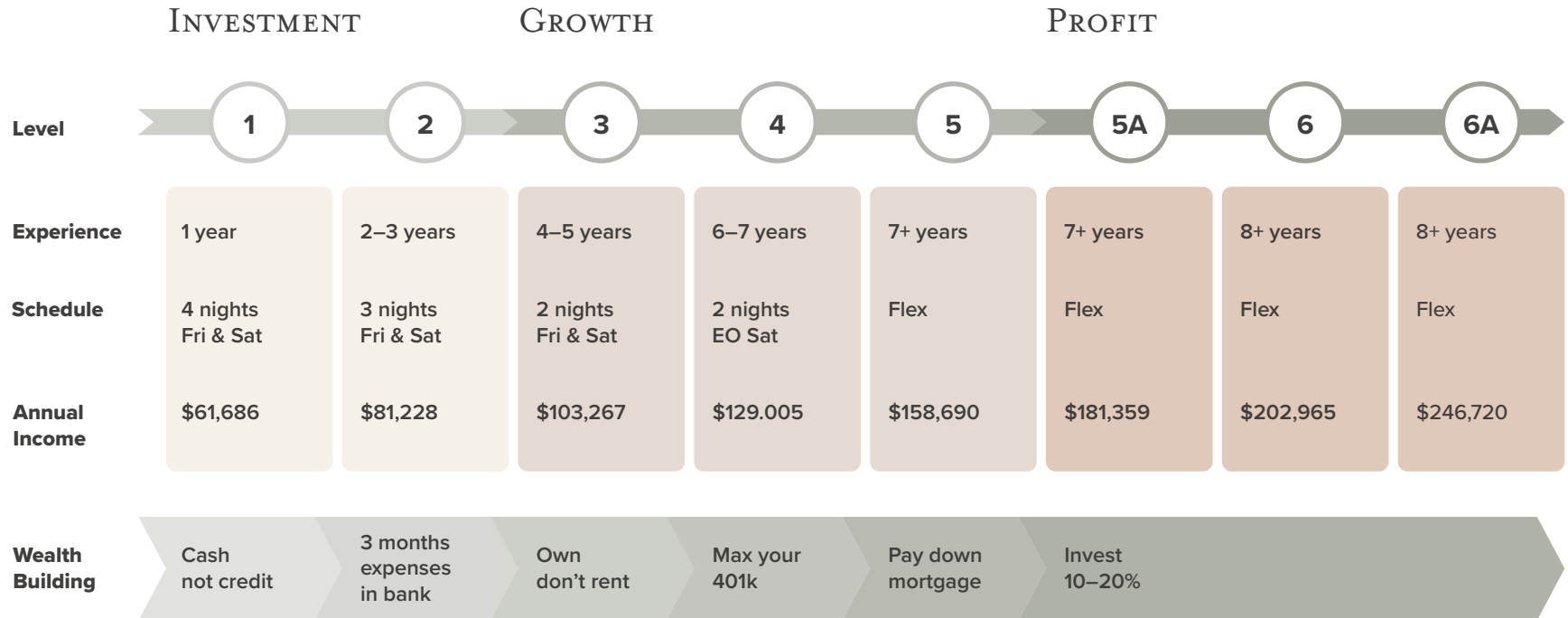


SALON PROFESSIONAL CAREER PATH GUIDE



STYLIST EARNING POTENTIAL SUMMARY - MONTHLY NEW

	RISING STYLIST	Level 1 140%	Level 2 42%	Level 3 44%	Level 4 46%	Level 5 48%	Level 5A 48%	Level 6 50%	Level 6AA 50%
Average Ticket	\$74	\$98	\$112	\$125	\$139	\$153	\$151	\$176	\$166
Service Commission	-	\$3,534	\$4,711	\$6,059	\$7,654	\$9,518	\$10,872	\$12,338	\$14,950
Retail Commission	-	\$281	\$375	\$481	\$600	\$731	\$844	\$875	\$1,125
Tip Income	-	\$1,325	\$1,683	\$2,066	\$2,496	\$2,975	\$3,398	\$3,701	\$4,485
Monthly Earning	-	\$5,141	\$6,769	\$8,606	\$10,750	\$13,224	\$15,113	\$16,914	\$20,560
Annual Earning	-	\$61,686	\$81,228	\$103,267	\$129,005	\$158,690	\$181,359	\$202,965	\$246,720

Daily Goals

Average Ticket	\$69	\$98	\$112	\$125	\$139	\$153	\$151	\$176	\$166
Rebook %	50%	50%	60%	70%	75%	80%	80%	85%	85%
Retail Unit PG	0.50	0.50	0.60	0.70	0.80	0.90	0.90	1.00	1.00
Average Daily Sales	\$316.59	\$422.12	\$535.95	\$657.91	\$795.03	\$947.44	\$1,082.18	\$1,178.93	\$1,428.57