

Should I Find a Commission Salon?

What is Expected:

With a commission salon, you work for and are paid by the salon owner. In contrast to the more flexible, independent booth rental model, a commission salon offers a structured career path and frees you of the stresses of running your own business.

The Pros' and Con's

The Pros:

- * Access to training, education and mentoring (potentially free)
- * Access to marketing (potentially free)
- * Teamwork and camaraderie
- * Support of salon owner and co-workers
- * Opportunity to move up and earn more
- * Employee benefits, such as health insurance, paid vacation, 401k
- * Free or discounted products
- * Easier to raise prices, promotions
- * Taxes are paid
- * Supplies are provided

Independent Commission Salon

- * Longer client time
- * More hours, paid overtime
- * Less turn over, better culture
- * Networking/Marketing
- * Build a returning clientele
- * Work toward refining your ideal client
- * Specialize more

National Commission Salon

Example: (Procuts, Ulta)

- * Payed training
- * Benefits packages
- * Bonuses
- * Walk in traffic
- * Work faster (by the clock)
- * 32 hours a week (typically)

The Cons:

- * Less Flexible work Hours
- * Work for someone else
- * Salon sets prices

Independent Commission Salon

- * Time off not as flexible
- * 40 hour week minimum (typical)
- * More Hours

National Commission Salon

- * Work faster (by the clock)
- * Less client time/Can't specialize
- * More walk-ins/less loyal clients
- * Harder to build clientele/No culture
- * Less hours/no overtime

Total Stylist Takeaway

Not all commission salons are the same. Make sure you choose what is right for you long term. Do you see yourself in that salon 5 or 10 years from now? Interview other stylists in that salon before making a decision.