

Hair Color Applications (2 hours)

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Module 1: Applications and Procedures (1 hour)

Outline

- Preliminary Strand Test
- Single-process Hair Coloring
- Single-process Retouch
- Semi-permanent Hair Coloring
- Tips and Solutions
- Baliage Hair Coloring Technique
- Temporary Hair Coloring

Learning objectives:

After completing this lesson you will be able to:

- list procedures for a preliminary strand test
- describe the application of single-process hair coloring
- list procedures of a single-process retouch
- describe the application of semi-permanent hair coloring
- describe baliage hair coloring
- list procedures for temporary hair coloring application

Module 1: Applications and Procedures (1 hour)

Introduction

In module 1, we will define basic hair color applications and certain elements that the salon professional needs to frequently review, in order to confirm the accuracy of their performances.

Preliminary Strand Test

Because of the many possible scenarios involving one's hair, such as environmental elements, chemicals, porosity, texture, level of natural color and damage, the only true way to be sure how the color service will turn out is to do a preliminary test strand.

By performing the preliminary strand test, you are never at risk of applying color to an entire head that has had a chemical service, that might not be readily observable, such as an over-the-counter lead-based hair color.

If that hair coloring product has been used, then it could prohibit certain salon hair coloring applications.

It could be disastrous if a person was too embarrassed to tell you that he had used an over-the-counter product "for men" and you failed to do a preliminary strand test before performing a color service.

Many of the "for men" products are attractive to men because they color the hair gradually, and they can do it themselves, however the end result is often unnatural and even worse, it can give the hair a metallic appearance with off-color hues such as green.

Overlapping that color with a salon application could create an undesired result, therefore a strand test is imperative for a good outcome.

The preliminary strand test is performed before the full color service is given.

You will be performing all hair coloring steps as you would for the complete color service but only using the amount of products needed for the test area; 1/2 inch by 1/2 inch strand. You will record: the formulation used, the processing time and the results of the strand test.

Preliminary Strand Test Procedures

Implements

- ✓ Color swatches and color charts
- ✓ Client record card and pencil
- ✓ Full-coverage water-proof patron cape
- ✓ Towels
- ✓ Comb
- ✓ Color gloves for stylist (keep several pairs ready for use)
- ✓ Plastic hair clips
- ✓ Frosting foils or pre-cut plastic wrap
- ✓ Hair coloring product
- ✓ Developer and measuring spoon
- ✓ Mixing bowl (plastic or glass) and color applicator brush
- ✓ Spray bottle filled with warm water
- ✓ Shampoo
- ✓ Timer

Procedures

- Consult with your client to confirm that nothing has changed since the initial consultation and that she still wants the same service as decided upon in the initial consultation.
- Confirm that there have been no changes in the condition of her hair and scalp.
- Confirm that the patch test is indeed negative
- Confirm the hair coloring application plan and the formulation remains the same as the patch test formulation
- Record this information onto her record card
- Drape the client as appropriate for a wet service
- **Select the hair strand from the back of the head at the lower crown area and part off 1/2 inch by 1/2 inch section**
- Clip the surrounding hair out of the way
- Place selected pre-sized coloring foil or pre-cut plastic wrap underneath the hair strand and secure the foil to the head with plastic clips
- **Mix hair coloring products in the same ratio as for a full service application.** If the hair coloring product calls for equal parts [*color: developer*], for example; 2 ounces of hair coloring product to 2 ounces of hydrogen peroxide; then keep your test mixture in that same ratio. For example: one tablespoon to one tablespoon. Estimate the amount needed for complete coverage of the hair strand.



Illustration 1: Preliminary Strand Test



Illustration 2: Using your spray bottle of water, rinse the strand.

- Apply the hair coloring product mixture to the strand and begin timing.
- Every 5 minutes, check how the color is developing
- Upon full development, make a notation on the client's record card of how long you left the color on the hair
- Hold a clean towel placed underneath hair strand and remove the plastic or foil sheet.

Using your spray bottle of water, rinse the strand

- Add a small amount of shampoo to the test strand and shampoo.
- Mist to rinse.
- Towel dry and confirm that it is in fact a good results that would work for the full service.
- If there are any adjustments needed such as adding time, reducing time, changing the shade of the formulation, or application method.
- Make notes onto the record card.

Upon the successful completion of the preliminary strand test you would be ready to complete the full color service.

Let's now review selected permanent hair coloring product applications.

Permanent Hair Coloring Product Applications

Single-process Hair Coloring

When the client wants a single color all over, it is achieved by what is called the single-process application. As indicated, the hair will be processed using one application of hair coloring product.

If the client's hair has never been colored, the first coloring procedure is called a virgin application. The basic virgin application procedures are as follows:

Implements

- ✓ Color swatches and color charts
- ✓ Client record card and pencil
- ✓ **Full-coverage water-proof patron cape**
- ✓ Towels
- ✓ Comb
- ✓ **Color gloves for stylist** (keep several pairs ready for use)
- ✓ Plastic hair clips
- ✓ Hair coloring product and color product tube roller
- ✓ **Developer and measuring container**

- ✓ Color applicator bottle – or if you prefer using a color brush and bowl method gather those items
- ✓ Shampoo and Conditioner
- ✓ Timer
- ✓ Any additional implements listed on the manufacturer's directions, such as a plastic cap, and cotton to cushion the cap, etc.

Preparation

- Check the client's patch test for confirmation that all is well and there is no inflammation or other signs of irritation from the hair coloring product.
- Record patch test analysis onto client's record card.
- Analyze the hair according to porosity, elasticity, texture, etc and record observations onto client's record card.
- Confirm the client's wishes as to the shade desired. Refer back to the color swatches and color charts that show the shades planned.
- Have the client to remove all jewelry and secure the items in her purse or pockets. **All metals and materials are subject to damage when coming in contact with hair coloring products.**
- Drape the client for the hair coloring service.
- Perform a strand test. Record the results onto the client's record card.
- With the client's hair dry, part the hair into **four** sections
- Apply stain prevention cream onto the skin at the hairline area of the forehead, face and neck and around the ears.
- Mix the hair coloring product and developer following the manufacturer's directions

Product Application

- Select the area of the head that you anticipate as being the most resistant to hair color. **Cosmetic Art Science has determined that on most of the population, the area of most resistance to hair coloring is the hairline and temple areas.**
- **Choose the quarter section that you want to begin with.**
- **Using the rat tail of the applicator brush or the tip of the applicator bottle, part the hair into a 1/4th inch subsection.**



Illustration 3: Apply stain protection cream; (single-use cup)



Illustration 4: Part the hair into 1/4" subsection



Illustration 5: Apply color to mid section staying 1/2" away from scalp

- Hold the subsection somewhat perpendicular to the head and apply the hair color mid strand, staying 1/2 inch away from the scalp. Do not apply to the porous ends of the hair yet.
- You will begin processing according to the preliminary strand test results checking for color development along the way.
- Next apply hair coloring mixture to the hair at the scalp, again using the technique of 1/4th inch subsections.
- Next apply color to the ends of the hair by applying and pulling through.
- Upon completion of color processing, at the shampoo bowl, apply warm water and work into a lather, then rinse thoroughly
- Use a towel and shampoo or stain remover to remove any stains on the client's skin
- Shampoo and condition as needed to remove color residue
- Towel dry and style as desired
- Report results onto the client's record card and keep on file
- Dispose of all single-use materials
- Seal containers, wipe them down and properly store them
- Sanitize all implements used per State regulations: to include bottles, bowls, brushes, cape and workstation
- Properly sanitize your hands with adequate soap and water



Illustration 6: Pull color through to ends

Single-process Retouch

After several weeks have gone by since the single-process hair coloring application, the hair will begin to show new growth making it necessary to do a retouch service.

A retouch is defined as: the act of coloring new growth to match the previously colored hair and refreshing the ends that have faded.

With a single-process retouch, you use the same methods of preparation for the client as you did for the original service. You will also perform a consultation, a patch test and a preliminary strand test as customary for a single-process hair coloring service.

Procedures for a Single-Process Retouch

Implements

- ✓ Color swatches and color charts
- ✓ Client record card and pencil
- ✓ Full-coverage water-proof patron cape
- ✓ Towels
- ✓ Comb
- ✓ Color gloves for stylist (keep several pairs ready for use)
- ✓ Plastic hair clips
- ✓ Hair coloring product and color product tube roller
- ✓ Developer and measuring container
- ✓ Color applicator bottle – or if you prefer using a color brush and bowl method gather those items
- ✓ Shampoo and Conditioner
- ✓ Timer
- ✓ Any additional implements listed on the manufacturer's directions, such as a plastic cap, and cotton to cushion the cap, etc.

Preparation

- Check the client's patch test for confirmation that all is well and there is no inflammation or other signs of irritation from the hair coloring product.
- **Record patch test analysis onto client's record card.**
- **Analyze the hair according to porosity, elasticity, texture**, etc and record observations onto client's record card.
- Confirm the client's wishes as to the shade desired. Refer back to the color swatches and color charts that show the shades planned.
- Have the client to remove all jewelry and secure the items in her purse or pockets. All metals and materials are subject to damage when coming in contact with hair coloring products.
- Drape the client for the hair coloring service.
- Perform a strand test. Record the results onto the client's record card.
- With the client's hair dry, part the hair into four sections
- **Apply stain prevention cream onto the skin at the hairline area of the forehead, face and neck and around the ears.**



Illustration 7: Apply stain protection cream; (single-use cup)



Illustration 8: Part the hair into 1/4" subsection



Illustration 9: Apply hair color to the new growth

- **Mix the hair coloring product and developer following the manufacturer's directions**

Product Application

- **Select the area of the head that you anticipate as being the most resistant to hair color.**
- Choose the quarter section that you want to begin with.
- Using the rat tail of the applicator brush or the tip of the applicator bottle, part the hair into a 1/4th inch subsection.
- Hold the subsection somewhat perpendicular to the head and apply the hair color to the new growth only. Do not overlap the color product on previously colored hair.
- You will begin processing according to the preliminary strand test results checking for color development along the way.
- If the ends are greatly faded, you can apply a hair coloring product mixture that is deposit only that will match the newly colored regrowth. If the ends are only slightly faded you can simply rinse the retouch product mixture through to the ends, checking for color results along the way, then rinse.
- Upon completion of color processing, at the shampoo bowl, apply warm water and work into a lather, then rinse thoroughly
- **Use a towel and shampoo or stain remover to remove any stains on the client's skin**
- Shampoo and condition as needed to remove color residue
- Towel dry and style as desired
- Report results onto the client's record card and keep on file
- **Dispose of all single-use materials**
- **Seal containers, wipe them down and properly store them**
- **Sanitize all implements used per State regulations: to include bottles, bowls, brushes, cape and workstation**
- **Properly sanitize your hands with adequate soap and water**

Semi-permanent Hair Coloring

Semi-permanent hair coloring products are applied with a different technique than permanent hair coloring single-process applications. However, you will see similarities in the procedures.

Implements

- ✓ Color swatches and color charts
- ✓ Client record card and pencil
- ✓ Full-coverage water-proof patron cape

- ✓ Towels
- ✓ Comb
- ✓ Color gloves for stylist (keep several pairs ready for use)
- ✓ Plastic hair clips
- ✓ Hair coloring product
- ✓ Color applicator bottle – or if you prefer using a color brush and bowl method gather those items
- ✓ Shampoo and Conditioner
- ✓ Timer
- ✓ Any additional implements listed on the manufacturer's directions, such as a plastic cap, and cotton to cushion the cap, etc.



Illustration 10: Apply stain protection cream; (single-use cup)

Preparation

- Check the client's patch test for confirmation that all is well and there is no inflammation or other signs of irritation from the hair coloring product.
 - Record patch test analysis onto client's record card.
 - Analyze the hair according to porosity, elasticity, texture, etc and record observations onto client's record card.
 - Confirm the client's wishes as to the shade desired.
- Refer back to the color swatches and color charts that show the shades planned.
- Have the client to remove all jewelry and secure the items in her purse or pockets. All metals and materials are subject to damage when coming in contact with hair coloring products.
 - Drape the client for the hair coloring service.
 - Perform a strand test. Record the results onto the client's record card.
 - Apply stain prevention cream onto the skin at the hairline area of the forehead, face and neck and around the ears.
 - Prepare the hair coloring product



Illustration 11: Part the hair into 1/2" subsection

Product Application

- Select the quarter section that you want to begin with
- Using the rat tail of the applicator brush or the tip of the applicator bottle, part the hair into 1/2 inch partings
- Apply color to the hair closest to the scalp – what would be considered the new growth area of the strand. Apply to all of the scalp area in 1/2 inch partings throughout each section.

- After applying the semi-permanent hair coloring product to all the scalp area in each of the four sections, apply color and pull through to the rest of the hair strands to the ends
- Set your timer to time processing
- If your color product manufacturer requires the use of a plastic cap, follow the instructions for that product
- Upon reaching the desired results, shampoo and condition as needed to remove color residue
- Towel dry and style as desired
- Report results onto the client's record card and keep on file
- Dispose of all single-use materials
- Seal containers, wipe them down and properly store them
- Sanitize all implements used per State regulations: to include bottles, bowls, brushes, cape and workstation
- Properly sanitize your hands with adequate soap and water



Illustration 12: Apply color to hair closest to the scalp



Illustration 13: Apply to all the scalp area in 1/2" partings

There are always new products coming out in the market place for semi-permanent hair coloring products.

The above procedures are the basic customary steps in coloring using a semi-permanent product, however always read the manufacturer's enclosures and labels for best results.



Illustration 14: Pull through to ends

Tips and Solutions

With any type of hair coloring product application, excellent results is always the goal. Knowing approaches for solving color problems and mistakes is invaluable. There seems to be an endless list of bad outcomes that can develop unexpectedly when using hair coloring products. There are many tried and true tips and solutions that we can put into action when problem issues occur.

Here a few tips and solutions.

- **Chlorine in swimming pools can cause hair to acquire a green tone.** There are products designed especially for that problem. They are designed to remove mineral buildup. **If you use a mineral buildup remover and the hair still has a green tone, you can apply a no-lift deposit-only hair coloring product to neutralize the green.** Observe the off color and it's undertones to determine which complementary color to use.
- **The hair is *less* likely to turn brassy (orange) when lifting brown hair if a blue based permanent color is used.**
- **If lightening the hair more than 2 levels, you can expect brassy tones and you should be prepared to do a second step toner or glaze that deposits a neutralizing complementary color.**
- If highlights turn out too light, you can use a deposit-only color or glaze to darken the entire head
- If highlights turn out too light you can also choose to create lowlights using foils to weave darkness back into the hair to tone it down.
- **Always use an equivalent ratio of an off color's complementary color to neutralize it. If the main color to be neutralized is a primary color, then use a primary color to neutralize it. If the main color to be neutralized is a secondary color, then use a secondary color to neutralize it.**
- For red hair, if you prefer a more warm coppery red, use a red-orange based color.
- For red hair, if you prefer a more true red, use red to red-violet.
- Only use a deposit-only color to refresh colored hair.
- If the hair turns out too dark, you can use a color remover product on it. Process per the manufacturer's instructions and watch for results. When the hair lifts to the desired level, remove product per manufacturer's instructions.
- Do not mix hair coloring products until you are ready to use them.
- Do not overlap color. It will create a line of demarcation and could also make the hair brittle where it overlaps.

Baliage Highlighting Technique

Baliage or Balayage, is a free-hand or free-form technique of applying lightener.

Using a lightly loaded color brush, you apply a slender line of lightener product mixture to the external layer of dry styled hair. This technique is an excellent way to create subtle highlights especially in all-one-length hair. It touches only the outer layer so it does limit the area in which you will see them. The colorist uses very thin long strokes.



Illustration 15: Baliage highlighting technique

It is usually one of the more affordable hair coloring services available in the modern salon.

Implements

- ✓ Color swatches and color charts
- ✓ Client record card and pencil
- ✓ Full-coverage water-proof patron cape
- ✓ Towels
- ✓ Color gloves for stylist
- ✓ Hair lightener product
- ✓ Color brush and bowl
- ✓ Shampoo and Conditioner
- ✓ Timer

Preparation

- Perform client consultation and hair and scalp analysis and record finding onto the client's record card
- Using shade charts /color swatches and styling books, confirm the client's wishes as to the shade desired and to how many highlights the client desires
- Have the client to remove all jewelry and secure the items in her purse or pockets.
- Drape the client for the hair coloring service.
- Prepare the client's hair – it must be dry and styled before beginning the bialage highlighting technique service .
- Perform a preliminary strand test and record the results onto the client's record card
- Prepare the hair lightener product

Product Application

- Select the area that you want to begin with
- Using a lightly loaded color brush, begin at the top of the head and paint a very slender line from scalp to ends using the edge of the bristles as not to apply too thickly
- Work your way around the entire head according to how many highlights or how few the client desires
- Upon reaching the desired results, shampoo and condition as needed to remove color residue
- Towel dry and style as desired
- Report results onto the client's record card and keep on file
- Dispose of all single-use materials
- Seal containers, wipe them down and properly store them

- Sanitize all implements used per State regulations: to include bottles, bowls, brushes, cape and workstation
- Properly sanitize your hands with adequate soap and water

Temporary Hair Coloring

There are various types of temporary hair coloring products on the market. The formats can vary and include: mascara style, that is applied using a wand applicator, gel, mousse, spray-on, shampoo-in, and color liquids also called color rinse.

The following application outlines the proper procedures using a color rinse. Color rinses are very popular for home or salon use. It's most used when an all-over application is desired.



Illustration 16: Temporary hair coloring application

Implements

- ✓ Shampoo cape
- ✓ Towels
- ✓ Comb
- ✓ Gloves
- ✓ Temporary Hair Coloring Product
- ✓ Applicator Bottle
- ✓ Record Card and Pencil

Preparation

Perform a Client Consultation

Have the client to remove all jewelry and store it in her pocket book or pockets

Procedure

- Drape the client for a hair coloring service
- Recline client at shampoo bowl and prepare them for the service
- Shampoo and towel dry the hair
- Read product instructions and shake produce if required before applying
- Apply the color product starting at the hairline and comb throughout hair shafts to ends
- Apply color as needed for coverage over the entire head while combing
- Do not rinse the hair but blot any excess product from the hair with a towel
- Dry and style as desired
- Report results onto the client's record card and keep on file
- Dispose of all single-use materials
- Seal containers, wipe them down and properly store them

Module 2: The Salon Team (1 hour)

Outline

- Preparing for the Interview
- Job Applications
- Prospering In The Salon
- Glossary

Key Terms

accomplishments

attitude

employment

enthusiasm

evaluation

integrity

motivation

portfolio

prosper

resume

revenue

role-play

subordinate

work ethic

Introduction

In this study module, we will discuss ways of successful preparation for a job interview, what to expect on job application forms, and how to prosper once you do get the job. Advance preparation in several crucial areas can determine success or failure.

Preparing for the Interview

Resume Review:

Preparing for the face to face interview includes reviewing your resume.

- Does your resume represent your abilities and accomplishments in your job and training?
- Does it make your reader inquisitive and want to learn more?
- Is the format neat and easy to read with content that emphasizes your skills?
- Is all information relevant to the job you are seeking?
- Is it a relatively complete and well-rounded overview?

Portfolio Review:

Preparing for the face to face interview includes reviewing your portfolio.

Did you include:

- diploma
- awards and Certificates of Achievement
- resume
- letters of reference from former employer(s)
- continuing education certificates
- memberships of Cosmetology organizations
- before and after photos
- other relevant documentation

Now would be the time to remove anything from your resume or portfolio that doesn't fit in with your overall purpose.

Now let's focus on wardrobe.

Since you have previewed the potential establishment, you now have an idea of what they consider the image appropriate for their salon.

You should try to mirror this as closely as possible.

You want to look like you could begin work the day you are interviewed with no changes needed.

You might be asked to return for a second interview so have ready a second outfit for that purpose.

Consider these points:

- Is your outfit appropriate for that position?
- Is it an up-to-date fashion and does it fit well?
- Are your accessories appropriately sized and not noisy?
- Are your fingernails clean and manicured?
- Is your hair style up to date and flattering?
- Ladies, is your make-up up-to-date and appropriate?
- Men, are you clean shaven and/or your facial hair appropriately trimmed?
- Is your cologne or perfume lightly applied?
- Are you carrying a handbag or briefcase but not both?

In addition to your resume and portfolio, you will need to have a list of names and dates of former employment, education and references.

Be ready for the questions!

You may not be a professional “interviewee” but there is a good chance that your future employer is a professional “interviewer”.

She will be ready to ask the hard questions whether or not you are ready to answer them, so be ready. There are certain questions that are often asked by employers.

You can be ready and even rehearse your answers. Get a friend or family member to **role-play**.

It's a great way to put yourself at ease with having to think on your feet.

Let's role-play right now!

Below are typical questions that are often asked during an interview.

What would be your answers?

What did you like best when your first began training in your field?
Are you regularly on-time for meetings and work-days?
What do you feel are your strongest skills? What areas do you feel are not as strong and why?

Are you a team player? Give me an example of when you were a team player.
Are you flexible? Give me an example of when you had to be flexible.
What is your ultimate career goal?
What days and hours are you available for work?
Do you have your own transportation?
Are there any problems that would prevent you from being employed full-time?
What assets would you bring to this position and to our salon?
Who is the most interesting person you have ever met? Why?
How do you handle difficult people?
How do you feel about retail?

- If you prepare ahead of time, you will be more relaxed and will give better answers.
- If you were told to be prepared to perform a service as part of the interview, you will need to prepare your model to ensure that she will meet interview standards.
- Discuss with her what to expect, what to wear, what not to wear and the need to arrive early.
- Gather all necessary gear to perform the service.
- Be careful to observe all modes of sanitation, storage and customary behaviors you normally would.

The Interview

Tips for the “face-to-face”:

- Be early.
- Smile.
- Use good posture at all times.
- Be courteous and polite at all times.
- Remain standing until asked to be seated or whenever you are aware that it is expected.
- Never chew gum or smoke even if offered to do so.
- **Do not bring food or drink.**
- Do not lean. Do not touch the interviewer except for a hand shake. Do not touch his desk or other items.
- Make a good first impression, be relaxed and confident.
- Speak clearly.
- Answer questions truthfully and do not speak longer than a couple of minutes about any given subject.
- Never criticize former employers.
- **Thank the interviewer at the end of the interview.**

You will be asked by the interviewer if you have any questions. Never say no! It shows interest and enthusiasm to be inquisitive about your new job.

Here are a few questions that you can ask.

May I review the job description?
Is there a salon manual?
How does your salon advertise?
How long do your employees usually work here?
Does your company offer continuing education?

Does your company offer benefits, medical insurance or paid vacations?

What is your compensation plan?

When will the position be filled?

Should I follow up with you about your decision or will you be contacting me?

It probably wouldn't be necessary to ask all of the questions listed above, however, do ask the questions that are most important to you.

Pay attention to the interviewer's reactions to your questions. You will most likely be able to discern when it is a good time to end the conversation.

Employment Application

Here is where you will use your prepared notes: dates of employment, addresses of former employers.

The application is always a mandatory addition to your resume. Employment applications will vary from company to company however there is a standard in which certain information is customary.

Read the following Sample Application:

Personal Information		
Date	Telephone	Social Security Number
Last Name	First Name	Middle Name
Physical Address		
Do you have relatives that are employed with X Company?		Name:
Were you referred to this salon?		Name:
Desired Position		
Date you can start	Salary desired	

Current Employer				
May we contact them?				
Have you ever applied for a position with our company before?				
Where?				
When?				
Education				
Name/ location of school			Years completed:	
Subjects studied:				
Additional subjects studied:				
What languages do you:				
Speak fluently?				
Read fluently				
Write fluently				
List any US Military Service		Rank	presently serving?	
Do you serve in the National Guard Reserve?				
Employment History				
List below the last three employers, beginning last one first.				
Date: month/year	Name and Address of Employer	Position	Reason for leaving	Salary
From: _____ To: _____				
From: _____ To: _____				
From: _____ To: _____				
References:				
List names of 3 people not related to you that you have known for one year or longer.				
Name	Address	Business	Years known	

Physical Record
Do you have any physical disability that might affect your job performance?

Emergency Contact Person:
Name _____ Address _____
Telephone _____

I authorize all my statements in this application to be investigated. I understand that I can be dismissed from employment if any misrepresentation or omission of facts are present.

Signature _____
Date _____

Prospering in the Salon

There are many ways to ***prosper***.

You prosper in your relationship with other professionals.

You prosper in your relationship with clients and management.

You prosper financially.

One of the basic tools to measure prosperity as a salon professional is your finances and income.

Financial prosperity comes with successful business practices.

It's our reward for excellence.

The personal service industry can be very challenging, especially if you are ever mistreated or disrespected by the people that you serve.

Prosperity in the knowledge that you have lasting integrity and honesty with those that you serve and those that you work with is immeasurable.

Thriving or Surviving?

There are solid approaches to increase prosperity in the salon. Putting these approaches into action will help the salon professional to thrive.

Put others first. This sometimes means putting your own feelings aside while putting the client or the salon first.
Fulfill your word. Do what you say you will do. Be truthful and do not exaggerate.
Be on time. Your time is carefully scheduled and if you are late it will impact the client and your team. Arrive to work early enough to prepare your station and to prepare for your first client before she gets there.
Be grateful for your job. It is a privilege to have a job. Behave with a positive attitude and appreciation for it.
Be a problem solver. All places of employment has it's share of difficulties. You can assist in solving any problem that may arise. Think constructively and be the problem solver.
Respect all. No matter what is said or done, respect all at all times.
Learning for a lifetime. All of your professional life, there will be new things to learn. A mature professional always finds new things to learn.

The Team

It's a give and take world no matter what the job. You can't always be a taker, you must contribute. Whether you contribute much or little, no kind deed goes unnoticed. A salon is the kind of team environment that provides the opportunity to exercise great artistic freedom. Many people are not so fortunate as to have a professional license and would love to take your place. No matter what the challenge, it is indeed a privilege to be on the team.

Key Principles of The Team Mentality

To be a good team player you should:

Help others. Do things not only to help yourself be successful but be concerned with helping others succeed. Go beyond the call of duty from time to time when you see someone needs assistance.

Pitch in. Join in to do tasks. Be self motivated. Do things because they need to be done. Don't wait to be instructed.

Share your knowledge. We are all in this together and if you can mention something that can enhance the knowledge of others it is always a good thing.

Be positive. Don't join in with those that have negative attitudes. Speak positive and think positive.

Build relationships. Get along with others. Have conversations and build a relationship between you and other team members.

Resolve conflicts willingly. Find solutions and be quick to forgive. Quickly resolve unpleasant issues so they do not grow into bigger problems.

Be willing to be subordinate to your manager. All employees must be able to be instructed by their manager. You must make an effort to show you are willing to be instructed.

Loyalty. Be loyal to your manager and to your salon.

Please review the following definitions.

Glossary:

<i>enthusiasm</i>	en·thu·si·asm [en-thoo-zee-az-uh m] Origin: c.1600, from M.Fr. enthousiasme, from Gk. enthousiasmos, "be inspired," *ardent and lively interest or eagerness
<i>motivation</i>	mo·ti·va·tion [moh-tuh-vey-shuh n] Origin: 1873, from motivate. Psychological use, "inner or social stimulus for an action," is from 1904 *desire to do; interest or drive
<i>portfolio</i>	port·fo·li·o [pawrt-foh-lee-oh, pohrt-] Origin: 1722, from It. portafoglio "a case for carrying loose papers," from porta, imperative of portare "to carry" + foglio "sheet, leaf," from L. folium. *a flat, portable case for carrying loose papers, drawings, etc.
<i>posture</i>	pos·ture [pos-cher] Origin: 1595–1605; < French < Italian postura < Latin positūra. *A position of the body or of body parts.
<i>prosper</i>	pros·per [pros-per] Origin: mid-15c., from O.Fr. prosperer (14c.), from L. prosperare "to flourish, succeed." *to be successful or fortunate, especially in financial respects; thrive; flourish.
<i>relevant</i>	rel·e·vant [rel-uh-vuh nt] Origin: 1560, from M.L. Relevantem *bearing upon or connected with the matter in hand; pertinent:
<i>role-play</i>	role-play [roh-l-pley] Origin: 1945–50 *to assume the attitudes, actions, and discourse of another, especially in a make-believe situation in an effort to understand a differing point of view or social interaction:
<i>subordinate</i>	sub·or·di·nate [adj., n. suh-bawr-dn-it; v. suh-bawr-dn-eyt] Origin: 1425–75; late Middle English (adj.) < Medieval Latin subōrdinātus past participle of subōrdināre to subordinate, equivalent to Latin sub- sub- + ōrdin- (stem of ōrdō) rank, order + -ātus -ate *placed in or belonging to a lower order or rank
<i>work ethic</i>	work ethic Origin: 1950–55 *a belief in the moral benefit and importance of work and its inherent ability to strengthen character.

Summary

By professionally applying employment principles, practices and theories, the salon professional will have the best chance to get the job. Applying what you have learned about getting the job, can greatly improve your chances among other employment candidates.

Conclusion

As part of this hair coloring service review, we have discussed details beginning with the preliminary test strand followed by specific techniques, applications, tips and solutions. As part of the salon team study, we have reviewed important reminders of the process of gainful employment that can lead to a successful career. We thank you for your time and participation in this continuing education course. We invite you to make us your home for continuing education!

Credits, References, and Resources

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