

SALON MANAGEMENT & BUSINESS BUILD

LEVEL 3 BEAUTY SALON MANAGEMENT & STARTING YOUR OWN BUSINESS





SALON MANAGEMENT & BUSINESS BUILD

The Salon Management & Business Build course has been designed to allow you to learn with ease. Based online, you'll learn at a pace that suits you, from the comfort of your own home!

The course will take approximately 160 hours, and you have up to 2 years to complete it. This means you don't have tight time constraints hanging over you, you can work alongside learning, and fit it around your commitments.

You'll receive all your course information and materials by email and there will be online support from specialist tutors whenever you need it. You'll also be able to send your written assignments by post or email - it's never been easier to take your career to the next level!

Throughout the course you will gain the necessary practical and theoretical skills of those aspiring to own and run their own beauty salon - building your beauty empire couldn't be easier!

CONTENT

The course is the perfect accompaniment to anyone looking to own their own salon, or to those who want to boost their knowledge in this area. The course allows you to understand the crucial elements needed to be successful in Beauty Salon Management and for the knowledge of starting your own business. The course will allow you to:

- Understanding business plans and how to create one
- Explore profit and loss accounts and how to manage them
- Conduct market research that benefits a business
- Understand the legislation of setting up your own business
- Study the recruitment process, from interviewing to employee rights
- Understand your competitors and how you can outperform them
- Explore the different marketing strategies that will help increase sales

Duration:

- 160 hours (on average)

Certificates:

Certificate of Achievement by ABC Awards in Level 3 Beauty Salon Management

Certificate of Achievement by ABC Awards in Level 3 Starting Your Own Business

Learner Unit Summary

Included as part of the course fee:

- Course learning materials
- Online learning access
- Dedicated tutor support



UNITS

The course has undergone external quality checks to ensure the course and the corresponding materials meet high standards required by the industry. The completion of the course can be used as evidence of knowledge and skills towards regulated qualifications in the future. You will receive a Learner Unit Summary which can be used as evidence towards your Recognition of Prior Learning.

Our course content has been carefully selected to equip students with a broad range of skills so they achieve relevant business and salon management prowess on successful completion of the course. The course has been designed to meet learner requirements and is endorsed under the ABC Awards' Quality License Scheme.

Throughout your time on the course, you will cover the following units:

LEVEL 3 BEAUTY SALON MANAGEMENT

Unit 1: Your Idea, Your Planning, Your Business

- The business plan
- Phone numbers
- Websites and email
- Profit and loss accounts
- Market research
- Business objectives
- Mission statement
- Further knowledge and legislation

Unit 2: Recruitment

- The process of recruitment
- Equal opportunities
- Job advertisements
- Shortlisting
- Interviewing
- Making the job offer
- Employee rights
- Inductions
- Appraisal

Unit 3: Salon Housekeeping

- Housekeeping
- Health and safety
- Salon cleanliness

Unit 4: Your Customers and Their Care

- Receptionist
- Trust and confidentiality
- A client's visit - step-by-step

Unit 5: Financial Management

- Income and expenditure
- The cash register
- Petty cash
- Invoices
- Cheque books
- Accountant

Unit 6: Marketing Your Dream

- Different styles of promotional materials
- Promoting the salon to potential markets
- Consumer and market research
- Customer questionnaires

LEVEL 3 STARTING YOUR OWN BUSINESS

Unit 1: Preparing to Start Your Business

- Why start your own business?
- Character and motivation
- Before you start: managing yourself and planning
- Market research
- Sales and profits
- Competitors
- Financial planning
- Suppliers
- Employing people
- Stock and asset management

Unit 2: Defining Your Business

- Deciding on the form of your business (sole trader, partnership, limited company)
- How to decide what is best for you
- Setting goals for yourself

Unit 3: Marketing

- Your product or service
- Value for money
- Competition
- Segmenting your market
- Pricing

Unit 4: Customers

- Identifying your potential customers
- Promoting your business
- Before sale
- After sale

Unit 5: Finance

- Understanding your business finances
- Working with figures
- Break-even point
- Fixed and current assets
- Cash flow
- Sources of finance
- Managing your money

Unit 6: Your Business Plan

- Why do you need a business plan?
- The format and structure of your business plan
- Yourself, your people, your values, your mission
- Your business model
- Your market
- Your competition
- Development
- Profit forecast
- Risks

Course Format

Format	Hours	Registration Fee	Course Fee
Online	160 hours (average) to completion	£100	£895

We also offer this course in combination with our ITEC Level 3 Beauty Therapy Treatments course. Speak to an Academy Assessor to discuss this option.



Paying your Fees

Paying Your Tuition Fees

We want you to know that there are different options available when it comes to paying for your tuition fees. However we do remind you that the most cost effective way is to pay for your course upfront.

Take the first step to starting your new career today by contacting The Training Room's Academy Assessors on 0800 021 6049 or register online at: www.thetrainingroom.com/registration-beauty

Registration payments can also be made using one of the methods below:

Debit or Credit Card

To make payment over the phone please call your Academy Assessor on:

0800 021 6049

PayPal



Credit



Debit



Bank Transfer

Please use your name and course location as a reference. Here are the details you will need to make a bank transfer:

Lloyds Bank

Account Name: TTRPT LTD

Account Number: 51346368

Sort Code: 30-96-73

BIC: LOYDGB21036

IBAN: GB58 LOYD 3096 7351 3463 68



Funding Your Course

The experienced and friendly funding team at The Training Room will support you every step of the way to secure the funding you need, so your loan application goes ahead quickly, easily and completely hassle free.

Our funding benefits include:

- Quick, simple and easy to apply
- No deposit required
- We consider all applicants aged over 18*
- No hidden fees

Tuition Fee	Loan APR*	Monthly Instalments	Monthly Payments	Total Amount Payable
£895	24.95%	12	£83.99	£1,007.84

*All loans are subject to individual status and criteria and you may require a second applicant to support your application, your second applicant must hit the following criteria:

To be eligible for second applicant status, you will need to be able to answer yes to the following questions:

- Are you over 21 and in full time employment? Or do you receive a pension?"
- Will you still be younger than 75 at the end of the loan term?
- Do you rent or own your own property?
- Are you a UK resident?
- Are you on the Electoral Role?

Second applicant responsibilities:

- The second applicant is obliged to make payments on behalf of the first applicant if the first applicant fails to make the payment
- It is a joint application so your signature will be required if you intend to go ahead with the loan (NO loan will go live without BOTH first and second applicant signatures)

About the loan:

- There are NO early repayment charges
- It is a loan agreement – payments will begin on the start date stated in the services agreement and are not dependant on the first applicant attending the course
- The APR is outlined in the table above – subject to approval"
- Repayments will be set up over 12 months (the start date will be clarified in the services agreement)

**Affordability checks will take place during the credit application process.

The Training Room is authorised and regulated by the Financial Conduct Authority under reference number: 723720
Registered Office · Waterloo House · Fleets Corner · Waterloo Road · Poole · BH17 0HL

