



Salon Services ELO

ELO Title: Salon Services

School: Pinkerton Academy

Essential Question: What makes an exceptional client experience in salon whether it is a haircut, manicure or other salon services?

Area(s) of Study: Cosmetology

Amount of credit earned: This ELO is embedded in a 2-year program earning two credits per year.

Competencies: Partial completion of the following competencies:

Short description	Full text of competency
Manicure/Pedicure	Basic nail theory and provide basic nail care services to ensure consumer safety and quality service.
Facial	Understand basic skin care theory and provide services to ensure consumer safety and quality service
Haircutting	Theory and practical of hair cutting techniques to provide a haircutting service.
Clinic/business	Fundamental concepts of entrepreneurship and how entrepreneurship influences the economy, and the necessary employability skills in order to achieve success in today's workplace.

Student Activities (up to 10):

1. Participate in student-run salon once a week.
2. Welcome customers at reception desk.
3. Perform desired services for clients
 - a. Manicure
 - b. Pedicure
 - c. Facial
 - d. Shampoo
 - e. Haircut
 - f. Haircolor
 - g. Hairstyle
4. Take payment at reception desk and book next appointments.
5. Perform the day-end cash drawer procedure and other management duties.
6. Participate in competitions:
 - a. Cosmetology In Action hair show
 - b. SkillsUSA - state and national competitions in Esthetics, Cosmetology and Barbering
7. Create a business plan and a salon floor plan. Build a salon in a box, along with a budget, a spreadsheet list of items needed to run the salon, a name, and a location.

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Community Partner: Advisory board composed of area salon owners and stylists, customers receiving services, and postsecondary schools.

Community Partner responsibilities in this ELO:

- Keep current of salon technology and new trends/services
- Consult on what is needed to improve student-run salon
- Non-traditional enrollment
- Client feedback
- Student feedback
- Secondary school feedback on student enrollment

Assessment: Students are observed a minimum of three times for their interactions with guests, from the reception desk intake, throughout the entire service, and the client checkout process. Students complete the client intake record card, and are assessed on how well they complete their consultation with their client. They get supervisor agreement before proceeding with the client service. The student's goal is to complete the service correctly without redirection.

Connection to student's measurable postsecondary goals (for students with IEPs)

Successful enrollment in postsecondary school/ employment offers and apprenticeship opportunity

Comments and suggestions for other schools implementing a similar ELO:

Must have a federally funded CTE cosmetology program.

Must have DOE state competency curriculum

Cosmetology State Board approved program thru the state of New Hampshire.

Cosmetology instructor's license to be able to teach cosmetology in the state New Hampshire at both the high school level and at the postsecondary schools.

Willing to be contacted by another school interested in developing something similar to this?

No

Yes. If yes, please list contact information:

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Supporting materials included:

- Business card at salon for student to build clientele
- Pictures from various events student performed at Astrostyle
- Price menu advertising social media Twitter/Facebook/Instagram

Photos or student work submitted:

KRR_ Permission is granted to use these on the BeyondClassroom website. (Please initial)