



Six-Figure Stylist | Week 6

# The Numbers You Need to Know

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# THE COURSES

*at a glance*

01

Non-negotiables

02

Master your energy + overcoming  
limiting beliefs

03

Creating Boundaries

04

Time Management

05

Define your "why"

06

The numbers you need to know

07

How to stand out in a crowded  
market

08

Develop your brand

**Week 6:**

**The Numbers  
You Need to  
Know.**

To begin this week watch Video 6.

Video Notes + Takeaways:

**Focus on what you can control and worry about the rest later**

# Week 6 | Homework

The numbers you need to know to grow! Knowing where you currently are financially will help you create tangible goals to making MORE!

Let's Set some money goals!

If you currently don't know exactly what you made, how can you dream up your goal for next quarter or year? Maybe you're good, and you know exactly what you made now!

Awesome! How much would you like to be making?

Ex: I made \$50,000 last year and I would like to make \$60,000 next year.

Last Year:

Next Year:

You have two choices here, see more clients or raise the prices for your current clients. Or a combination of both! I believe knowing your hourly rate can help you decide on pricing based on how long the service takes you. It's also great to know your hourly rate for our-of-the-salon jobs (I have a day rate based on my average day in the salon). Setting this rate makes is a no-brainer when clients want you to come to them.

## **Calculate Income Specifics;**

*For easy math I've Decided I want to make \$100K/year in the example.*

How many weeks a year do you want to work?

Example:

45 Weeks (\$2,222/week)

How many days a week would you like to work?

Example:

4 Days a week (\$555/day)

How many hours a day do you want to work?

Example:

8 Hours a day (\$69/hr)

These numbers are so important to know. From here, I know what my hourly rate should generally be to stay on track with these long term goals by setting more easily attainable goals for the day/week.

# Week 6 | Homework

Now its your turn!

Goal Income for the year;

How many weeks do you want to work:

How many days a week do you want to work:

How many hours a day do you want to work:

Hourly Rate:

How do you feel about the hourly rate you just calculated? Does it reflect your current situation? Do you think it's time to give yourself a raise?

Does your salon offer commission on retail? Are there other things you can be selling to your clients? Ex. (Passive Income) Beauty Scripps, Lime Life, Beauty Counter, Virtue. These companies pay really good commissions! List your ideas for passive income here!

Your clients know, like & trust you to sell them what they need!

You have three options:

1. Nurture the clients you have the upsell + passive income opportunities
2. Get new clients
3. Increase your prices.

Remember: Your time is valuable, your expertise is valuable! Charge appropriately!

Money is just another form of energy exchange. Once you start charging what you're worth you will get super excited to show up and give your best to each client!

# Your Weeks' Daily Ritual Practices

TODAY AT:

I'LL FEEL....

BECAUSE I....

TODAY AT:

I'LL FEEL....

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# Your Weeks' Daily Ritual Practices

MORNING DAILY GRATITUDE:

NIGHTS REFLECTION: WHAT WOULD YOU DO DIFFERENLY?

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MORNING DAILY GRATITUDE:

NIGHTS REFLECTION: WHAT WOULD YOU DO DIFFERENLY?



# Week 6 | Reflection

What's changed from the beginning of the week to now?

How am I feeling?

What's been coming up for me in this week's assignments?

Is there anything I would do differently?

I can't wait to....