



## **Module 16 : Start a Salon, Become a Mobile Technician, or Work for Someone Else?**

- What options are available to you if you wish to pursue self-employment
- The benefits and pitfalls of starting your own salon
- The benefits and pitfalls of becoming a mobile technician
- The benefits and pitfalls of working for a salon

**By the end of this chapter, you will know:**

- What options are available to you if you wish to pursue self-employment
- The benefits and pitfalls of starting your own salon
- The benefits and pitfalls of becoming a mobile technician
- The benefits and pitfalls of working for a salon

### **16.1: Introduction**



**Once you've acquired your nail technician skills, you are faced with a serious choice: do you start your own salon, become a mobile technician, or work for someone else.**

Realistically, each of these options comes with its benefits. While starting your own salon or becoming a mobile technician gives you a lot of creative license, working for someone else means you get a chance to let another person take charge of the business side of things.

At the same time, each option comes with its own downfalls. When you start your own salon, there is a lot to manage. Similarly, becoming a mobile technician requires effort on the marketing and business front. When you work for someone else, you might not reach your full earning potential.

Because of this, you need to learn about the benefits and pitfalls of each route.

## 16.2: Starting your Own Salon: the Benefits



**If you are creative, dislike working for others, and want to manage your own profits rather than work for a set wage, starting your own salon is an exciting prospect.**

One of the biggest perks of starting your own salon is that you have nobody to answer to. The chances are, if you are heading into the nail technician industry, you enjoy being a little creative.

When you are working for someone else, you may find that your artistic license is somewhat stifled. Managing your own salon, however, you get to take control.

Another one of the biggest benefits is managing your own profits. Newbies to the industry may find themselves working for little more than minimum wage. Let's face it, who wants that really when they could give their earnings a serious kick?

Finally, starting your own salon is exciting. You are heading on a big adventure and the prospect of seeing your business bloom and blossom is enticing.

## 16.3: Starting your Own Salon: the Pitfalls



**However, not all that glistens is made from gold.**

Sadly, most new businesses fail, which means starting a new salon is not something you should do with poor preparation. You need to research your industry, get the right funds, have a business plan,

and draw in outside help from professionals like accountants and solicitors, who will make sure you are doing everything the right way.

Starting your own salon also takes up much more time than simply heading to your workplace on a 9 to 5 basis. You are going to be the first one there, the last to leave, and there will be work to do outside of these hours.

You are also going to need to take on a whole new range of business skills, which will be discussed later in this book. In addition, you will find that the start-up capital is large and difficult to get hold of, unless you already have your own property to use as a guarantee for a loan.

## **16.4: Becoming a Mobile Nail Technician: the Benefits**



**Do you love freedom AND the idea of starting your own business?**

Then becoming a mobile technician might be for you. Unlike when you start your own salon, you'll be able to venture into the world of self-employment without having to lay your hands on large amounts of cash.

Many of the benefits that come with being a mobile technician mirror those that come with owning your own salon.

You get to determine your own profits (within reason), you get to set your own hours, and you have artistic license that is not determined by a salon owner's policy.

## **16.5: Becoming a Mobile Nail Technician: the Pitfalls**



**As with being a salon owner, there are pitfalls to becoming a mobile technician.**

What has not been mentioned in the salon owner section is that you need to manage your own self-employment taxes. When you do this, you either have to hire an accountant or take care of your own accounts. Failing to stay on top of this aspect of your business can result in fines.

In addition to managing your own taxes, you need to take care of your own public liability insurance.

When it comes to running a mobile service, this also extends to business car insurance, which is designed to protect you, your car, and your equipment.

## 16.6: Working for a Salon: the Benefits



**Most people who venture into the world of nail art will find themselves working for a salon initially.**

Unless you have the right start-up capital and a bunch of people willing to use you as their technician straight away, diving straight into starting your own business immediately usually is not feasible.

One of the major benefits of working for a salon is how convenient the pay is. You are guaranteed to get some form of pay, as you do not have to worry about drumming up business yourself. In addition, you will find that the salon owner takes care of your PAYE, sick pay, and other work-related benefits.

You also get to dodge marketing your own business, which is a small mercy for those who are not ready to learn how to market. In the meantime, you immerse yourself in an environment where you can make connections and potentially find a few tips and tricks for marketing in the future. If you are lucky, you will meet a few regular customers through someone else's salon, which gives you the chance to carry them over to your own business, should you choose to start one.

## 16.7: Working for a Salon: the Pitfalls



**While your employer will be taking care of your pay, the chances are it is going to be quite low to start with.**

Salons very rarely pay much above minimum wage and the chances of reaching a fairly decent hourly wage are quite small in some areas.

In addition, you might find that your creative license is a little stagnated. All salons have their own policies, which mean they may not enjoy your approach to nail art, or they might use products you do not want to use.

Overall, there are benefits to all three scenarios. In many cases, people begin by working for

someone else in a salon, and eventually progress onto opening their own business using the transferable skills they have gained.

## **Module Summary**

In this module you learned about the three primary modes of work when you are a nail technician. This included working for a salon, running your own salon, and working as a mobile technician.

All three roles come with their upsides and their downsides. By learning more about them, you can determine which mode of employment you wish to aim for in the future.

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