

THE RENT A CHAIR SPECIALISTS

SALONTEUR

Your 24/7 Business Mentor for Hairdressers

50 Questions to Ask Salonateur

The essential guide for every self-employed hairdresser
and rent-a-chair stylist in the UK

These are the questions Norman Ellis — with 50 years in hairdressing, three salons, and 7 years as a rent-a-chair stylist himself — believes every self-employed hairdresser should be able to answer.

If any of these stop you in your tracks,
ask Salonateur. He knows the answers.

lifebehindthechair.co.uk

Talk to Salonateur — available 24/7, no appointment needed

PRICING & PROFIT

1

Do you know exactly what you need to charge to take home your income goal each month?

2

Are you undercharging — and if so, by how much?

3

What is your true profit after chair rent, products and all other costs?

4

What is your average spend per client — and what should it be?

5

How do you price a new service you have never offered before?

6

What percentage increase do you need to hit your next income milestone?

7

Are your prices competitive — or are you just copying what everyone else charges?

8

Could you earn £500 more per month without taking on a single extra client?

CHAIR RENTAL

9

Do you know exactly what should and should not be in your rental agreement?

10

Is your current chair rent fair for your area and your column size?

11

What are your legal rights if your salon owner raises your rent overnight?

12

Do you know the difference between self-employment and disguised employment?

13

What red flags should you look for before signing a new rental agreement?

14

What happens to your clients if the salon closes suddenly?

15

Are you entitled to use the salon's facilities — and is that in writing?

16

Do you know what notice period you are legally entitled to before eviction?

INSURANCE

17

Do you have the right type of insurance — public liability AND professional indemnity?

18

Are you covered if a client has a reaction to colour you applied?

19

What would happen if a client slipped and fell in your workstation area?

20

Does your insurance cover you for technical services like extensions and perms?

21

Are you covered when working at a client's home or at events?

22

Do you know which insurance companies specialise in hairdressers?

23

When did you last review your cover to make sure it still fits your business?

TAX & SELF-EMPLOYMENT

24

Are you setting aside the right percentage for tax every single month?

25

Do you know when your Self Assessment tax return deadline is?

26

Are you approaching the VAT threshold — and do you know what to do when you get there?

27

What National Insurance contributions are you required to make?

28

Are you claiming all the expenses you are legally entitled to claim?

29

Do you have a savings buffer for the months when work is quiet?

30

What would happen to your income if you were sick or injured for a month?

31

Are you planning for retirement — and do you know your options as self-employed?

COLOUR & PRODUCTS

32

What percentage of your service revenue goes on products — and is that healthy?

33

Do you have a trade account with your colour company — and are you getting the best deal?

34

Are you making a profit on your retail sales or just breaking even?

35

Do you know the cost price of every colour application you do?

36

Are there product suppliers offering better terms than your current ones?

37

How do you handle a client who has a reaction to a product you have used?

38

Are you patch testing correctly — and is that documented?

SOFTWARE & BOOKING

39

Is your booking system designed for self-employed stylists or salon owners?

40

Do you have a deposit system to protect yourself against no-shows?

41

Are you paying too much for software you do not fully use?

42

Does your booking system send automatic reminders to reduce cancellations?

43

Are your client records GDPR compliant?

44

Could a better booking system free up hours of your time each week?

BUSINESS GROWTH & CLIENTS

45

How do you raise your prices without losing clients?

46

Do you know which of your services makes you the most profit per hour?

47

How do you handle a client who refuses to pay or disputes a service?

48

Do you have a clear cancellation and no-show policy — in writing?

49

What is your strategy for the quiet months — January, August?

50

Are you actively building your column — or just maintaining it?

51

Do you know what your most profitable day of the week is?

52

Is there a service you could add that would significantly increase your income?

SALONTEUR

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Now you have the questions.

Salonteur has the answers.

Press the button. Start talking.

He is available right now.

lifebehindthechair.co.uk

No sign up. No appointment. Available 24 hours a day, 7 days a week.

Sal-on-TEUR