

8. Hairdresser / Cosmetologist

Jon, 25, is a hairdresser in a local salon. He studied hairdressing at a well-known cosmetology school in Philadelphia. He has also gotten certified by a well-known hair product brand for his expertise in using their products.

Jon is very creative in his styling and stays on top of the newest hairdressing techniques. He enjoys the exacting nature of cutting and styling hair, as well as the daily social interaction with his clients. At first, Jon worked for a small salary, plus a percentage of his service fees plus tips. Since then, he has become very popular and gained a large “book” of customers. As a result he has entered into an agreement with the salon owner to pay a monthly “chair rent” for the use of the salon’s facilities and equipment. So now Jon pays rent but keeps all his fees and tips. He could earn more money by working at a more prestigious salon, but he’d have to start at the bottom all over again. He could also provide services outside of the salon (such as for weddings and proms) when he’s not busy improving his skills through professional development.

For now, Jon thinks he’ll stay put and work on building the business he has. Besides, the salon owner has been dropping hints he might retire soon and would be willing to sell the business to a talented stylist he knows.