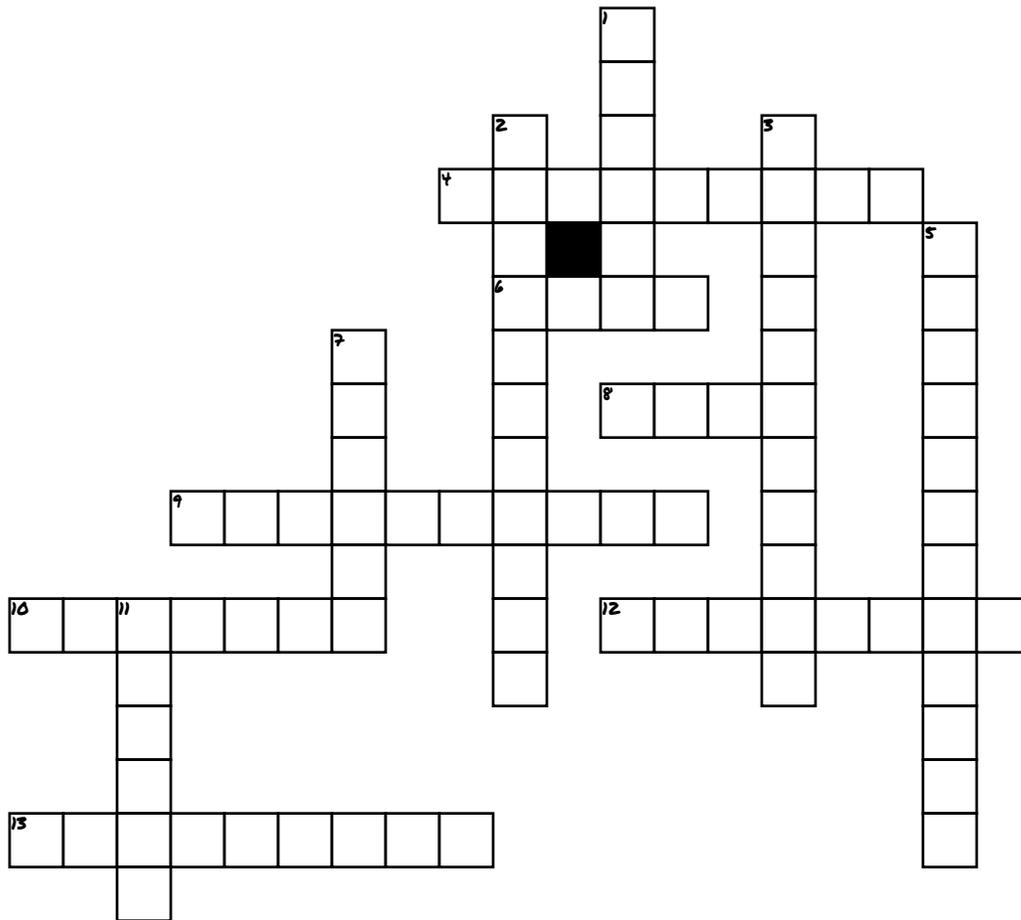


103 SALON BUSINESS REVIEW



ACROSS

4. SELLING SPECIALIZED AND/OR ADDITIONAL SERVICES TO CLIENTS BEYOND WHAT THEY HAD ORIGINALLY SCHEDULED FOR THAT VISIT.
6. OCCURS WHEN THE EXPENSES OF A SALON ARE GREATER THAN THE INCOME PRODUCED.
8. A SPECIFIC TARGET, A BENCHMARK OF ACHIEVEMENT THAT CAN BE ATTAINED WITHIN A SPECIFIC TIME FRAME.
9. A FINANCIAL ADVISOR.

10. MONEY THAT LEAVES YOU, WHICH YOU SPEND OR PAY OUT.

12. CLIENTS SENT TO THE SALON PROFESSIONAL BY FRIENDS AND FAMILY RECOMMENDING THEIR SERVICES.

13. PERSONS WHO MAKE HABITUAL USE OF THE SERVICES OF ANOTHER PERSON.

DOWN

1. ALL PROPERTIES OWNED.
2. A FORM USED TO SUBMIT INFORMATION TO AN EMPLOYER.

3. ALL OF THE MONEY YOU OWE.

5. A COMPLETE PROFILE OF THE CLIENT RESULTING IN A DISCUSSION BETWEEN SALON PROFESSIONAL AND CLIENT WITH THE GOAL OF CREATING THE BEST STYLE FOR THE CLIENT.

7. MONEY THAT COMES IN, WHICH YOU EARN OR RECEIVE.

11. OCCURS WHEN THE SALON INCOME IS MORE THAN THE COST OF DOING BUSINESS.

WORD BANK

REFERRAL

INCOME

GOAL

CLIENTELE

ASSETS

EXPENSE

LOSS

UPSELLING

ACCOUNTANT

LIABILITIES

PROFIT

APPLICATION

CONSULTATION