



Free Hair Salon Business Plan Template by Wise Business Plans

[Company Logo]

[Company Name]

[Company Address]
[Company Phone Number]

Developed By:

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Document Version	

Business Plan Confidentiality Agreement

The undersigned reader of [Company's Name] Business Plan acknowledges that the information provided is totally confidential, and undertakes not to reveal anything discovered in the business plan without the express written agreement of [Business Owner's Name].

The reader also acknowledges that the information to be provided in this business plan is confidential in all aspects, with the exception of information that is in the public domain through other means, and that any disclosure or use of the same by the reader may cause serious harm and or damage to [Company Name].

This business plan document will be returned to [Business Owner's Name] immediately upon request.

This is a business plan. This document does not make or intend to make any offer.

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Table of Contents

1. Executive Summary.....	##
2. Company Overview.....	##
3. Industry Analysis.....	##
4. Customer Analysis.....	##
5. Competitor Analysis.....	##
6. Marketing Plan.....	##
7. Operations Plan.....	##
8. Management Team.....	##
9. Financial Plan.....	##
10. Appendix.....	##

Executive Summary

Provide a one-two-page overview of your hair salon business and highlight the most important details. A typical executive summary includes:

- Business Overview

Describe what your hair salon business does, its goals, and objectives?

- Products and Services

List your hair salon services and products in more detail, if applicable. Describe the service you offer.

- Customer Focus

Provide a concise and clear definition of your hair salon target market, as well as the need you hope to fulfill.

- Financial Highlights

How much capital, if any, are you seeking for your hair salon, and how you are going to use them?

- Management Team

Outlines your management team, staff, resources, and how your hair salon business is structured.

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Company Overview

This section summarizes your hair salon business. You should include the company's registered name, physical address, key people, the company's history, its nature, and your company's goals. Let's break down these sections

Company Profile

- What is your location?
- When did you form?
- What is the legal entity form of your company?

Company Mission/Vision Statement

- What are the objectives of your company?

Previous Accomplishments

- Describe the past accomplishments that have your hair salon already achieved

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Industry Analysis

Hair salon industry overview

- Briefly describes the hair salon industry. Define the hair salon industry in terms of its history, geographical service area, and products.

Hair salon industry trends

- Examine trends and growth patterns in the hair salon industry.

Relevant Market Size

- How large is your relevant market (the number of customers who can realistically buy from you)?

Factors affecting the hair salon industry

- Determine what factors influence the hair salon industry. These may include government regulations and other businesses' competitive practices.

Five Years Forecast

- What will your hair salon company's position be in the industry in five years? Identify opportunities that your company can take advantage of in the industry.

Customer Analysis

Identify your target customers

- Who are your target customers? Please provide a detailed demographic profile.

Factual information obtained is categorized as follows:

- Demographic data: Age, gender, income
- Geographic: Location, type of area (Rural, suburban, urban)
- Psychographic: Values, interests, beliefs, personality, lifestyle
- Behavioral: Behavior patterns, frequent actions, buying habits

Customer Needs

- What are the key needs of your target audience?

How do your hair salon services align with customer needs?

- Explain how your hair salon services' features benefit the customer and what its Unique Selling Proposition is. Describe how your offerings make your customers' lives easier.

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Competitive Analysis

Describe the state of competition in your hair salon industry. You may want to include a SWOT analysis here or in your appendix.

List your top competitors along with the following details for each:

Direct Competitors

- What are your direct competitors? Which are their strengths and weaknesses?

Indirect Competitors,

- Who are your indirect competitors? Which are their strengths and weaknesses?

Competitive Advantage

- What makes you different from your competitors? Do you have sustainable advantages (can your competitors emulate you)

Competitor Name	Strength(s)	Weakness(es)	Competitive Advantage
Competitor A			
Competitor B			
Competitor C			

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Marketing Plan

Brand positioning

Why are potential buyers going to be interested in your hair salon services? How will you address your buyer persona's biggest challenges and goals?

Example: The [Company Name] brand will emphasize the Company's unique value proposition:

- Location is convenient
- Familiar, regular stylists
- Significant individual attention
- Reasonable prices
- A comfortable, customer-oriented environment

Pricing Strategy

What is the maximum amount you can charge? And how do you maximize your income by balancing sales volume and price?

Placing

Place refers to the location of your hair salon. Is your hair salon business near an office building or gym that has a high population? If you plan to target a specific geographic region, mention how your location will impact your success.

Promotion

How will you market your hair Salon's services or products? Are you going to market your hair salon services at a price that matches the quality? Will it be a low-cost, no-frills alternative to similar offerings available from other Hair Salon businesses? Describe your advertising strategy. When will you advertise?

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Operations Plan

The following are two parts to your operations plan.

Key Operational Processes

- What are the key operational processes your hair salon business must perform on a daily basis to succeed?

Goal	Plan	Action	Responsibility	Deadline

Business Milestones

- Over the next 1-3 years, what milestones will you need to achieve success?

Date	Milestone
Date 1	
Date 2	
Date 3	
Date 4	

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Management Team

Your management team section of the hair salon business plan should contain the following key elements:

Organizational Structure:

- Highlights the hierarchy and outlines responsibilities and decision-making authority.

Management Team Members

- Highlights the company's management team. Also, providing details of key employees, such as their qualifications, experience, or skills can add a competitive edge to the image of the business.

Working Structure:

- Describes how your management team will operate within your hair salon business structure.

Expertise:

- Provides details about your team's business expertise.

Management Team Gaps

- Who else needs to be hired?

Skills Gap:

- Explain what your hair salon is planning to do to improve staff skills and expertise. In this section, you should address your plans for acquiring new information and knowledge.

Financial Plan

Revenue Model

- How does your hair salon business generate revenue?

Sales Forecast

- The sales forecast is exactly what it sounds like: your projections, or forecast, of what you think you will sell in a given period.

Financial Highlights

- How do you project your topline financials over the next five years?

Funding Requirements/Use of Funds

- How much money will you need to start and/or run your hair salon? How will you use these funds?

Appendix

A business plan's appendix is the place where you can include any additional documents that you want to use to give your readers a feel for your product, marketing, services, etc.

Some examples:

- Startup Costs sheet
- 5 Year Annual Income Statement
- 5 Year Annual Balance Sheet
- 5 Year Annual Cash Flow Statement