1. **In Hurry ($20)**
   1. Consult
   2. Hair Cut
   3. Offer to Trim Eyebrows & Hair around Ears
   4. Hot Lather Neck Shave
   5. Offer Additional Services
      1. Therapeutic scalp massage shampoo (only $5 more)
      2. Therapeutic Hot Towel Shampoo (only $7 more)
      3. Hot Towel Shave ($20 more, 20% discount from regular price)
      4. Beard/Stache Trim (Only $7 more, 30% discount from regular price)
   6. Offer complimentary rinse
   7. Comb/Style hair
   8. Recommend product and offer complimentary application (let them know we carry product)
   9. Seek acceptance/satisfaction for services rendered
   10. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   11. Walk customer to the front and ring up sale
   12. Offer to pre-book customer for their next visit
   13. Thank the customer for their patronage and express our desire to see them again
2. **Need to Slow Down ($25)**
   1. Consult
   2. Hair Cut
   3. Offer to Trim Eyebrows & Hair around Ears
   4. Hot Lather Neck Shave
   5. Scalp Massage Shampoo
      1. Offer Additional Services
         1. Offer Therapeutic Hot Towel Shampoo (only $2 more)
         2. Offer Hot Towel Shave ($20 more, 20% discount from regular price)
         3. Beard/Stache Trim (Only $7 more, 30% discount from regular price)
   6. Comb/Style hair
   7. Recommend product and offer complimentary application (let them know we carry product)
   8. Seek acceptance/satisfaction for services rendered
   9. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   10. Walk customer to the front and ring up sale
   11. Offer to pre-book customer for their next visit
   12. Thank the customer for their patronage and express our desire to see them again
3. **Want to Relax ($27)**
   1. Consult
   2. Hair Cut
   3. Offer to Trim Eyebrows & Hair around Ears
   4. Hot Lather Neck Shave
   5. Hot Towel Shampoo
      1. Offer Additional Services
         1. Offer Hot Towel Shave ($20 more, 20% discount from regular price)
         2. Beard/Stache Trim (Only $7 more, 30% discount from regular price)
   6. Comb/Style hair
   7. Recommend product and offer complimentary application (let them know we carry product)
   8. Seek acceptance/satisfaction for services rendered
   9. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   10. Walk customer to the front and ring up sale
   11. Offer to pre-book customer for their next visit
   12. Thank the customer for their patronage and express our desire to see them again
4. **Gotta Unwind ($40)**
   1. Consult
   2. Hair Cut
   3. Offer to Trim Eyebrows & Hair around Ears
   4. Hot Lather Neck Shave
   5. Hot Towel Shave
      1. Offer Additional Services
         1. Therapeutic scalp massage shampoo (only $5 more)
         2. Therapeutic Hot Towel Shampoo (only $7 more)
   6. Comb/Style hair
   7. Recommend product and offer complimentary application (let them know we carry product)
   8. Seek acceptance/satisfaction for services rendered
   9. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   10. Walk customer to the front and ring up sale
   11. Offer to pre-book customer for their next visit
   12. Thank the customer for their patronage and express our desire to see them again
5. **Young Man’s Hair Cut ($15)**
   1. Consult (with Parent)
   2. Hair Cut
   3. Offer Additional Services
      1. Rinse (only $2 more)
      2. Therapeutic scalp massage shampoo (only $5 more)
      3. Therapeutic Hot Towel Shampoo (only $7 more)
      4. Mock Shave “I wanna be like Dad” ($10 more, 50% discount from regular price)
   4. Comb/Style hair
   5. Recommend product and offer complimentary application (let them know we carry product)
   6. Seek acceptance/satisfaction for services rendered
   7. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   8. Walk customer to the front and ring up sale
   9. Offer to pre-book customer for their next visit
   10. Thank the customer for their patronage and express our desire to see them again
6. **I Wanna Be Like Dad ($20)**
   1. Provide Mock Shave
   2. Offer Additional Services
      1. Hair Cut ($10 more, 30% discount from regular price)
      2. Rinse (only $2 more)
      3. Therapeutic scalp massage shampoo (only $5 more)
      4. Therapeutic Hot Towel Shampoo (only $7 more)
   3. Comb/Style hair
   4. Recommend product and offer complimentary application (let them know we carry product)
   5. Seek acceptance/satisfaction for services rendered
   6. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   7. Walk customer to the front and ring up sale
   8. Offer to pre-book customer for their next visit
   9. Thank the customer for their patronage and express our desire to see them again
7. **Roy Coy Special (Hot Towel Shave) ($25)**
   1. Consult
   2. Hot Towel Shave
      1. Offer Additional Services
         1. Hair Cut (15$ more, 25% discount from regular price)
         2. Therapeutic scalp massage shampoo (only $5 more)
         3. Therapeutic Hot Towel Shampoo (only $7 more)
   3. Comb/Style hair
   4. Recommend product and offer complimentary application (let them know we carry product)
   5. Seek acceptance/satisfaction for services rendered
   6. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   7. Walk customer to the front and ring up sale
   8. Offer to pre-book customer for their next visit
   9. Thank the customer for their patronage and express our desire to see them again
8. **Beard & Stache Trim ($10)**
   1. Consult
   2. Trim Beard/Stache
      1. Offer Additional Services
         1. Hair Cut ($17 more, 15% discount from regular price)
         2. Therapeutic scalp massage shampoo (only $5 more)
         3. Therapeutic Hot Towel Shampoo (only $7 more)
   3. Comb/Style hair
   4. Recommend product and offer complimentary application (let them know we carry product)
   5. Seek acceptance/satisfaction for services rendered
   6. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   7. Walk customer to the front and ring up sale
   8. Offer to pre-book customer for their next visit
   9. Thank the customer for their patronage and express our desire to see them again
9. **Turn Back Time (Grey Reduction) ($25 & UP)**
   1. Consult
   2. Color Hair
   3. Offer Additional Services
      1. Hair Cut ($17, 15% discount from regular price)
      2. Therapeutic scalp massage shampoo (only $5 more)
      3. Therapeutic Hot Towel Shampoo (only $7 more)
      4. Hot Towel Shave ($20 more, 20% discount from regular price)
      5. Beard/Stache Trim (Only $7 more, 30% discount from regular price)
   4. Offer complimentary rinse
   5. Comb/Style hair
   6. Recommend product and offer complimentary application (let them know we carry product)
   7. Seek acceptance/satisfaction for services rendered
   8. Finish off with 1 minute shoulder massage (offer additional minutes $1 per minute)
   9. Walk customer to the front and ring up sale
   10. Offer to pre-book customer for their next visit
   11. Thank the customer for their patronage and express our desire to see them again
10. **Harder Stuff (Additional Fee) ($5 & UP)** 
    1. Consult, let them know what they are asking for requires additional fee because of complexity
    2. Charge based on $5 increment with a $10 max (use professional judgment if additional charges greater then $10 (max) is reasonable/justified)
    3. The transaction would be Harder Stuff X number of charges (i.e. $10 = harder stuff x