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