

come & get 'em

MENTORS – coaches, advisors, masters, friends, gurus, instructors—those special people in your life guiding you to succeed. Remember your first mentor, how enhanced your life was because of them? What if you could give that unique gift back and develop an awesome salon staff at the same time?



Angie instructs a student at Paul Mitchell The School in Provo, UT



Proud owners, Angie Katsanevas and Shawn Trujillo



Lunatic Fringe Salon, Downtown Salt Lake City, UT

At Paul Mitchell The School, there are unlimited opportunities to bestow your guidance and experiences on the future of the beauty industry. Paul Mitchell The School has adopted a philosophy over the years for those salons asking for the best to be sent their way, 'COME AND GET THEM!' Paul Mitchell The School believes that being proactively involved in mentoring students while they're still in school is the best way to successfully recruit those passionate beauty industry-loving stylists salons crave.

The School in Provo, and get a lot of personal satisfaction. According to Shawn, "being able to inspire the Future Professionals here is amazing and priceless. It gives you a chance to give back, and you learn even more than you teach!" Back at the salon, Shawn and Angie continue the mentoring process with their employees with bi-weekly salon trainings, one-on-one goal setting and a generous incentive program where Lunatic Fringe picks up the car tab for successful stylists that hit the \$10,000 mark each month.

"To mentor the students and new staff members and watch them come into their own as hairdressers—it is so gratifying. We get such a great sense of achievement and pride as we watch their careers flourish. It makes our hearts sing!"

—Shawn Trujillo and Angie Katsanevas

The Mentor Connection

Shawn Trujillo and Angie Katsanevas, owners of Lunatic Fringe Salon (a business comprised of three shops bringing in over \$1 million a year) are driving the mentoring bus full speed ahead. And where are they headed? Back to school! Shawn and Angie teach numerous classes at Paul Mitchell

The Passion Effect

Being exposed to the students has had its benefits for Shawn and Angie not only personally—but financially as well. Emily Golie, former Paul Mitchell The School student and 2004 NAHA and Beacon Award winner, now calls Lunatic Fringe Salon her home and brings in over \$120,000 in annual revenue. For Emily, Shawn and Angie's mentoring was key to her choice of Lunatic Fringe: "I looked for a salon with a welcoming environment with opportunities to continue learning. I knew Shawn and Angie, and I know Lunatic Fringe would give me that." In less than a year, Emily has become one of Lunatic Fringe's top stylists and eventually wants to open her own Lunatic Fringe Salon.

Want to get involved? Visit the Careers in Cosmetology section of the Paul Mitchell Professional Web site at www.paulmitchell.com to find the nearest Paul Mitchell The School and for more information.