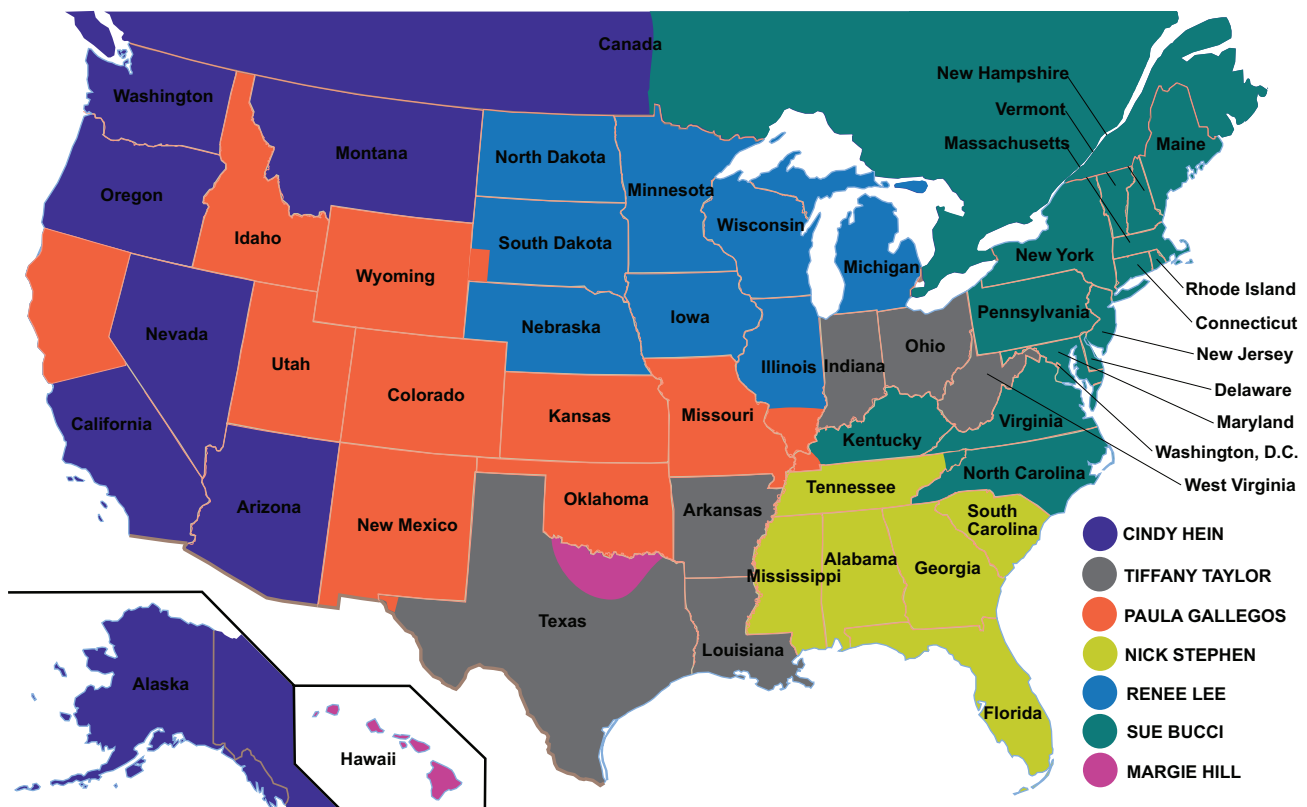




# BUSINESS DEVELOPMENT MANAGERS

The role of a BDM is to help the franchisee increase total sales and overall profitability.

- **Dedicated** to imparting education, industry knowledge and tricks of the trade.
- Their **passion** provides strong motivation to managers and stylists at Great Clips® salons through training programs. They give them the tools they need to be great retailers by showing them the benefits of a retail culture.
- The BDM team **supports** the brands they represent with education and training to ensure confidence and continued success for the Great Clips stylist.



Match the color of your market on the map above, to the corresponding color on the next page, to meet your BDM.



*Margie*  
HILL

Margie has almost 30 years of experience in the beauty industry. Before joining Salon Innovations to lead the BDM Team, she was a representative for Sexy Hair, working with Salon Innovations to support Great Clips salons' retail sales. Margie's passion for her customers, the BDMs and the industry is evident in all she does.

mhill@saloninnovations.com  
Mobile: 972-352-1111



# MEET Your BDM



*Tiffany*  
TAYLOR

Tiffany has been in the salon industry for over 16 years. She has dedicated over 10 years of her career to Great Clips, previously serving as an Education Services Specialist and Education Services Manager with Great Clips Inc. and currently in her role as a BDM with Salon Innovations.

ttaylor@saloninnovations.com  
Mobile: 315-350-7373



*Paula*  
GALLEGOS

Paula started out in the Great Clips system over 20 years ago. She has been a stylist, a salon manager and a Great Clips Field Staff Representative. Experience in these different roles has given her the knowledge to help salons excel in their retail business.

pgallegos@saloninnovations.com  
Mobile: 720-233-9634



*Nick*  
STEPHEN

Nick brings to the team 17 years of experience in the corporate education industry. From designing and implementing operational processes at Toyota Corporate to the Executive Director for Empire Beauty Schools, Nick's knowledge of process improvement, learning styles and cosmetologist traits will be beneficial as Business Development Manager.

nstephen@saloninnovations.com  
Mobile: 612-913-8360



*Renee*  
LEE

Renee has 16 years of retail and sales experience, most recently with Sexy Hair. These experiences and connecting with all levels from student to franchisee has helped to provide a unique view on how to best support each group to become more successful.

ree@saloninnovations.com  
Mobile: 612-986-1163



*Sue*  
BUCCI

Sue brings a wealth of experience to Salon Innovations from having spent almost 20 years in the professional beauty business. She worked 6 years as a Salon Distributor Consultant and 12 years as a Business Development Manager for a manufacturer. Sue's passion is helping individual stylists and salons to recognize their potential and put a plan in place to help them achieve their goals.

sbucci@saloninnovations.com  
Mobile: 612-475-5453



*Cindy*  
HEIN

Cindy has over 20 years of retail sales management, inventory control and merchandising experience with several of those years in the beauty industry. This experience gives Cindy the knowledge to help salons manage their retail business.

chein@saloninnovations.com  
Mobile: 612-594-1421