## **SERVICE MANUAL**





FOR EVERY YOU.















# ELEVATE YOUR COLOUR SERVICE OFFERING

Colour services are crucial for salons, as they not only attract a wide range of clients and increase customer loyalty, but also drive business growth by encouraging repeated visits and fostering new market opportunities.

In this Schwarzkopf Professional manual, we present and decode three relevant & highly demanded services for blondes, curls and white hair clients, that will help you drive your business and be on top of trends.

You will also find a highly sought-after creative service for those clients who aspire to be more daring and challenge the status quo.



### HAIR BY SCHWARZKOPFPRO KEY SERVICES

Schwarzkopf Professional teamed up with talented artists from around the world to share their signature services and techniques - from salon-ready styles to bold, creative looks. Our mission is to empower artists worldwide, celebrating diverse skillsets and expertise, while inspiring creativity and innovation.



#### **EMBRACE GREY**

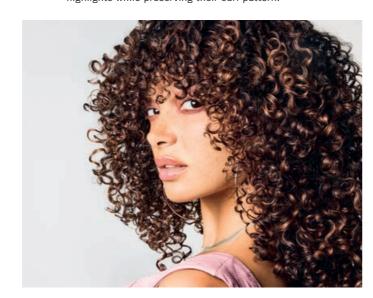
Embrace and enhance your client's natural grey hair while enjoying a low-maintenance sleek look with Embrace Grey service.

#### CONTRAST BLONDE

Contrast Blonde service for those seeking a bold, fashion-forward look that effortlessly combines vibrant, ribbon-like highlights with deep, rich base tones.

#### **CURLY POP**

Curly Pop service enhances your client's natural texture with depth and dimension by adding rich, multidimensional highlights while preserving their curl pattern.



### MEET OUR CREATORS



PATRICIA NICOLE @paintedhair



NICK IRWIN
@nickirwinhair



TONY TSAI @tonytony1226



SHY + FLO @shyandflo



BRENDNETTA ASHLEY @edgybgirl

#### WE EMPOWER ARTISTS WORLDWIDE



LISA FARRALL @lisafarrall



JAVIER DIAZ @javierdiaz\_hairstyle



JACK MARTIN
@jackmartincolourist



REEMA JABER @hairbyreema



**LESLEY JENNISON** @lesleyjennison

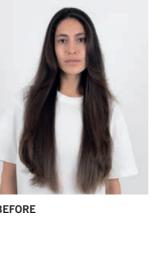
### CONTRAST **BLONDE**



I went in with my ribbon lights technique, which is essentially a way for foil placement that is going to mimic hair painting. I used the new IGORA VIBRANCE shades to enhance, balance and neutralise the hair.

Colour crafted by PATRICIA NICOLE









**COLOURS USED** 



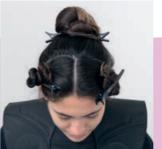
PRE-LIGHTENER: BLONDME Premium Lightener 9+ + BLONDME Premium Developer 6% I 20 VOL. (1:1,5) COLOUR 1 (Roots): IGORA VIBRANCE 5-0 + IGORA VIBRANCE Activator Lotion 4% | 13 VOL. (1:1)

or if white hair coverage is needed: IGORA ROYAL 5-0 + IGORA ROYAL Oil Developer 6% | 20 VOL. (1:1)

COLOUR 2 (Mid-lengths & ends): IGORA VIBRANCE

9,5-24 + IGORA VIBRANCE Activator Lotion 4% (1:1)





STEP 01 Section the hair with a T-section.



Take a diagonal slice of hair around the back hairline and tease it gently. Apply the selected lightener from the roots to the ends in the foil. Repeat all around the hairline.



Styling crafted by **JAVIER DIAZ** 



Take horizontal slices at the mid-crown and repeat the teasing and application technique.



Continue around the front hairline. Develop for up to 45 minutes then follow with postlightening care.



TONING: Create a T-Section, then take horizontal separations starting at the back and apply Colour 1 with a root tap technique to the roots with bowl and brush.



Apply Colour 2 in a zigzag pattern along the hair strand, ensuring even distribution to mid-lengths and ends using the application bottle. Develop for up to 20 minutes, then proceed with post-colour treatment.





#### **STYLING TIP**

The Schwarzkopf Professional styling line is super extensive. I think it is designed for every hair type, for every texture finish, and that definitely makes my job easier, to be able to have optimal results in hair styling.

## CURL POP Look crafted by REEMA JABER I use a dimensional foiling method for textured hair. I strategically applied three complementary formulas, layering them to enhance the natural texture and create a multidimensional effect. The

subtle shifts in tone reflect shine and definition, delivering a

beautifully seamless and refined result.



**BEFORE** 

#### **HOW TO ACHIEVE** THIS LOOK





PRO TIP:





#### **COLOURS USED**

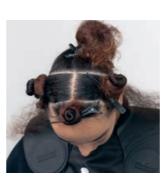
**PRE-LIGHTENER:** BLONDME Premium Lightener 9+ + BLONDME Premium Developer 2% | 7 VOL. (1:1.5)

COLOUR 1 (Lift & Colour): IGORA ROYAL Fashion Lights L-44 + IGORA ROYAL Oil Developer 6% | 20 VOL. (1:1)\*

COLOUR 2: IGORA ZERO AMM 5-0 + IGORA ZERO AMM 5-5 (1:1) + IGORA ROYAL Oil Developer 3% | 10 VOL. (1:1)

COLOUR 3 (Shadow Root): IGORA VIBRANCE 4-46 + IGORA VIBRANCE Activator Lotion 1.9% | 6 VOL. (1:1)

COLOUR 4 (Mid-lengths): IGORA VIBRANCE 7-77 IGORA + VIBRANCE 7-55 (1:1) + IGORA VIBRANCE Activator Lotion 1.9% | 6 VOL. (1:1)



Take a profile parting, then section off the back section from the top of the head to behind the ears. Then section the fringe area.



STEP 03 Continue with the same technique alternating between the Prelightener and Colour 1. Complete the sides and fringe area.



Starting at back hairline, take

a slice of hair and create large

weaves. Tease gently towards

lightener in the foils.

the roots and apply the selected

STEP 04 Continue working upward and horizontally, repeating the same technique.





To style, I used OSiS Bounty Balm as a base to provide hydration and slip, followed by OSiS Tipsy Twirl for hold.



STEP 05 Apply Colour 2 between the foils, to the lighter pieces of hair. Develop for up to 45 minutes and follow with postlightening care.



STEP 06 TONING: Create a T-section and apply Colour 3 to a large root area with a bowl & brush to create a shadow root effect.



STEP 07 Apply Colour 4 to mid-lengths and ends with bottle applicator. Develop for up to 20 minutes and follow with selected post-colour





#### HOW TO ACHIEVE THIS LOOK



**BEFORE** 



#### **COLOURS USED**

PRE-LIGHTENER: BLONDME Clay Lightener + BLONDME Premium Developer 6% | 20 VOL. (1:1,5)

**COLOUR:** IGORA VIBRANCE 8-46 + 9-1 (1:1) + IGORA VIBRANCE Activator Lotion 4% | 13 VOL. (1:1)



STEP 01 Section the hair into 5 equal quarters from the top crown. Then subdivide the back horizontaly from ear-to-ear.



STEP 02
Using a freehand technique, hand-pick strands the size of a curled lock, and apply the selected lightener with the support of a board.



STEP 03
Continue in the same manner around the 4 remaining sections. Develop up to 45 minutes. Follow with a post-lightening service.



STEP 04
TONING: Section the hair with 4
quadrants, then apply the toner
using a bowl and brush, working
horizontally on the pre-lightened hair.
Develop for up to 20 minutes then
follow with a post-colour treatment.





#### STYLING TIP

I used the OSiS Bounty Balm for definition. Then I added The Mousse from Session Label for a little bit more of that really nice defined curl pattern.





## **EMBRACE GREY**

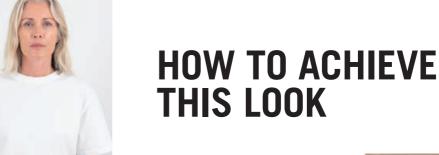


Colour crafted by JACK MARTIN



This approach ensured a seamless blend between the natural and coloured hair, creating a harmonious transition.

**BEFORE** 





Create a horseshoe section, then isolate the higher percentage of white hair around the hairline. Take a horizontal section from the top of the occipital bone and separate it from ear to ear.

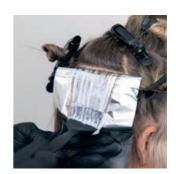


Repeat the same technique on both sides.



Apply Colour 1 to the previous highlights or colour to match the natural base colour, between the foils. Develop up to 45 minutes for the lightener and 30 for the colour. The follow with the postlightening care.





STEP 02 Replicate the white hair pattern with a medium-sized babylight weave. Apply the chosen lightener to the previously coloured hair in the foils." Repeat with back-to-back foils.



STEP 04 When working on areas with a higher percentage of white hair, use a lower-strength developer.



STEP 06 Apply Colour 2 to prelightened areas. Develop for up to 20 minutes. Then follow with selected post-colour treatment.





**COLOURS USED** 

#### PRE-LIGHTENERS:

1. Applied to coloured hair

BLONDME Premium Lightener 9+ + BLONDME Premium Developer 6% | 20 VOL. (1:1,5)

#### 2. Applied on white and lighter hair

BLONDME Premium Lightener 9+ + BLONDME Premium Developer 2% | 7 VOL. (1:1,5)

COLOUR 1: IGORA ROYAL 7-42 + IGORA ROYAL 7-1 (3:1) + IGORA ROYAL Oil Developer 3% | 10 VOL. (1:1)

**COLOUR 2:** IGORA VIBRANCE 9,5-1 + 9,5-21 (1:1) + IGORA VIBRANCE Activator Gel 1.9% | 6 VOL. (1:1)

#### Styling crafted by NICK IRWIN



#### **STYLING TIP**

What's important is not overexaggerating the hair or using products that will be super visible. It's about building texture and foundation into the hair so it becomes almost invisible in the overall feel.





# CREATIVE COLOUR PLACEMENTS

Creativitiy knows no limits. Our artists bring you the most daring, cutting-edge looks to inspire those who dare to stand out.

By providing different and exclusive offerings in your salon, you not only cater to clients seeking unique and personalised looks, but also established your salon as a leader on the field.

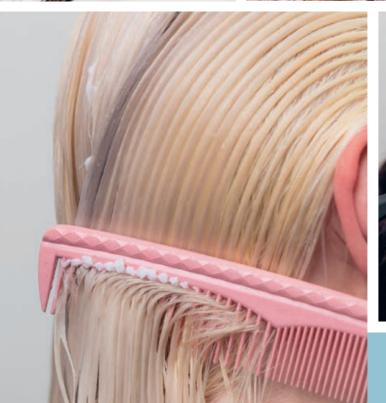


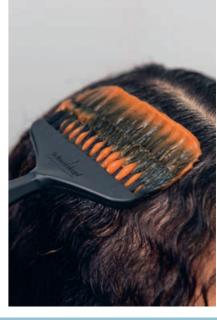














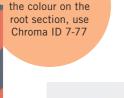
Creative colour services enable clients to express their individuality, and as these services often reqire specialised skills and techniques, they can command higher prices.



**COLOURS USED** 









PRE-LIGHTENER: BLONDME Premium Lightener 9+ + BLONDME Premium Developer 2% | 7 VOL. (1:2) COLOUR 1 (Roots): IGORA VIBRANCE 7-77 + 9,5-98

STEP 01 Apply a regrowth application technique with the selected lightener, followed by postlightening care. Develop up to 45 minutes, then follow with post lightening care.



STEP 02

**BEFORE** 

On dry hair, separate the hair from ear-to-ear through the top of the crown area. Apply Colour 1 to all the root areas.

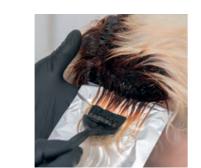


Activator Gel 1.9% I 6 VOL. (1:1)

Look crafted by SHY + FLO

+ 0-88 + 0-55 (30:20:1:1) + IGORA VIBRANCE

COLOUR 2 (Mid-lengths): IGORA VIBRANCE 10-4 + 0-00 (1:1) + IGORA VIBRANCE Activator Gel 1.9% |



In the front side section, take a horizontal slice and apply Colour 2 to the mid-lengths only on the foil.



Apply Colour 3 to the ends. Repeat the technique on both sides and the top section, alternating slightly with the colour positioning to create additional texture and contrast.



**STYLING TIP** 

To style the hair we used The Texturizer from Session Label, and The Miracle to balance it out and give it shine.





STEP 05

Apply Colour 2 to the all the remaining mid-lengths and ends. Develop for up to 20 minutes then rinse and follow with selected post-colour treatment.





Colour crafted by **LESLEY JENNISON** 





**BEFORE** 





**COLOURS USED** 

PRE-LIGHTENER: IGORA VARIO BLOND Super Plus + IGORA ROYAL Oil Developer 6% | 20 VOL. (1:1.5)

COLOUR 1: IGORA ROYAL 9-55 + 0-88 (4:1) + IGORA ROYAL Oil Developer 3% | 10 VOL. (1:1)

**COLOUR 2:** IGORA ROYAL 9-1 + 6-88 (15:1) + IGORA ROYAL Oil Developer 3% | 10 VOL. (1:1)

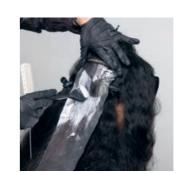


STEP 01 Create three triangle sections in the horseshoe area, leaving space between each of them.



and apply the selected lightener to the mid-length, in a graphic manner on, onto the foil.





STEP 04 Create negative space (hair without product) for maximum contrast. Develop for up to 45 minutes, then follow with post-lightener care.





Alternate the product location

for each slice of hair to create

irregular layering patterns.

STEP 05 TONING: On dry hair, take fine slices of hair and place the Colours 1 & 2 on each strand of hair with a calico pattern.





For the second stying variation, we really wanted to create that grungy, sweaty nighclub class of culture, with a rebelious side.





#### **COLOURS USED**

PRE-LIGHTENER (Midlenghts & Ends): BLONDME PREMIUM LIGHTENER 9+ + BLONDME Premium Developer 9% | 30 VOL. (1:1,5)

PRE-LIGHTENER (Roots): BLONDME PREMIUM LIGHTENER 9+ + BLONDME Premium Developer 6% | 20 VOL. (1:1,5)

#### UNDER COLOUR:

COLOUR 1 (Roots): IGORA VIBRANCE 8-19 + IGORA VIBRANCE Activator Gel 1.9% | 6 VOL. (1:1)

**COLOUR 2 (Mid-lengths):** IGORA VIBRANCE 8-19 + 9,5-49 + 9,5-98 + 1-0 (17:17:5:1) + IGORA VIBRANCE Activator Gel 1.9% | 6 VOL. (1:1)

**COLOUR** 3 (Ends): IGORA VIBRANCE 8-19 + 9,5-49 + 9,5-98 (7:7:2) + IGORA VIBRANCE Gel Activator 1.9% | 6 VOL. (1:1)

#### TOP COLOUR:

COLOUR **4 (Mid-lengths):** IGORA VIBRANCE 9,5-49 + IGORA VIBRANCE Activator Gel 1.9% | 6 VOL. (1:1)

**COLOUR 5 (Ends):** IGORA VIBRANCE 9,5-98 + IGORA VIBRANCE Activator Gel 1.9% | 6 VOL. (1:1)

COLOUR 6 (Ends): IGORA VIBRANCE 9,5-19 + IGORA VIBRANCE Activator Gel 1.9% | 6 VOL. (1:1)



Colour crafted by TONY TSAI

Light! Soft! Dim! Through a casual highlighting technique combined with intentional sectioned application, I aim to blend the hair colour seamlessly into the hairstyle, creating the feeling of morning light scattered across the wooden floor.



BEFORE



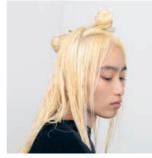
STEP 01
Section the hair with a T-section.
Apply a three-step virgin
application for Asian hair. Start
with the mid-lengths and ends
with the selected lightener.



STEP 02
Then apply to the remaining root area, leaving 1,5cm away from the scalp.



STEP 03
Once the undertone is one level darker that target level, apply fresh preppared lightener to the remaining root area, all over.
Develop for up to 45 minutes, the follow with post lightening care.



STEP 04
Section the hair with two diamond shapes over the crown and the top of the head.



STEP 05 – UNDER COLOUR
In the sections below the diamonds sections, take vertical slices and apply Colour 1 to the Roots, Colour 2 to mid-lenghts and Colour 3 to the ends.



STEP 06 – TOP COLOUR
In the diamond sections, apply
Colour 1 to all the roots. Then
apply Colour 4 to all the midlengths. Continue with horizontal
slices alternating Colours 5 & 6
on the ends. Develop up to 20
minutes, then follow with your
selected post-colour treatment.







Styling crafted by **NICK IRWIN** 



#### **STYLING TIP**

The products we used are from Session Label. I felt we really wanted to just develop a more natural nuance to the look and feel.

As your partner in craft, Schwarzkopf Professional gives you all the tools and support you need to become the hairdresser you want to be.

Empower yourself with IGORA to create the most beautiful colours, to explore every aspect of your creativity and to reveal your client's individual beauty.

> Reach the perfect aftercare with FIBRE CLINIX. The innovative **BONDFINITY TECHNLOGY** sets the perfect basis for long-lasting hair health and maintains in-salon colour results.







#### **IGORA ROYAL**

- More vibrancy and perfect equalisation
- Natural shades with 100% coverage
- Longer colour retention\*
- True-to-tuft colour for total reliability

\*vs. previous IGORA ROYAL Colour Creme

#### POST COLOURATION TREATMENT WITH FIBRE CLINIX

#### In-salon

Fibre Clinix is specifically developed and tested with IGORA to prolong colour results and offer optimal hair quality and repair. The innovative **BONDFINITY TECHNOLOGY creates** the strongest, permanent bonds and locks in the keratin and colour, for the strongest repair after a colour service with IGORA.

#### At home

Prolong IGORA colour service at home with the VIBRANCY range with BONDXTEND and pH 4.5 technology for longlasting colour retention and vibrancy.

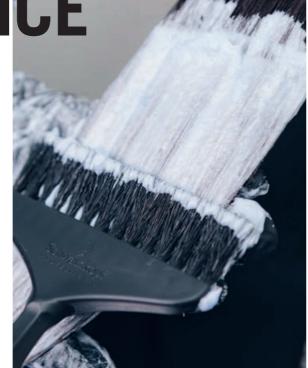






## HOW TO PRICE, PROMOTE & **DELIVER A** COLOUR SERVICE

**Colour Service Overviews** help reduce a service's complexity, providing your clients with a better understanding of the service and managing their expectations – for more efficiency and satisfying results on both ends.





Service overviews help to answer your client's demands at one glance:

- 1. What look do I want and how can I achieve it?
- 2. What is the price of the service?
- 3. How long does it take to create the look?
- 4. How much maintenance is needed to maintain the look?

#### **SERVICES PACKAGES**

With this guidance, you can create 2-3 service bundles, ranging from low to high-end packages, allowing your clients to choose.



#### **BUDGET SERVICE PACKAGE**

This service bundle only contains the minimum services you need to achieve the desired look, such as a onestep colour service, shampoo, and express toning service.







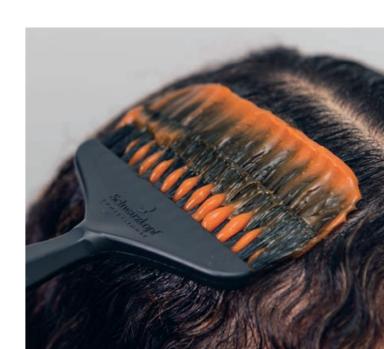
#### STANDARD SERVICE PACKAGE

This service is the most popular with clients and includes everything you need to achieve an outstanding colour, along with complementary add-on services, such as a lightener service, toning service, shampoo, and postcolour treatment.



#### PREMIUM SERVICE PACKAGE

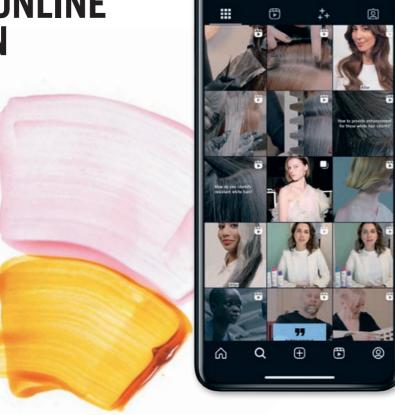
This service bundle offers the ultimate high-end in-salon experience for your clients. In addition to delivering impeccable results with a holistic approach, the price also includes a complementary home care regime. This package features a lightener service, toning service, shampoo, post-colur treatment, and selected home care products.



## **BOOST YOUR SALON SUCCESS:**

## ENGAGE WITH YOUR CUSTOMERS ONLINE AND IN-SALON

Promoting salon services both online and in the salon involves a combination of effective marketing strategies, customer engagement, and showcasing your expertise. Here are several best practices.



#### **SOCIAL MEDIA MARKETING**

#### **Visual Content**

- Regularly post high-quality photos and videos of your work, including before-and-after transformations, customer testimonials, and behind-thescenes content.
- Highlight both the quality of your services and the enjoyable salon experience.

#### Engage your audience

- Engage your audience with questions to spark conversation and increase post visibility.
- Answer audience questions via video, especially using TikTok's green screen feature.

#### **Influencer Partnerships**

- Collaborate with local influencers or beauty bloggers to showcase your services to their audience.

#### **Tutorials and Tips**

 Share hair care tips, styling tutorials, and product recommendations to establish your salon as an expert in the industry.

#### Hashtags

- Use relevant hashtags (#haircare, #salonservices, #hairstylist) to increase visibility.

#### WEBSITE AND ONLINE BOOKING SYSTEMS

#### Service descriptions

 Provide for all services, including pricing, duration, level of maintenance and what clients can expect.

#### **Promotions**

Use online ads to promote special offers and new services.



#### YOUR SALON

#### Services:

- Duration
- Price
- Expectations

**Promotions** 

#### PRO TIP:

A pre-consultation before the appointment helps understand the client's preferences, assess their hair condition, and plan the necessary time and resources. This is especially useful for new clients or complex services like transformations.

#### IN THE SALON

#### MANAGE EXPECTATIONS

Be honest about what's achievable based on their hair type, condition, and history. Set realistic expectations regarding the outcome and maintenance requirements.

#### CLEAR DESCRIPTION

Explain the service in simple terms. Avoid jargon unless the client is familiar with it.

#### SERVICE BUNDLES

Clients enjoy having choices! Provide your recommended service and an alternative option that meets their initial needs and expectations.

#### 4 STEP-BY-STEP OVERVIEW

Briefly walk the client through the process so they know what to expect at each stage. This helps alleviate any anxiety and builds confidence in your expertise.

#### TIME AND COST TRANSPARENCY

Clearly communicate how long the service will take and the total cost upfront. This avoids surprises and ensures the client is fully informed.



### THE IMPORTANCE OF **PERSONALISED** CONSULTATION

Consultation is vital for understanding your client's needs and offering the best service to meet those needs, ensuring a holistic experience and long-term solution. Make sure to follow our Signature Consultation guidance for the best personalised practices.



#### **CLIENT NEEDS**

Seek information about specific needs (e.g. hair and scalp, haircare routine, what your client likes and dislikes about their hair, which colour and hairstyle inspires them currently).

#### **DIAGNOSIS & PRESCRIPTION**

Create the basis of the in-salon service & home care regime tailored to your client's needs.

- Define hair type, length of hair & structure
- Diagnose the hair using hair elasticity and porosity tests to analyse the condition
- To complete the picture, analyse the scalp condition
- Prescribe the most suitable in-salon service for the client's hair type. needs, an expectations
- Use the SalonLab Smart Analyzer to assess the hair and measure inner hair strength

#### **CUSTOMISED IN-SALON SERVICE**

Providing a precise and professional insalon service tailored for your client is essential for the holistic experience and, ultimately, to retain clients. Explain and personalise each step of the service to enhance the client's hair and features.

**IN-SALON CARE** 

Recommend the FIBRE CLINIX In-salon service that enables you to:

- Complete the salon service
- Fulfill the clients and hair needs
- Meet the clients desired in-salon experience

#### **MAINTENANCE & POST-SALON SUPPORT**

Customised In-salon Service: Create a personalised colour & care plan together with your client based on individual hair needs, budget and lifestyle.





Transform consultations with groundbreaking hair scanning technology

The SALONLAB SMART ANALYZER takes the salon experience to a whole new level. The cutting-edge technology analyses inner hair strength and combines intelligent data insights with hairdressing expertise for a truly tailored experience: recommend a customised FIBRE CLINIX care routine to your clients.

With the SALONLAB SMART ANALYZER you can increase the sales of your business, transform your consultations and strengthen your clients' loyalty.



#### •

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# BECOME THE HAIRDRESSER YOU WANT TO BE

Discover our modernised foundational & inspirational learning curriculum across all learner levels and grow your business with our colour-focused, commercial HAIR BY SCHWARZKOPFPRO services. We empower you to deliver latest looks personalised to your individual clients, from consultation to application. We are guiding you in making the right choices on techniques and products.

Connect to our social media platforms or to our eAcademy to discover and enroll to your next leaning chapter.

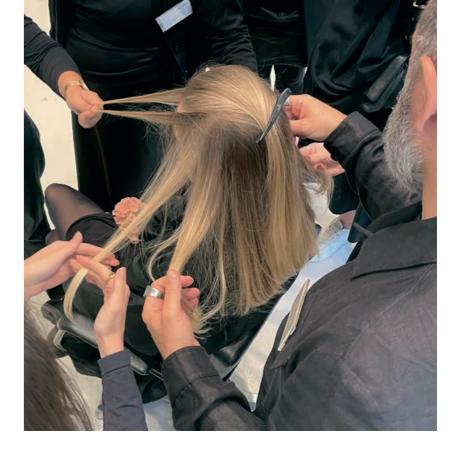


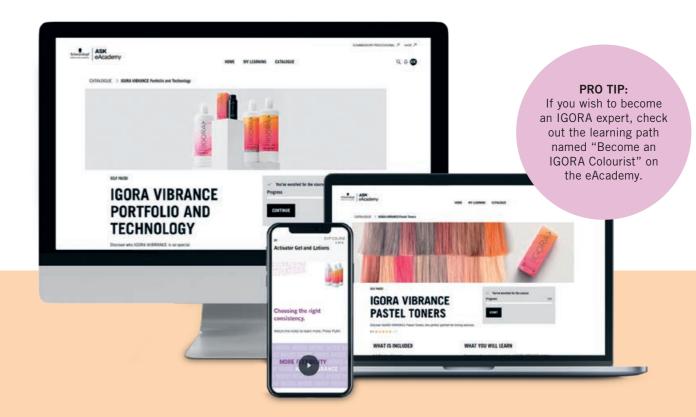






Benefit from the convenient blend of face-to face and 24/7 available digital learning. Learn from the very best global ambassadors and local education experts on our eAcademy and Youtube channel.







SCAN TODAY
AND JOIN OUR
24/7 ONLINE
COMMUNITY



SCAN AND CHECK OUT OUR YOUTUBE CHANNEL





#### **FOR EVERY YOU.**