



BODY BEAUTIFUL

STYLIST NETWORK GUIDEBOOK



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Becoming a Body Beautiful or an Independent Stylist

Now that you have been certified as a Level I, II or III Personal Stylist by the Body Beautiful Institute, there are two ways to associate with Body Beautiful on an ongoing basis:

1. Become a Body Beautiful Stylist

Body Beautiful Stylists are personal stylists who have been certified to work as contractors for Body Beautiful. Along with product and training discounts, Body Beautiful Stylists receive a personal webpage on the Body Beautiful website, priority client referrals, business cards, quarterly tele-conference calls and more.

2. Become an Independent Stylist

Independent Stylists are personal stylists who own their own business and have been certified by Body Beautiful to use the Body Signature System with their clients. Along with the ability to purchase client materials at wholesale prices, Independent Stylists also receive a personal webpage on the Body Beautiful website, client referrals, quarterly tele-conference calls and more.

Only Certified Body Beautiful and Independent Stylists are authorized to purchase and use the Body Signature System™.

You do not need to choose either option in order to benefit from your studies with the Body Beautiful Institute. However, should you wish to use the Body Signature System, including the Master Color Sets and Consultation Guides with your clients, you will need to join the Stylist Network as either a Body Beautiful or Independent Stylist.

Following is a visual overview of the distinctions between the two options. Please read through the Guidebook carefully as each of these two options is described in detail. Melissa Krook, your Stylist Administrator, and your Lead Area Stylist are also available to answer questions.

Stylist Options & Benefits Overview

Products & Services	Body Beautiful Stylists	Independent Stylists
Master Color Sets	10% discount off Wholesale price	Wholesale price
Consultation Guides	10% discount off Wholesale price	Wholesale price
Commissions (Only for services to clients referred by Body Beautiful)	80% to stylist 20% to BB	85% to stylist 15% to BB
Support	Stylist Administrator, Quarterly mentoring teleconference	Stylist Administrator, Quarterly mentoring teleconference
Training	10% discount after first training	Standard
Business Cards & Stationary	Personalized Body Beautiful business cards; available at cost	Body Beautiful Logo Usage Guide & logo provided for incorporation into your business stationary.

Products & Services	Body Beautiful Stylists	Independent Stylists
Website Marketing	FREE – Priority Listing including bio and photo on <i>Find a Stylist</i> page	FREE – Listing including bio and photo on <i>Find a Stylist</i> page
Body Beautiful E-Newsletter; issued six times a year	Unlimited distribution to clients	Unlimited distribution to clients
Marketing in Body Beautiful E-Newsletter	Opportunity to publish press releases, press clippings and success stories; all content selected at the sole discretion of Body Beautiful.	Opportunity to publish press releases, press clippings and success stories; all content selected at the sole discretion of Body Beautiful.
Promotional Materials	Beautifully designed customizable brochures and business cards available to order. * Brochure is partially subsidized by Body Beautiful	Beautifully designed customizable brochures available to order.
Stylist Event	Annual	Annual

After selecting the option that is right for you, contact us and we will email you an agreement to sign and send (via fax or mail) to Body Beautiful when you join the Network as either a Body Beautiful or an Independent Stylist.

Your immediate Body Beautiful contacts are Melissa Krook, your Stylist Administrator, and your Lead Area Stylist.

Stylist Administrator

- Distributes client referrals
- Processes income and commissions for Stylist services to Body Beautiful referred clients
- Is available for email and phone support for administrative questions

Lead Area Stylist

- Serves as a leader and point of contact for Stylists within the Network, who live in a specific geographical area
- Available to answer questions about Individual Consultations, Service options, Marketing, etc.



What You Get

BODY BEAUTIFUL STYLIST BENEFITS

As a Body Beautiful Stylist, you will receive the following:

- **Body Signature System, including:**

- Master Color Sets (Level I,II,III based on level of certification), at 10 percent off wholesale cost.
- TVR Selector™ at wholesale cost.
- Consultation Guides (Level I, II, III based on level of certification), at 10 percent off wholesale cost.
- Seminar, Event, and Workshop materials (additional training required), at 10 percent off wholesale cost.

- **Personal Webpage (Priority listed) on the BB website including your photo and bio/profile**

- **Personalized business cards** (at wholesale cost)

- **Promotional materials**

Beautifully designed customizable service brochures and business cards to advertise and promote your business are available for you to order. Brochure costs are partially subsidized by Body Beautiful.

- **Priority client referrals from Body Beautiful.** As a prospective client contacts us we refer them to Body Beautiful Stylists first on a rotating basis by region. If a BB Stylist is not available, we then refer the client to an Independent Stylist on the same rotating basis.

- **Priority invitations** to join Carla at events and seminars around the United States and in other countries offering consultations before, during and after the engagements. (Stylist is responsible for all costs (including costs of travel) attendant to participating in such opportunities, and the pricing and commissions for all consultations provided, as set forth in the Guidebook, will apply.)

Support

- **Teleconferences with Carla Mathis:** Quarterly via toll-free number
- **On-going support from your Lead Area Stylist:** Call with consultation related questions, for advice and tips on all client services.
- **On-going guidance from your Stylist Administrator:** Call Melissa Krook with all procedural questions.
- **Annual Body Beautiful Event:** Awards, recognition, welcoming new stylists, new product and service launches, training, and vision for the New Year.

Sales and Marketing

- BB will refer clients generated from headquarters as well as from the website.
- The Stylist is expected to market consultation services within their local area.
- The Stylist is expected to up sell clients additional services.



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Pricing Guidelines for USA

To reflect the range of training and expertise offered by each Stylist we have developed a 3-Tier suggested pricing guide for services and consultations. Within each Tier, the consultation fee for services reflects a range, which may vary, based on location, years of experience and level of Body Beautiful certification.

To learn more about AICI certification levels and how Body Beautiful can help you train and prepare for advancement please visit our website and go to AICI.org. If you live in a country other than the USA, please contact your Stylist Administrator for International pricing guidelines.

TIER 1 STYLIST CERTIFICATION: Body Beautiful Certified		
SERVICE	Consultation Time (Approx)	Consultation Fee
Level I Essential Consultation	1.5 hr.	\$150 - \$325
<i>Level I Color or Style Only</i>	1 hr.	\$100 - \$275
Level II Professional Consultation	2.5 hrs.	\$250 - \$425
<i>Level II Color or Style Only</i>	1.5 - 2 hrs.	\$150 - \$300
Level III Complete Consultation	3.5 hrs.	\$350 - \$525
<i>Level III Color or Style Only</i>	2 - 2.5 hrs.	\$200 - \$400
Events, Seminars & Workshops	n/a	Rates vary
Design Consultations/Hrly.	TBD	\$75 - \$125
NOTE: We suggest that newly trained Stylists offer a 15% discount for the first 15 Consultations.		

TIER 2 STYLIST CERTIFICATION: Body Beautiful Certified, FLC Certified (AICI)		
SERVICE	Consultation Time (Approx)	Consultation Fee
Level I Essential Consultation	1.5 hr.	\$200 - \$375
<i>Level I Color or Style Only</i>	1 hr.	\$150 - \$325
Level II Professional Consultation	2.5 hrs.	\$300 - \$500
<i>Level II Color or Style Only</i>	1.5 - 2 hrs.	\$200 - \$400
Level III Complete Consultation	3.5 hrs.	\$425 - \$650
<i>Level III Color or Style Only</i>	2 - 2.5 hrs.	\$300 - \$500
Events, Seminars & Workshops	n/a	Rates vary
Design Consultations/Hrly.	TBD	\$85 - \$150



TIER 3
STYLIST CERTIFICATION: Body Beautiful Certified, CIP Certified (AICI)

SERVICE	Consultation Time (Approx)	Consultation Fee
Level I Essential Consultation	1.5 hr.	\$225 - \$400
<i>Level I Color or Style Only</i>	1 hr.	\$175 - \$350
Level II Professional Consultation	2.5 hrs.	\$400 - \$525
<i>Level II Color or Style Only</i>	1.5 - 2 hrs.	\$225 - \$450
Level III Complete Consultation	3.5 hrs.	\$550 - \$700
<i>Level III Color or Style Only</i>	2 - 2.5 hrs.	\$300 - \$575
Events, Seminars & Workshops	n/a	Rates vary
Design Consultations/Hrly.	TBD	\$100 - \$175

- You may choose to include the cost of custom client palettes in your fee, or you may offer the palettes for an additional fee since level II and III palette costs vary, as does shipping.
- Client custom palette pricing can be found on page 6.
- If you choose to barter services with Body Beautiful referred clients, you may do so with your portion of the income. The commission of 15 or 20% (depending on Stylist status) of regular service fee will still be due to Body Beautiful.

Please note that the Body Beautiful Master Color Sets and Consultation Guides are all intellectual property owned by Body Beautiful and the Body Beautiful Institute. Master Color Sets and Consultation Guides must be used together. The Body Signature System cannot be broken up and parts of other systems substituted for either the Color Sets or the Guides.

Collecting Fees from Clients

There are two ways to process client payments:

Option 1 - Self generated clients

- Body Beautiful Stylist receives payment in full from client

Option 2 – Body Beautiful referred clients

Per our Stylist Agreement for referred clients, the client payment is to be made payable to Body Beautiful and should be submitted to Body Beautiful along with a copy of the Stylist Services Receipt. Body Beautiful will retain a 20% referral fee and send you the balance.

Following is an overview of the steps to take to assure this process goes smoothly;

1. When Body Beautiful contacts you with a client referral, promptly contact the client to initiate and schedule the consultation requested (or learn more about their needs)
2. Send or print the Stylist Services Receipt to Kinko’s or a copy center where you can copy to 3-sheet carbon copies (we suggest making a batch of these receipts for future consultations as well).
3. Take the receipt with you to your consultation, where you and client will fill out completely. One copy goes to client, one to Body Beautiful with payment, and one for your records.
4. If client pays by check, payments are made payable to Body Beautiful



5. If a client pays with cash, Stylist to deposit into personal account and then send a personal or cashiers check to Body Beautiful for the full amount of services rendered.
6. **IMPORTANT:** If paid by cash or check, mail the completed Stylist Services Receipt and full payment to Body Beautiful: 212 3rd Avenue, Venice, CA 90291. If paid by credit card (information taken on receipt form) then you may fax to Body Beautiful at 310-317-3554. Body Beautiful must receive the Stylist Receipt and payment in full. Body Beautiful will securely store all credit card data, unless requested otherwise by client.

Commissions

- Stylist Fees will be paid by Body Beautiful for all referred client consultations two times per month, around the 1st and 15th.
- All credit card payments submitted via fax will be included in the computation for commission checks cut by Body Beautiful.

Client Palette Fulfillment & Pricing

Stylists may order custom client palettes online at www.BodyBeautiful.net/client_palette_step1.php. Level I client palettes cost \$52 flat rate, which includes both cover strip and case. Level II and III custom client palettes are priced based on number of color swatches per strip. Following is a breakdown of the pricing:

1-3 swatches: \$4.00
 4 swatches: \$4.25
 5 swatches: \$4.50
 6 swatches: \$4.75
 Cover strip label: \$2.50
 Palette case: \$2.00

The average number of color strips ordered for Level II is 15-18, and 19-24 strips for Level III.

The estimated ship date for custom palette orders is 3 to 5 business days from the date order is received. Larger volume orders such as those with two or more client palettes may take more time. Please note that this ship date is an estimate only, and when there is a large influx of orders, it may take more time. USA orders are shipped via USPS Priority mail (3-5 business days), and International orders are shipped via USPS Global Express (10-14 business days).

As the worldwide demand for custom client palettes is increasing, Body Beautiful is diligently developing systems to provide the timely and efficient service to all of our Stylists. We appreciate your business and aim to service you so that your business can thrive!

INDEPENDENT STYLIST BENEFITS

As an Independent Stylist using the Body Beautiful System, you will receive the following:

- **Body Signature System, including:**
 - Master Color Sets (Level I,II,III based on level of certification), at the wholesale cost.
 - TVR Selector™, at wholesale cost.
 - Consultation Guides (Level I,II,III based on level of certification), at wholesale cost.
 - Seminar, Event, and Workshop materials (additional training required), at wholesale cost.
- **Personal Webpage on the BB website including photo and profile**
- **Promotional materials**
 Beautifully designed customizable service brochures to advertise and promote your business are available for you to order.
- **Client referrals from Body Beautiful**

- **Invitations to join Carla** at events and seminars around the United States and in other countries offering consultations before, during and after the engagements. (Stylist is responsible for all costs (including costs of travel) attendant to participating in such opportunities, and the pricing and commissions for all consultations provided, as set forth in the Guidebook, will apply.)

Support

- **Tele-conferences with Carla Mathis** Quarterly via toll-free number
- **On-going support from your Lead Area Stylist:** Call with consultation questions, for advice and tips on all client services
- **On-going guidance from your Stylist Administrator:** Call Melissa Krook with all procedural questions
- **Annual Body Beautiful Event:** Awards, recognition, welcoming new stylists, new product and service launches, training, and vision for the New Year.

Sales and Marketing

- BB will refer clients generated from headquarters and the website. If there is not a BB stylist in the geographical area, the Independent Stylist will receive the referral. If there is more than one Independent Stylist per geographical area, a rotation system will be used to ensure fairness.
- Marketing campaign and promotional materials to build your business are available for purchase online at the Body Beautiful store. As new pieces become available, you will be sent a FREE sample.

Pricing

- Consultation Fees are set by the Independent Stylist. (See Tiered pricing schedule for BB Stylists above as a guide)
- If you choose to barter services with Body Beautiful referred clients, you may do so with your portion of the income. The commission of 20% of regular service fee will still be due to Body Beautiful.

Collecting Fees from Body Beautiful Referred Clients

Per our Stylist Agreement for referred clients, the client payment is to be made payable to Body Beautiful and should be submitted to Body Beautiful along with a copy of the Stylist Services Receipt. Body Beautiful will retain a 15% referral fee and send you the balance.

Following is an overview of the steps to take to assure this process goes smoothly;

7. When Body Beautiful contacts you with a client referral, promptly contact the client to initiate and schedule the consultation requested (or learn more about their needs)
8. Send or print the Stylist Services Receipt to Kinko's or a copy center where you can copy to 3-sheet carbon copies (we suggest making a batch of these receipts for future consultations as well).
9. Take the receipt with you to your consultation, where you and client will fill out completely. One copy goes to client, one to Body Beautiful with payment, and one for your records.
10. If client pays by check, payments are made payable to Body Beautiful
11. If a client pays with cash, Stylist to deposit into personal account and then send a personal or cashiers check to Body Beautiful for the full amount of services rendered.
1. **IMPORTANT:** If paid by cash or check, mail the completed Stylist Services Receipt and full payment to Body Beautiful: 212 3rd Avenue, Venice, CA 90291. If paid by credit card (information taken on receipt form) then you may fax to Body Beautiful at 310-317-3554. Body Beautiful must receive the Stylist Receipt and payment in full. Body Beautiful will securely store all credit card data, unless requested otherwise by client.



Commissions

- Stylist Fees will be paid by Body Beautiful for all referred client consultations two times per month, around the 1st and 15th.
- All credit card payments submitted via fax will be included in the computation for commission checks cut by Body Beautiful.

Client Palette Fulfillment & Pricing

Stylists may order custom client palettes online at www.BodyBeautiful.net/client_palette_step1.php. Level I client palettes cost \$52 flat rate, which includes both cover strip and case. Level II and III custom client palettes are priced based on number of color swatches per strip. Following is a breakdown of the pricing:

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The estimated ship date for custom palette orders is 3 to 5 business days from the date order is received. Larger volume orders such as those with two or more client palettes may take more time. Please note that this ship date is an estimate only, and when there is a large influx of orders, it may take more time. USA orders are shipped via USPS Priority mail (3-5 business days), and International orders are shipped via USPS Global Express (10-14 business days).

As the worldwide demand for custom client palettes is increasing, Body Beautiful is diligently developing systems to provide the timely and efficient service to all of our Stylists. We appreciate your business and aim to service you so that your business can thrive!

Requirements for Body Beautiful and Independent Stylists

Training

The requirement to join the Stylist Network as a Body Beautiful or an Independent Stylist are the same:

- Completion of a Body Beautiful Institute Level I, II or III Personal Stylist Training Course for certification, **or**;
- Image Consultants / Stylists with previous color training & experience may qualify for certification through an evaluation performed by Carla Mathis. Contact Body Beautiful to schedule the 1 hour evaluation.

Each level of training certifies you to use the accompanying level of the Body Signature System. Following is an overview of the training required to provide specific Body Beautiful Consultations;

Service Provided	Training Required
Level I Essential Body Signature Consultation (women & men)	Level I
Introductory Consultation	Level I
Create a Look	Level I
Alterations and Tailoring	Level I
Wardrobe Refinement	Level I
Personal Shopping	Level I



Service Provided	Training Required
Design Consultation	Level I
Hairstyle, Cut & Color	Level I Elective
Eyeglasses & Hats	Level I Elective
Makeup	Level I Elective
Art of Personal Style Seminar	Level III
Level II Professional Body Signature Consultation (for women)	Level I and II
Level II Professional Body Signature Consultation (for men)	Level I and Level II (Men's Elective)
Elements of Style: Accessories and Prints	Level II
Elements of Style: Clothing Styles and Construction Details	Level II
Level III Complete Body Signature Consultation	Level I, II and III
Couture Custom Clothing	Level III Elective
Real Makeover Event	Level III Elective
Real Makeover Weekend	Level III Elective
Body Image Therapy	Level IV
Identity Development	Level IV
Architecture and Interior Design Consultation	Level IV
Retail Sales & Management Training	Level V
Body Beautiful Trainer	Level VI

See the Body Beautiful Institute Course Catalog (available online) for detailed course descriptions.

Your Look as a Professional Stylist

The goal for each of us as Personal Stylists is to present ourselves in a way that reflects our unique body signature and personality, is at the same time appropriate for the client and situation, and an enticing example of how to interpret current trends. A Personal Stylist must model for the client the value of choosing Body Beautiful.

In conjunction with the training required to become certified by the Body Beautiful Institute every Stylist will receive a Look Assessment personally from Carla Mathis at no additional charge. After the assessment, Carla will advise each Stylist of what steps are needed to refine and polish their professional look.

Considerations:

- Your look relates to your Body Signature and personality
- Your Clothing:
 - The fit of the garments are perfect to the 1/8 inch with no drag or sag lines.
 - The proportions are perfect for your body proportions.
 - The style of clothing is appropriate for the area and slightly dressier. Example: rather than just 'casual', the stylist is 'casual chic'.
 - The styles of clothing are current and age appropriate.
- Hair and Makeup
 - Your hairstyle is current and age appropriate.
 - Your hair is beautifully groomed at all times.
 - Your makeup is current and age appropriate



- Grooming
 - Nails are filed and if polish is used it must be fresh with no chips.
 - If sandals are worn, the pedicure must be fresh.
- Accessories
 - Perfectly matched to your outfit
 - You may want to use them as examples
- Your Look illustrates one of the techniques for visual interest
 - Contrast
 - Dominance
 - Rhythm
 - Visual Grouping
- Deportment
 - Remember; sit, walk, and talk with grace and elegance appropriate for your personality
 - Create a safe and dignified consultation environment

Stylists will receive the following deep discounts for services required to achieve their professional look:

SERVICE	Time	Cost*	BB Stylist	Independent
Look Assessment	20 min	FREE - \$50 value	FREE	FREE
Level I Colors Only Consultation	30 minutes	\$150 - \$200	50% off	35% off
Level III Complete Body Signature Consultation	3-4 hr	\$475 - \$825	50% off	35% off
Hair Evaluation	1 hr	\$75 - \$200/hr	50% off	35% off
Personal Shopping	TBD	\$75 - \$200/hr	50% off	35% off
Makeup Evaluation	1 hr	\$75 - \$200/hr	50% off	35% off
Create a Look	1-4 hr	\$75 - \$200/hr	50% off	35% off

* Service cost varies based on Stylist tier level of expertise

Performance Review

At the end of your first year practicing as a Body Beautiful or as an Independent Stylist you will participate in a review designed to highlight your strengths, encourage growth areas, and celebrate your accomplishments.

In addition to the 1st year review there will be follow-up reviews at the end of your 3rd and 5th years. Subsequent reviews will be scheduled as needed.



Guidelines for both BB and Independent Stylists

"Unless we touch the hearts of our clients and help them see themselves as beautiful we have not achieved our highest goal!"

Carla Mathis

What makes Body Beautiful different?

Our product is not color or style, it is self-acceptance. Everyone has his or her own unique body signature, and it is the job of every personal stylist through color and style and encouraging words—to help each person discover the beauty and wonder of who they truly are.

Our task is to give clients a vision of their worth...as their advocate we need to keep that objective in mind at all times. It may help if you read books on counseling and self-help since our work is highly therapeutic.

We are a service business...the client is always right...and we give all our attention to each client.

How to Approach a Client

- From the moment your client comes in they are to be nurtured and pampered. They are never to be left alone, unless it is part of the consultation process. Greet him or her and say it as if you really mean it.
- Leave any cares and worries at the door. The time with your client is to be spent totally connecting with them. Get inside their skin, so to speak, to understand how they think...this takes complete focus and concentration. There should be NO judgment towards the client. Everyone is in process and some people are more likely to hear and accept change than others. Encourage them to take the steps they need to move toward self-acceptance, however small, or big.
- Always encourage your client to take responsibility for him or herself. Give them affirmations of who they are right now.
- The message "YOU ARE O.K." is given...we are in the business of making people right. We need to know in our very being that EVERYBODY can look good...this attitude is contagious.
- The client is usually a little on guard when he or she walks in. Treat them as though they are delicate. We are dealing with human beings who are opening themselves up to learning about themselves and this can make them vulnerable. We can assume nothing. We need to get them to tell us about themselves so we can draw conclusions about their Body Signature.
- We have to be consistent...Treat everyone the same. Be excited about each person, as if he or she was your first client of the day...and a celebrity! We need to maintain a sense of wonder with each person we work with.
- Explain the process as though you were talking to a very bright six year old. Use simple terms and pause briefly after teaching concepts so give your client time to process the information.
- It is vitally important to stay on track and conduct the consultation in the allotted time.
- No side talk...always focus your attention/concentration on the client. Stay on target when the client has questions that are off track. Some clients are nervous and talkative...the key is to guide and remain in control.

"I can see you are enthusiastic, but hopefully, all the questions will be answered."

"We will address that later."

"Let's save that 'till after the process."

- Each stylist develops his or her own style. Don't feel like you need to conduct a consultation like anyone else. Trust your instincts. The important thing is to care about people.
- We need to keep a professional distance emotionally.
- How to say it when the client is sensitive about being told anything directly.

"This is only a guideline..."



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"If you choose..."
"You might try..."
"What do you think?"
"In my experience I find that this works..."
"My sense is..."
"I'd like you to try it..."

- Suggest a path and let the client choose to take it or not. We are assisting, as a guide, in their discovery...we are inviting them to become a part of the process. The client needs to let us know how he or she feels about what we see.

Ethics

The Association of Image Consultants International (AICI) is the leading and largest professional association of personal and corporate image consultants worldwide. A non-profit organization, AICI is dedicated to advancing the level of professionalism and enhancing the recognition of image consultants. Body Beautiful encourages all stylists to follow the AICI Code of Ethics. Below is an excerpt from the AICI Code of Ethics, which can be read in full at www.AICI.org.

AICI Code of Ethics

AICI Code of Ethics and Standards of Professional Conduct - As amended & restated October 11, 2005.

Members of AICI shall:

- * Act with integrity, competence, dignity, and in an ethical manner when dealing with the public, clients, prospects, employees and fellow members.
- * Practice and encourage others to practice in a professional and ethical manner that will reflect credit on members and their profession.
- * Strive to maintain and improve their competence and the competence of others in the profession.
- * Use reasonable care and exercise independent professional judgment.

STANDARDS OF PROFESSIONAL CONDUCT

Standard I: Fundamental Responsibilities

Members shall:

- A. Maintain knowledge of and comply with all applicable laws, rules, and regulations of any government, governmental agency, regulatory organization, licensing agency, or professional association governing the members' professional activities.
- B. Not knowingly participate or assist in any violation of such laws, rules, or regulations
- C. Not undertake any professional responsibilities unless, by training and experience, the member is competent to adequately perform the work required.
- D. Accurately represent qualifications, education, experience and affiliations in all forms of personal and professional communication as prescribed in AICI's Bylaws.

Standard II: Relationship with and Responsibilities to the Client

Members shall:

- A. Clearly define, verbally or in writing, the scope and nature of the project or services to be performed and all fees or costs involved in the project or services from conception to completion.
- B. Inform clients and prospective clients of any special relationship or circumstances that could be considered a conflict of interest.
- C. Hold client information in confidence, except as compelled by law.



Modifying Your Relationship with Body Beautiful

Body Beautiful Stylists

Body Beautiful Stylists may discontinue being a Body Beautiful Stylist at any time, upon written notice to Body Beautiful at the address specified in the Guidebook, provided, however, they will remain subject to the provisions of the Body Beautiful Intellectual Property Agreement. Should you discontinue being a Body Beautiful Stylist for any reason other than a material breach of the Body Beautiful Intellectual Property Agreement, you can choose to become an Independent Stylist, subject to the terms of the Body Beautiful Independent Stylist Agreement and the provisions of the Guidebook.

Independent Stylists

Independent Stylists may discontinue being a Body Beautiful Independent Stylist at any time, upon written notice to Body Beautiful at the address specified in the Guidebook, provided, however, that they will remain subject to the provisions of the Body Beautiful Intellectual Property Agreement. Should you discontinue being an Independent Stylist for any reason other than a material breach of the Body Beautiful Intellectual Property Agreement, you can choose to become a Body Beautiful Stylist, subject to the terms of the Body Beautiful Stylist Agreement and the provisions of the Guidebook.