JOIN THE ISBN

INTERNATIONAL
SALON | SPA
BUSINESS NETWORK

Where business gets done

For multi-unit salons, spas and barbershops and their business partners

What

The only professional association for owners and key executives of multi-unit salons, spas, barbershops and wellness service businesses, and the franchisors of those concepts.

Why

Our members understand the challenges you face and will help you ELEVATE your company to the next level of growth and excellence, thanks to networking with like-minded executives with

EXPERIENCE • EXPERTISE • BEST PRACTICES

Power in Numbers

COLLECTIVELY, ISBN'S MEMBERSHIP REPRESENTS:

- More than $15 billion in annual service and retail revenue
- More than 50 top brands of salons, spas and barbershops beloved by consumers and service providers from coast to coast
- More than 15,000 locations in the United States, Canada and Europe
- More than 91,000 employees

Who can join?

ISBN's members range from two salons all the way up to thousands and from family-priced salons to high-end spas to value-priced barbershops. What we have in common is a deep and meaningful commitment to doing business the right way, championing the industry, creating better lives for the people who serve our clients every day and helping consumers look and feel their best.

MEMBER REQUIREMENTS:

Own/operate 5 or more salons, spas and/or barbershops and employ at least 50 licensed professionals
OR
Own or operate 2 or more salons, spas or barbershops that yield total gross sales of at least $3 million annually
OR
Franchise salons, spas and/or barbershops of at least 5 salons, barbershops or other beauty service businesses

The Big Benefits

- **VIP access to our Annual Conference** —THE only networking event of the year for executives in the multi-unit beauty, barber and spa businesses. Enjoy top host resorts while you discover new strategies, opportunities, solutions & best practices.
- **Power in numbers!** We work together to pass important legislation that dramatically impacts our employees, our bottom lines and our industry's ability to thrive and survive.
- **Networking opportunities** with other ISBN members and access to best practices.
- **Build the network!** We need YOU and your ideas to fuel our Committees. Serving on a committee is the first step before running for a seat on the ISBN Board of Trustees.
- **Access exclusive rates** and programs.
- **Receive exclusive industry media, data and reports**.

BECOME A MEMBER OF ISBN

JOIN THE NETWORK

Apply at **www.salonspanetwork.org**
Contact Executive Director Jessica Iturralde at jessica@salonspanetwork.org.

Our Mission

ISBN is dedicated to helping its members grow their businesses, effect positive change politically, provide a forum for members to share their views and ideas and interface with the professional beauty industry on behalf of the multi-unit salons and spas. We are also committed to improving the professional beauty industry, making it a more attractive and desirable place for beauty professionals to work and prosper.

WELCOME FROM
ISBN PRESIDENT, EDWARD LOGAN

ELEVATE THE IMPACT OF ISBN GOVERNMENT AFFAIRS

- Affiliate Network Engagement: Our ISBN affiliate network allows industry professionals and businesses to join forces without full membership. This network enables us to establish a Political Action Committee (PAC) to support the 45B Tip Tax legislation.
- Co-Sponsorship Growth: We've made significant progress, increasing co-sponsors for the bill from none to 33. Our goal is to reach approximately 100 co-sponsors, a crucial milestone for legislative support.
- Positive Budget Impact: We are actively engaging with the budget scoring committee to change the bill's budget impact from negative to positive. Achieving a positive score will make 45B an attractive addition to other legislative initiatives.
- Timelines and Opportunities: While passage by year-end is a possibility, it's more likely that 45B will find opportunities in bundled tax bills, especially as the Bush-era tax cuts expire in 2025.
- Affiliate Support: Keep an eye out for the PAC, as we'll need support from all qualifying affiliate members, including employees and franchisees (affiliate membership is free), to fund those efforts.

DEMONSTRATE LIFE-CHANGING CAREER OPPORTUNITIES.

- Accelerated Compensation Study: Originally planned for 2024, we've moved up the launch of an industry-specific compensation study to 2023. This decision was driven by increased engagement and new memberships within ISBN.
- Early Initiatives: We've already initiated the preliminary phases of this comprehensive study. The full study will be unveiled and discussed at our upcoming conference next year.
- Your Participation Matters: Your active participation is crucial to ensuring we collect all the necessary data for this significant industry study.

DRIVE NEW ENERGY AND MEMBERSHIP

- Growing Member Base: In the past year, we have welcomed 9 new members into our community.
- Expanding Partnerships: We've initiated productive dialogues with key industry players, including International Spa Association, leaders in massage, nail, wax companies, and the American Association of Cosmetology Schools (AACS). Our goal is to further strengthen those relationships and establish closer partnerships across the industry and related sectors.

Members

Arrow Barbering Co.
Bangs Salon
Bella Sante Day Spa Med Spa
Birds Barbershop
C&C Unisex
Chatters Canada
Christina White Salon
Clementines Salon
Design 1 Salon Spa
Dessange Group North America
Elle Marie Hair Studio
Floyd's 99 Barbershop
Gadabout SalonSpa
Gene Juarez Salons, Spas and Academies
Gould's Salon & Spas
Great Clips, Inc
Hair Cuttery Family of Brands
Hairzoo
Hello Gorgeous! Salons
JCPenney
MjjM Enterprises
Oak Haven Massage
PENZONE Salons + Spa
Perfect Look Hair Salons
Philip Pelusi
Pure Beauty
Regis Corporation
RLO
Robert of Philadelphia Salons
Rocco Altobelli, Inc
Salon Jaylee
Sharkey's Cuts for Kids
Southwest Florida Salons LLC
Sport Clips
TJ Ventures, Inc (dba Fantastic Sams Cut & Color)
The Barbers
The Barbershop A Hair Salon for Men
Tommy Gun's Original Barbershop
Toni & Guy Arizona
Tune Up, a Manly Salon
Ulta Beauty
V's Barbershop
Zazou Salon & Academy
Zona Professional

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