



While it looks like elementary lifting and flicking motions to onlookers, becoming a true wax technician is far from simple. The idea of getting an education in waxing will have the skeptical majority raising their brows, questioning the necessity of going through one. Having failed to envision the treasures that lie beyond this deceptive simplicity, many beauticians belittle the importance in education, hence unknowingly making a pass on this extremely lucrative trade.

Given the versatility of waxing, it is possible to perform waxing on any body parts that has hair. "As long as there is hair that needs to be removed, we will remove them," explains Hazel Menon, director for Harvest Dynamics. As such, waxing can be easily sold as a secondary treatment to most beauty salons and given its low cost and very high profit margins; there is absolutely no reason why backs are turned on deals like such.

INVESTING TIME IN A GOOD WAX EDUCATION

IN THIS THIRD INSTALLMENT OF A SIX PART SPECIAL, HAZEL MENON, SHARES HER INSIGHTS ON WHY HAVING A PROPER WAX EDUCATION IS CRUCIAL TO SURVIVAL IN THIS HARSH YET PROFITABLE INDUSTRY.

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THE DIFFERENT LEVELS OF EDUCATION

BASIC CLASS (LEVEL 1)

Covers the anatomy of the skin and hair so wax technicians can have in-depth understanding of the direction of hair growth. Students are also taught the economical, yet effective way to spread the wax so profits can be maximized. Concentrating on general body waxing, techniques to wax areas such as underarms, half arms, half leg are taught. The art of Brazilian waxing is also included in this two days seminar. Attending this class will propel you right into the waxing industry.

INTERMEDIATE CLASS (LEVEL 2)

Mastery of speed is expected in this level where students are taught how to apply the wax with haste, yet not compromising on precision. No longer will students have the luxury of having to deal with only one area at any one time. They will have to apply much more strips before they can start the removal.

ADVANCED CLASS (LEVEL 3)

Techniques of high precision are passed down in this level, with methods to look out for hair growth on different parts of the body. Students are taught techniques to remove hair at difficult areas. Having come this far, students should have encountered a hefty bit of problems while performing waxing for their clients.

This advance class is for them to find solutions to those problems. Techniques to remove hair from sensitive area are also taught in this level where choreography of the body is sometimes required. It is only when you encounter the problem that you learn to appreciate the education. Education is paramount in skill establishment, and once acquired, nobody can take it away.



A GOOD TRAINING CLASS

No doubt many institutions offer waxing classes, finding one that provides live models is indeed a rare find. It is paramount that trainers offer sufficient hands on experience for their students, as this will help shift their understanding on the mechanics of this trade by one notch.

As many beauticians are still rather conservative in this aspect, they tend to over react when they accidentally reveal certain sensitive parts of their client's body during Brazilian waxing. Thus having trained with live models will help expose them to different possibilities and thus reduce this sense of awkwardness.

It is only when students wax and be waxed that they will feel the needs and wants of their future clients. If you have not been Brazilian'ed, you have no rights to administer one. And because you don't know the pain, you won't understand the person lying down. Therefore, a good waxing class will not only equip a future wax technician with the skills required to perform their eminent tasks, it will also help rewire their mental stigmas on social decency and what to accept in this line of work.

PROFITABILITY IN WAXING

The start up cost of incorporating waxing services into treatments is almost negligible. All that is required are the different packet of waxes and the post treatment care ranges that are strongly advised for waxed clients. The cost of all these materials can be easily turned around with the high waxing prices charged on clients. Many beauticians fail to realize the one big asset they have on hand, and that is their pool of loyal clients. It is not difficult to sell a secondary waxing treatment to these people as waxing usually compliments their primary treatment. With proper packaging and marketing of your waxing services, an even higher profit margin can be easily attained.

Not only does a good training class benefit a wax technician, it also better positions your business in the long run. With proper training, wax technicians can be trained in more efficient ways to wax hence bringing down the already low costs of waxing. Popularity of waxing has also increased over the years, with rising amount of metro sexual individuals doing their own DIY waxing at home. Waxing salons should think of ways to tap into these groups of people by educating them on the dangers of doing DIY waxing. Should conversion be successful, the revenue that can be gained from these people will be tremendous.

CLIENT CARE

Waxing is all about hair removal, and so the wax must be about what type of hair it removes. When talking about waxing service, it is not so much about the product but more about the technician. Waxing service is all about the wax technician and the client; hence it is about client care. Without taking client care into consideration, it is pointless to talk about how good your products are. Hence, a good education will definitely shed light on this intriguing topic.

Wax technicians must always bear in mind and manage the modesty of their clients. Not everyone can talk about their privates as openly as a trained technician, so language used must be taken into consideration. When proper instructions are communicated with confidence and politeness, even words like 'penis' or 'vagina' will sound perfectly normal. After all, they are but parts of the human body that everyone will have either way. Instead, wrong messages might be sent should the wax technician find inappropriate replacements to body parts that they find awkward to talk about.