



# SALON TEAM TRAINING

## FOR ELITE SALON AND SPA PROFESSIONALS

How to Build Habits Fast

Bonus Module

### Introduction

A habit is a repeated action that you often do without knowing that you're doing it.

It takes the brain a lot of energy and hard work when you're learning or doing something new because the slow brain is in action. So you consciously have to think about what you're doing.

Because of this, if you keep repeating the action, behaviour or skill, the brain will create a neuro pathway, a program so the fast brain can take over using less energy.

Knowing how to build habits FAST is life-changing because it means a person can take control of what they want and install into their fast brain ANY habit.

Science has researched and found out how the brain builds habits which is the foundation of this lesson. Your brain needs; A trigger to take action – what you do (the skill or behaviour) and a reward.

In this lesson, you will learn;

- How you are the programmer
- The 4 Steps to building habits FAST

## The 4 Steps to Building Habits FAST

1. Think of your brain like a phone and habits like Apps
2. You can install any habit, learn any skill or behaviour
3. Only you can install new habits and update or change any old habits
4. Installing new habits can be hard work, and lots of people fail and give up
5. This training will need you to build or update your client habits, how you work with clients to be successful
6. The more you repeat the skills or techniques in rehearsals and with clients, the easier it will become until you do it automatically — a client habit
7. Rehearsals in your head, out loud and with teams mates help you to build client habits
8. It can take between 19 and 254 days for the brain to build a habit
9. Knowing how to build habits FAST will help you professionally and personally

## The Reason | The Reminder | The Routine | The Reward

# 1

### The Reason

1. There must be an emotional reason why you want to build a habit
2. The reason helps people to keep going when something is challenging or hard work
3. Emotions leads to Feelings, and that leads to action
4. The emotional feeling of achievement, confidence, pride or excitement
5. The emotional reason for advising clients is to help people get the feeling they want, to be trusted and respected as the expert
6. Putting a reason in place to take action helps build habits faster

# 2

## The Reminder

1. Something that will remind you to take action, a trigger to perform the new skill or behaviour
2. TOP TIP – Piggyback the habit. Put the new habit straight AFTER a current habit; it helps speed up habit building

### Example

Put a lunch box next to the coffee maker. When I flick the switch to make my morning coffee (an established habit), the lunch box is the reminder to make lunch

3. In training, look for ways to remind yourself to do a new skill or technique by linking it to an established habit like a prescription card.

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**YOUR PERFECT SKIN JOURNEY STARTS HERE**  
With your personalised plan

**EXCEL-BEAUTY**

**COMMITTED TO ACHIEVING THE RESULTS YOU WANT!**

Morning Routine Evening Routine

**WEEKLY ROUTINE**

**TREATMENT PLAN**

4 easy, interest-free payments with **afterpay**

**EXCEL-BEAUTY**

NEXT VISIT \_\_\_\_\_ WEEKS

ADDITIONAL ADVICE

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# 3

## The Routine

1. What you will do
2. TOP TIP – Start small and build. When it comes to action, starting with something easy to do is key
3. When something is HARD work, you need a LOT of motivation to keep going. But starting small is more achievable, needs less motivation, and it's easier to build on
4. With the client advice habit, telling the next client when they need to return, any other services and homecare that would benefit them based on your professional knowledge is an EASY place to start
5. Big change comes from little daily changes!

# 4

## The Reward

1. The brain builds habits faster when the habit feels good
2. When you do a new or improved habit, reward yourselves for taking action with a hit of dopamine
3. The brain likes to repeat, create habits that FEEL good, so the more you reward and praise yourself, the quicker you'll succeed
4. Celebrate success, even the smallest win, any achievement. Then, get the brain to respond with a hit of "happy hormones."

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## **10 Proven ways to reward yourself that cause the brain to respond**

An ESSENTIAL step to building habits fast, but if you've never used this technique before, it can feel a little weird at the start.

1 – Use physical movement like a thumb up, clap or fist pump

2 – Use Physical movement that flows like a dance, jumping, applaud

3 – Say a word or phrase out loud like; awesome, good job, get in, result, wicked

4 - Say a word or phrase in our head like; awesome, good job, get in, result wicked

5 – Sing a song phrase out loud – “Superstar DJ, here we go!”

6 - Sing a song phrase in our heads – “I am what I am...”

7 – Use sounds out loud “Boom” – Trumpet sound

8 – Imagine the sound effect in your head – “Boom”, a roaring crowd

9 – Feel the emotion to create the emotion; this one is hard to do for some people. Focus on how it feels to be joyful, happy or excited and make the brain generate that feeling

10 – Use your face to look happy, smile or laugh

### **Strange or uncomfortable at the start, the FACTS.**

There are masses of research proving that when people praise and reward themselves and others, they speed up change and develop new habits that last and learn faster.

## Action Exercise

Have you ever tried to start a new habit or change a habit and quit? What habit did you struggle with or quit building?

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Knowing how to succeed with habit building, what do you think you could have done differently?

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How, as a team, can you use the steps to support each other in developing your professional skills?

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What can you as a salon use as a reminder to offer Client Advice?

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What one thing are you going to do differently from what you have learned in this lesson?

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