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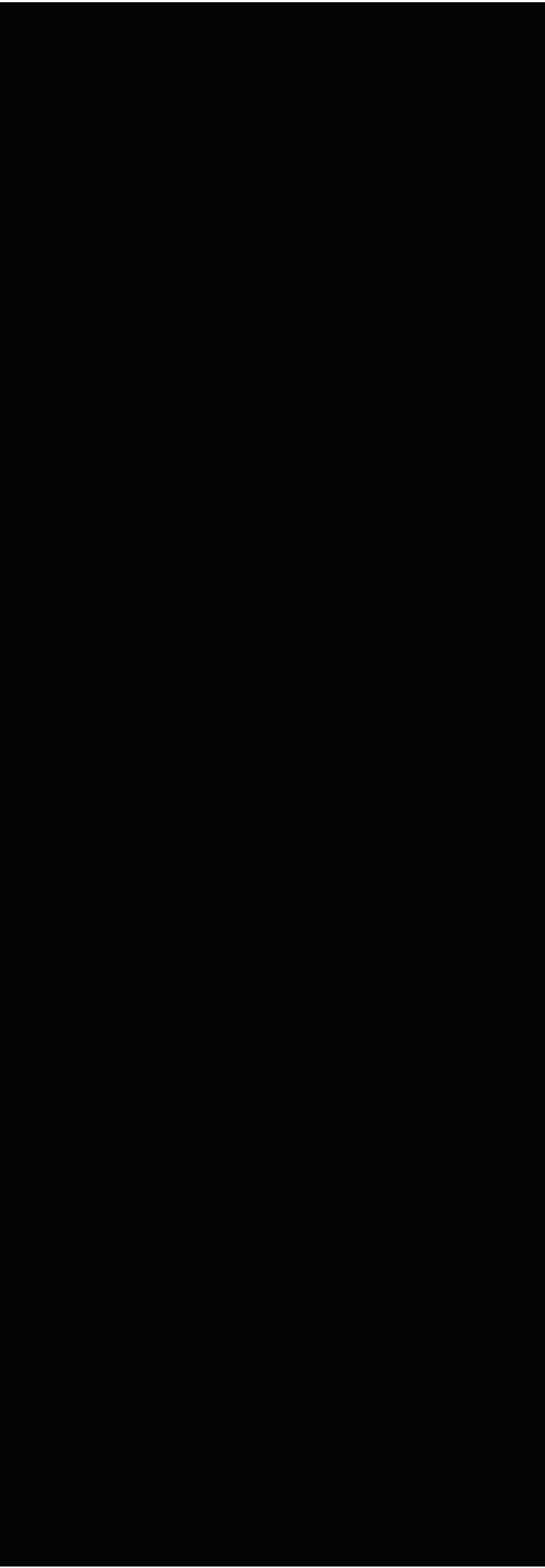
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1 Prep the nail and apply a thin coat of **OPI GelColor Base Coat**. Cure for 30 seconds in the **OPI Led Light**. Then, apply one thin coat of **OPI GelColor Spare Me a French Quarter?** over 2/3 of the nail. Do not cure.



2 Apply **OPI GelColor Crawfishin' for a Compliment** to the other 1/3 of the nail, lightly feathering to blend. Cure for 30 seconds. Apply a second coat of each color and cure for 30 seconds.



3 Apply **OPI GelColor Take a Right on Bourbon** down the center of the nail and blend the color using an **Expert Touch Nail Wipe**. Cure for 30 seconds. Next, apply a thin coat of **OPI GelColor Top Coat** and cure for 30 seconds. Remove gel residue with an **Expert Touch Nail Wipe** and **N.A.S. 99**.



“The colors of New Orleans are more vibrant than ever and we celebrate them wholeheartedly with our Spring collection.”

—Suzi Weiss-Fischmann, OPI Co-Founder & Brand Ambassador

VOODOO VIBE

1 Prep the nail and apply a thin coat of **OPI GelColor Base Coat**. Cure for 30 seconds in the **OPI Led Light**. Then, apply two thin coats of **OPI GelColor Take a Right on Bourbon** being sure to cap the free edge. Cure each coat for 30 seconds.

2 Using a fine point brush, outline the moon and fill in with **OPI GelColor Black Onyx**. Using a dotter tool, add dots to the edge of the moon. Cure for 30 seconds.

3 Using a dotter tool and **OPI GelColor Take a Right on Bourbon**, apply five tiny dots inside the black dots and one larger dot in the middle of the moon. Cure for 30 seconds. Then, apply a thin coat of **OPI GelColor Top Coat** and cure for 30 seconds. Remove gel residue with an **Expert Touch Nail Wipe** and **N.A.S. 99**.



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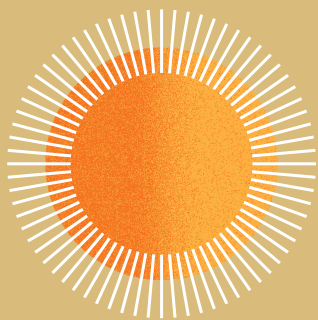
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Spring 2016

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GOT THE NAVY
BLUES
663546

SHORE THING
663543



I've owned Salon West for 11 years, and I thought I'd learned it all. Then 5 years ago my salon took a class with Light Elegance. Lezlie McConnell swore she would make nail techs out of us.

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#672 Tahitian Sand | 
#673 Fairytale Prague | 
#674 When In Rome |
| 
#675 London Calling | 
#676 Marrakech Magic | 
#677 Aussie Gold Coast | 
#678 Maui Wowie | 
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Cover Credits

Nails: Britney Tokyo; Hair: Judd Minter, Aim

Artists; Makeup: Camille Clark, Aim Artists;

Photography/Retouching, raquelolivo.com:

Raquel Olivo; Model: Autumn, Hollywood

Model Management; Art Director: Patricia

Quon-Sandberg

Check out the behind the scenes video of our cover shoot at nailpro.com.

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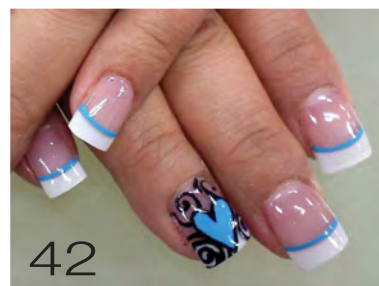
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whispers

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What to do when a client badmouths your salon or threatens to sue. nailpro.com/nail-laws

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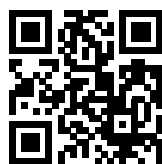
DOLLARS AND DIGITS

Affordable products to create money-inspired manicures. nailpro.com/money-nails

Hired Help

PICKING THE RIGHT PEOPLE

How to find, train and motivate techs to work well within your salon. nailpro.com/tech-for-hire



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DOLLAR, DOLLAR BILL Y'ALL

Money. It's one of those things that you're not supposed to talk about. It's tacky to go on about the fact that you have a lot of it; and if you don't have any of it, it's uncomfortable to discuss. It comes as no surprise that finances are at the top of most lists of things that people worry about. For the majority of us, we work hard in order to create enough wealth for ourselves to provide a comfortable life. After all, when you have a financial cushion, life in general is far less stressful. Naturally, you would think that creating a budget and living within our means would be at the top of our priority lists.

And yet, these things are surprisingly elusive.

That's why when we started planning this issue, we thought we'd create a "work and money" issue. After all, with the New Year right behind us—which typically brings tons of new motivation—and tax season looming ahead, February is the ideal time to take a look at career plans and financial issues to make sure that 2016 is profitable.

However, February is also Valentine's Day, which means hearts and more hearts. Plus, it's American Heart Month, the time when awareness is raised about heart disease, which is of particular concern for women. So, this issue morphed into a "Love and

Money" theme. At first thought, it seemed somewhat tacky (see talking about money above); and to infer that with money comes love felt a bit, well, crass. But the truth is that much of our lives are dictated by money. As I previously noted, when you have it, it provides a sense of calm and security, which can allow you to follow your heart and do the things that you love. But without it comes stress and tension—two of the biggest culprits behind high blood pressure and poor heart health. So you see, love and money are not mutually exclusive after all.

This month we embrace the theme and discuss everything from money-saving tips in the salon ("The Art of Saving," page 80) and credit card payment options ("The Case For Credit," page 72) to heart French tips ("I ♥ French Tips," page 56) and caring for your own ticker ("A Happy Heart," page 116) in the hopes of providing you with a fun and functional issue that will inspire. And if all else fails, defer to country crooner Chris Janson: "I know everybody says money can't buy happiness, but it can buy me a boat."

Stephanie

Stephanie Yaggy Lavery
NAILPRO Executive Editor
slavery@creativeage.com



Nails at the Airport? Upon departing Scotland after a recent trip, I noticed a mini nail salon in the middle of Edinburgh Airport. Naturally, I had to stop by and see the kiosk stocked with Jessica Cosmetics lacquers, Phénom and Geleration. With plenty of time to kill before my flight, I had my very first airport manicure!

Behind the Nail Pros

Nail artist Britney Tokyo never fails to create the most outstanding and jaw-dropping nails, so she immediately came to mind when thinking of a nail artist to create beautifully kitschy "love and money" nails. After finishing the cover look, she offered to do a set for me as well. Score!



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BACKFILLS



A DECEMBER TO REMEMBER



Nice style
and nails!

Jessica, @jbabyphat



*The nails on
this cover are
gorgeous!*

Aida Wabbit

Superb!

Ria Hirlekar

Wow! Nice!

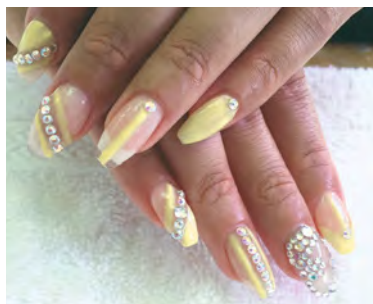
Antara Chakravarty

POLISHED PRESENT

*I am so unbelievably
happy that my nails were
featured in the December
issue of NAILPRO!*



Samantha Veltri,
@the_polishednail



▲ NAILED IT

Oh my gosh, what a way to end the week! My work is featured in the November issue of NAILPRO! I am so excited!



Johanna Rosa, @nailbyrosa17

▼ FLY FEATURE

So pleased to see that my butterfly nails were published in the November issue of NAILPRO!



Jessica Bowen, @jessycanailz

NAIL ART

Take a look at what NAILPRO readers are creating! From acrylics to gels to plain, they've done it all. Submit your own original nail art and share it with your fellow techs.

1 **Aaina Partridge** The Polished Pinup
Inkour, Winnipeg, MB, Canada 2 **Nora Bustos**
The Headquarters, Stockton, CA 3 **Anneliese**
Nancy Harper's Nails & Beauty, York, England
4 **Annette Sanchez** Grand Illusion Salon,
Meridian, ID 5 **Kaelani Binford** The Curl,
Eugene, OR 6 **Jessica Bowen** Salon
Social, Pensacola, FL 7 **Henry Lv** Wichita, KS





We asked, you answered: What is the craziest thing you've ever sculpted with nail products?

Using fiberglass, I was able to fix the fan shroud on my Jeep. With acrylic, I've fixed my vacuum cleaner handle, my daughter's key fob and the knob on a dimmer switch. My husband thinks I'm so handy!

Michelle Meyers-Nelson



▲ I repaired dentures!

Amy Murphy

I used acrylic to repair a shower tub, and it saved me hundreds of dollars, too! If only I'd had a beige acrylic powder on hand, my custom color blending would have been spot on!

Jill Wright

I repaired a pair of hair clippers with acrylic and wraps.

Bernie Fournier

I fixed the windshield wiper fluid tank on my son's truck with poly gel!

Brenda Cole Anderson

I once backed into my significant other's vehicle and took off the side mirror. I put

it back on with some nail product—and never told!

Aimee Emrick

I used acrylic to fix the door on my coffee maker!

Pascale Dufault

I had been waiting forever for my husband to repair our wall-mounted toilet paper holder, so I put it back myself using a gel bond. It works even better, and was faster than waiting for him to get out all of his tools!

Teresa Holmes

Our car headlight had a hole in it, so I patched it with clear acrylic. It lasted for years!

Aimee Sluder Ammons

I repaired a crack in a tanning bed!

**Sherry Griffin
Payne**

I used acrylic to make teeth for a Planet of the Apes costume!

Wendy Carlson

Somebody I work with used acrylic to fill in her chipped tooth until she was able to get to the dentist!

Cathy Potter Parnell

Motivated or dismayed by something you've read? Share your opinions. We can all learn from one another. Send your comments, suggestions or questions to Backfills, NAILPRO, 7628 Densmore Ave., Van Nuys, CA 91406. We reserve the right to edit letters for length, grammar and clarity.



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GLOSSIES 2016

AFTER A SUCCESSFUL FIRST RUN, THE GLOSSIES COMPETITIONS ARE BACK!

Perfect for creative techs who've always wanted to compete, but have been too nervous to take the plunge, this competition is done on your own time—no travel plans, no entry fees and no time clocks required. All entries are submitted by photograph and evaluated by our team of NAILPRO competition judges.

COMPETITION #4

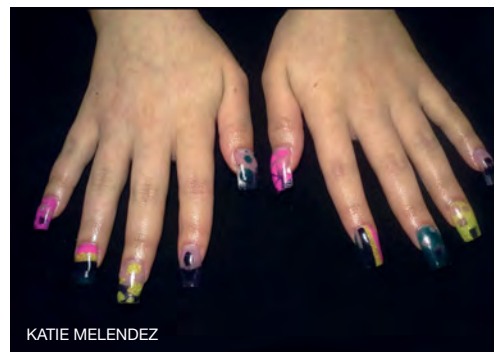
All submissions are due by **March 20, 2016**. Winners will be announced in the July issue. Visit nailpro.com/the-glossies for a complete list of rules and to find out how to submit your work.

DESIGN SCULPTURED NAILS: SWIRLS

The theme of this competition is Swirls. Entries must be an interpretation of the theme and competitors must complete a set of 10 competition-style nail enhancements using forms and colored acrylic products in an original and artistic way. Competitors may only use acrylic liquid-and-powder products; color powders and color additives are also allowed. Glitter powder may be used, but must not be included in more than 10 percent of the design. Please note that tips, adhesive, paint or nail polish are *not* allowed.

3-D DESIGN: CONEY ISLAND

The theme of this competition is Coney Island. Entries must be an interpretation of the theme and the theme must be on all 10 tips. Entries must consist of a set of 10 individual manufacturer tips, no longer than 2 inches and no wider than ¾ inches if they were to be flattened out, and tips must be graduated in size. Additionally, the design must be wearable and it may not protrude more than 1 inch from the tip surface. Plus, the finished tips must remain individual and not be secured to one another. Competitors must also submit a written statement in two parts: the first, detailing the products and processes, and the second, your interpretation of the theme.



KATIE MELENDEZ



YANIRA GONZALES

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Looking for some extra guidance? Email us at nailpro@creativeage.com to be paired with an expert mentor and join the exclusive Glossies Facebook group.

To learn more about the competition, prizes and rules, visit nailpro.com/the-glossies.

THE COMPETITION JUST CAN'T STACK UP!



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Visit us at:

entitybeauty.com

Call 866.288.4600

Media Focus

Your favorite fashion magazines give manufacturers recognition in their December issues.

People StyleWatch • The mag matched **Zoya** Estelle and **OPI** Ce-less-tial is More to the season's most sought-after smartphone cases.



Marie Claire • Editors deemed **OPI** Do You Take Lei Away? as the perfect nude hue for winter.

Cosmo for Latinas • **Essie** Blanc and **OPI** Let Your Love Shine were featured in a festive nail art how-to.



Harper's Bazaar • A spotlight on holiday beauty trends included **OPI** Worth a Pretty Penne.

NEW ORLEANS COLLECTION



IF COLOR CHART HAS BEEN REMOVED,
CONTACT YOUR AUTHORIZED
OPI DISTRIBUTOR TO RECEIVE YOURS.

O·P·I

#1 SALON BRAND WORLDWIDE

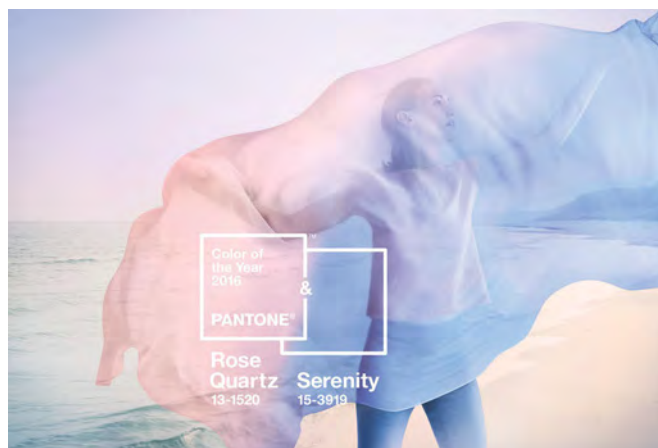
12 NEW SHADES AVAILABLE IN NAIL LACQUER & GELCOLOR
OPI.COM #OPINNEWORLEANS



NATIONAL RELEASE DATE: 2/3/16

DID YOU KNOW?

According to a 2015 NAILPRO *Essentials* survey, **51%** of clients ask for squoval tips while only **4%** of clients prefer stiletto.



The “It” Couple

IT'S OFFICIAL: **BLUE** and **PINK** are the must-have color pairing for 2016.

For the first time ever, global color authority Pantone selected two shades as the Color of the Year: Serenity (dusty cornflower blue) and Rose Quartz (pale pink). According to Leatrice Eiseman, executive director of the Pantone Color Institute, the complimentary duo challenges traditional perceptions of color association. “This unilateral approach to color coincides with ... consumers’ increased comfort with using color as a form of expression,” says Eiseman.

TIMES SQUARE TAKEOVER

MORGAN TAYLOR

unveiled its latest consumer ad in New York’s Times Square on December 2, 2015. Guaranteed to capture the eyes of the estimated 330,000 pedestrians walking through the landmark intersection on a daily basis, the digital ad showcases the latest Morgan Taylor shades.

“Our animated billboard is dynamic, bright, fun and colorful, which speaks to what the Morgan Taylor line is all about,” says Morgan Haile,

one of the namesakes of the Brea, California-based brand. **Check out a video clip of the new ad at nailpro.com/polishing-new-york.**



ART VANDAL COLLECTION

NEW Shades!

Shellac®
Brand 14+ Day Nail Color

Remaster the classics. A brilliant explosion of unrestrained color. Original. Irreverent. Expressive. Leave your mark.

Discover the new collection at a store near you.

Find this nail style at cnd.com/nail-salon-services/nail-fashion



Untitled
Bronze

Art
Basil

Magenta
Mischief


Digi-teal

Mauve
Maverick

Future
Fuchsia

CND 

Nails. Fashion. Beauty.

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cnd.com

HEAD TO HEAD

Nail techs at Mario Tricoci Hair Salons & Day Spas put their creativity on display for the company's second annual Winter Nail Art Contest in November.

Employees submitted images of their best winter-inspired nail art and, to determine the winning design, the pics were posted to the company's Instagram and Facebook. Out of 17 entries, two designs were neck and neck until the last few days of the competition.

Ultimately, Tabitha Cellak, a 10-year employee at the company's Schaumburg, Illinois, location, was crowned the winner after receiving 216 "likes" for her "Winter Woods" design.

"I started this competition to help our nail techs strive to be the best they can be," says Amber Edwards, nail director for Mario Tricoci Hair Salons and Day Spas. "Our company believes that recognition is a great way to keep techs excited about this incredible industry."

Tabitha Cellak's winning design!



Newsfile



Ron Anderskow

OPI announced the appointment of Ron Anderskow as the global general manager in December. Anderskow joins the North Hollywood, California-based manufacturer with nearly 30 years of experience in the beauty, oral care and professional divisions at

Procter & Gamble. Prior to joining the OPI team, Anderskow was the senior vice president of sales for Wella North America where he worked with the salon professional industry in the U.S., Canada and Puerto Rico. Says Anderskow, "I hope to unleash the incredible talent within the organization to bring continuous innovation to the marketplace and business-building solutions to our partners."

FASHION SHOW



SPILO MADE ITS DEBUT APPEARANCE AT STYLECON IN NOVEMBER. Held at The Hangar at the Orange County Fair & Event Center in Costa Mesa, California, the one-day event brought together more than 1,500 social media influencers and fans ages 18 through 30. Attendees participated in lifestyle, beauty and fashion presentations from leading beauty and fashion brands and attended meet-and-greets with popular bloggers, vloggers and Instagram personalities, such as Tess Holliday, Kristina Wilde, Serein Wu, Alyssa Denny and Miss California USA 2015 Natasha Martinez. Plus, individuals received a complimentary StyleTote bag stuffed with fashion and beauty gifts, including the Flowery 4-in-1 File Catty. Halima Wyatt, marketing coordinator for Vernon, California-based Spilo, says that the event exposed the Flowery brand to a new audience. "Although Flowery is a leading brand amongst beauty professionals, it is also designed for at-home users seeking professional-grade performance," says Wyatt. "Participating in events like StyleCon give us the chance to increase our brand awareness with beauty enthusiasts."

(From left) Bloggers Kristina Wilde and Serein Wu show off their Flowery 4-in-1 File Catty; attendees had the chance to purchase products from leading fashion and beauty brands.



ART VANDAL COLLECTION

NEW Shades!
VINYLUX[®]
Weekly Polish

Follow your creative impulse.
Bright splashes of color
provoke artistic expression.
Original. Irreverent. Expressive.
Be unconventional.

Discover the new collection
at a store near you.

Find this nail style
at [cnd.com/
nail-salon-services/
nail-fashion](http://cnd.com/nail-salon-services/nail-fashion)



Irreverent
Rose

Untitled
Bronze

Art Basil

Magenta
Mischief

Sienna
Scribble


Digi-teal

Mauve
Maverick

Tutti Frutti

CND 

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READY, SET, PITCH

THE PROFESSIONAL BEAUTY ASSOCIATION (PBA) WILL BE ACCEPTING SUBMISSIONS FOR BEAUTY PITCH 2016 BEGINNING FEBRUARY 1.

Back for its sophomore run, the competition is designed to connect up-and-coming beauty entrepreneurs with leading investors and top industry names. This year, the



competition is divided into three categories—concept, startup and established. To enter, applicants must submit their idea based on the stage of their business and prepare a two-minute video and a one-page executive summary detailing their business plan. Three finalists from each category will be invited to pitch their concepts to a live audience and a panel of judges at the Beauty Pitch event, held on July 23 during PBA Beauty Week at Cosmoprof North America 2016 in Las Vegas. **To learn more, visit beautypitch.com.**

ART SHOW

THINK YOU'VE GOT WHAT IT TAKES TO BE THE NEXT BIG THING IN NAIL ART?

Then check out **The Essie's Nail Art Awards**, the New York-based brand's first-ever nail art contest. The competition, which runs from January to June, takes place in four phases and interested techs must apply by **February 15** to be considered. Winners will be determined by a panel of expert judges: Carolyn Holba, general manager of Essie; Jenny Fox, founder and vlogger behind the popular nail art YouTube channel Jenny Claire Fox; Katie Rogers, artist and creator of online art boutique Paper Fashion; Michelle Saunders, celebrity nail artist; and Rebecca Minkoff, industry fashion leader and global color designer for Essie.

Phase one requires participants to upload two videos to the company's website: an "All About You" video and a "Show Us Your Skill" video demonstrating how to create nail art using Essie products. Ten contestants will move onto **phase two**, which requires nail artists to create designs inspired by spring trends using the Essie Spring 2016 collection. Contestants must upload a how-to video to the Essie website so online fans can vote for their favorite looks. The six most popular artists will then move on to **phase three**, in which contestants will create nail art inspired by their dream getaway. Finally, three finalists will be flown to YouTube's studio in New York for **phase four**. There, they will film a video showing their creativity on a blank canvas.

The grand prize winner will receive a \$20,000 partnership with Essie, a spot working with Saunders at New York Fashion Week and the chance to become Essie's nail art ambassador in a series of how-to videos. Additionally, online voters will determine their "Fan Favorite" contestant who will receive a \$1,000 cash prize.



To learn more, visit essie.com. ●●●●●●●●

ART VANDAL COLLECTION

NEW Limited Edition Effects!

CND® ADDITIVES

ORIGINAL. PLAYFUL. EXPRESSIVE.

A brilliant explosion of unrestrained color.


Blend Art Vandal Additives into any VINYLUX® Weekly Polish, CND® sculpting powder or gel, or layer over SHELLAC® brand 14+ day nail color.

Find these nailstyles and more on
cnd.com/nail-salon-services/nail-fashion



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ONE OF A KIND

A SOAK OFF GEL SYSTEM THAT DOES ALL
A HARD GEL CAN AND MORE

The Original NO-Chip
Soak Off Color Gels



Over 170 Colors & French | Lasts 2-7 weeks
90% added natural nail strength.

Sculpted Gel Nails



Create Thin, Durable, Natural Looking, Custom Gel
Nail Enhancements (Form or Free-form).

Treatment Gels



Customize clients' nails to suite their lifestyle
by creating a flexible, medium, or hard end result.

Clinically Tested



5 Star Safety Rated

Repair & strengthen severely damaged nails.
See videos @ youtube.com/BioSculptureUSA

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www.BioSculptureGel.com

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Search: BioSculptureUSA

Eye on the Prize

Scotland's most talented beauty professionals received top honors at the Scotland Hair and Beauty Awards 2015. Held on November 29, 2015 at the Crowne Plaza Hotel in



Glasgow, Scotland, the event celebrated the work of the best hairstylists, nail technicians and makeup artists across the country. More than 400 guests attended the black tie soiree and radio personality Gina McKie presented awards to beauty professionals in more than 35 categories, including Stonehaven, Scotland-based tech Julie Baxter (left) who received the award for Nail Technician of the Year. CONGRATS TO JULIE AND THE REST OF THE WINNERS!

Scandalous SHADES



Kerry Washington

OPI made headlines when it announced the brand's next celebrity collaboration in December. The North Hollywood, California-based manufacturer has enlisted actress Kerry Washington as its first-ever creative ambassador. The ABC "Scandal" star will co-curate nail lacquer shades with Suzi Weiss-Fischmann, cofounder and brand ambassador of OPI.

"Kerry Washington is a role model for women of all ages," says Weiss-Fischmann. "Her style, sense of humor and her love of nail lacquer are the perfect complement to the OPI brand."

In Memorium



Jerry Gordon, owner of J. Gordon Designs salon in Chicago, past president of Cosmetologists Chicago and past vice president of Intercoiffure America/Canada, passed away on November 26, 2015. He was 78 years old. A third generation hairdresser, Gordon spent more than six decades behind the chair. After opening his salon in the '70s, Gordon quickly became one of Chicago's most notable hairstylists and created a following in the professional beauty industry. He was the first recipient of the Aveda Master of the Arts Award and the Intercoiffure Order of the Chevalier Medal, and

he dedicated his time to educating fellow beauty professionals. Our deepest condolences go out to Gordon's family and friends. 🕯

Lighten Up



Say goodbye to dark spots and put tired skin to bed.

Enlighten Hand Brightening Crème delivers a powerhouse formula with natural plant extracts to brighten and smooth, reviving the skin for a more youthful, radiant hand appearance.

No Parabens, No Petro Chemicals, No TEA, MEA or DEA, Fragrance Free



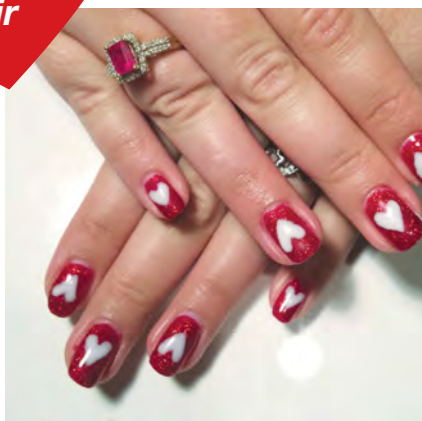
Made in USA For more information 800.582.4000 or visit jessicacosmetics.com
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READERS NAIL ART

Take a look at what
NAILPRO readers
are creating!

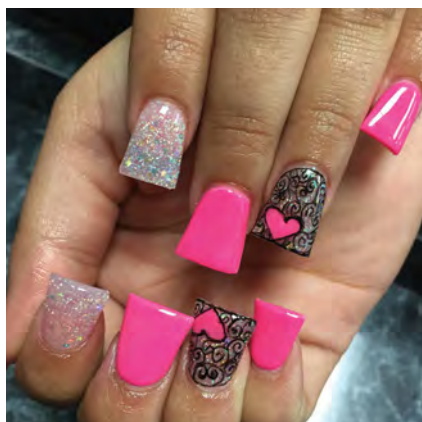
From acrylics to
gels to paints,
they've done it all.
Submit your own
original nail art and
share it with your
fellow techs.



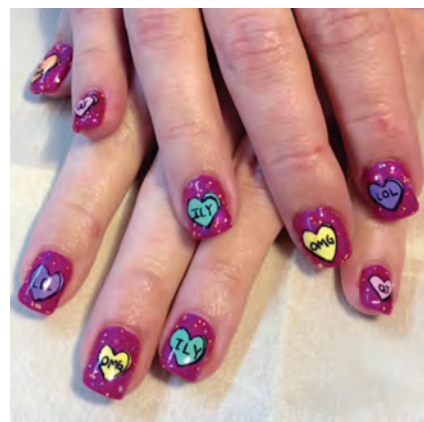
Amy Rigsby • Polished by Amy
Summerville, GA



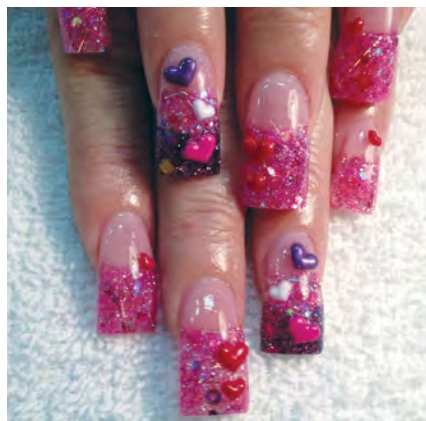
Kati Crawford • Nails R Us
Clovis, CA



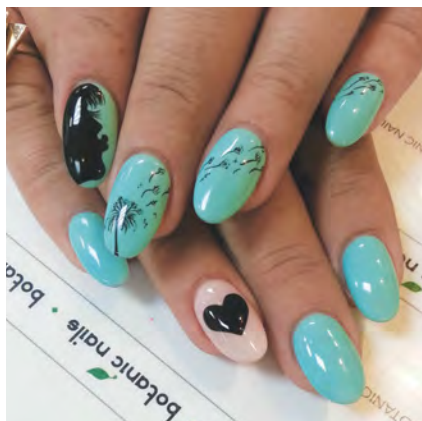
Carina Alvarez • Natalie's Nail Lounge
Fresno, CA



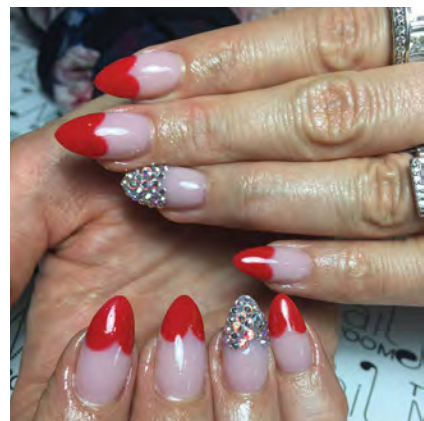
Heather Aquino • Paint Your Piggies Salon
Bradley, IL



Blanca Trejo • Allure Hair & Nail Salon
Porterville, CA



Van Tran • Botanic Nail Salon
Redlands, CA



Sam Thomas • The Nail Room
Burleigh Heads, QLD, Australia

INDUSTRY LEADER PROVEN PERFORMANCE



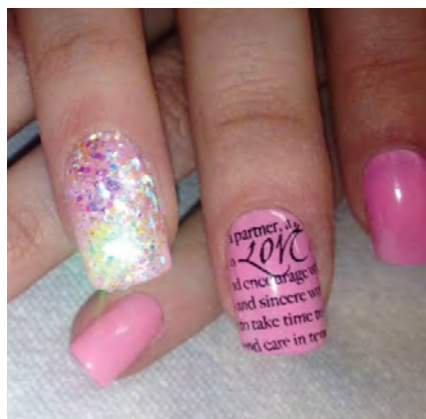
Founded in 2007, Continuum was created with the desire to design and manufacture the finest pedicure spas. Our *Opposite of Ordinary* approach does not end there.

Eco-friendly designs, unbeatable customer service and no-hassle warranties ensure total peace of mind. That is why Continuum pedicure chairs are showcased in the most prestigious salons, spas and resorts in the world. Join the Continuum family today; select from a variety of pedicure spas perfect for every budget and decor.

Learn more at MyContinuumPedicure.com or call 877.255.3030



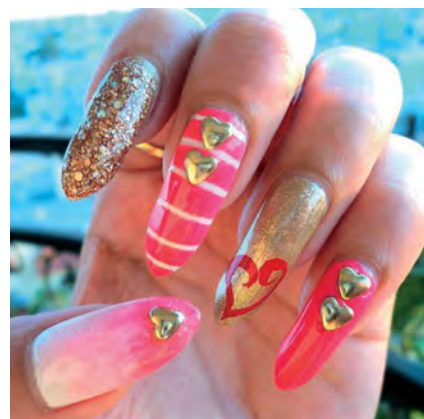
PORTFOLIO



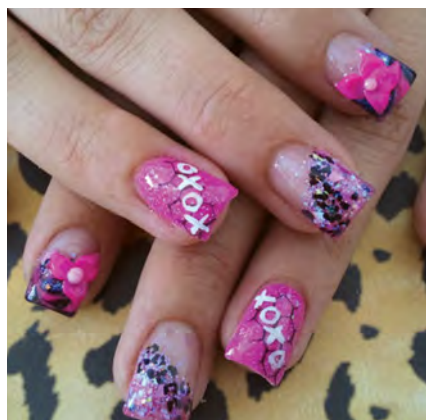
Toni Packer • Nail Candy
Estevan, SK, Canada



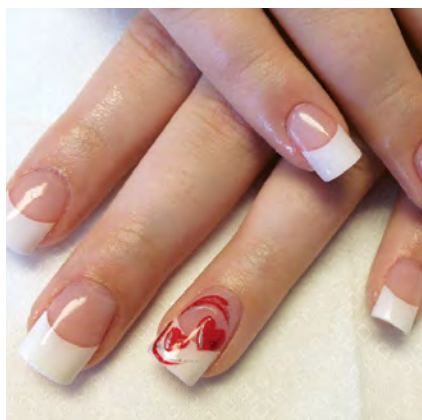
Victoria Castillo • NM Glitz
Albuquerque, NM



Anubhooti Khanna
Mesmerizing World of Nail Art
Raipur, India



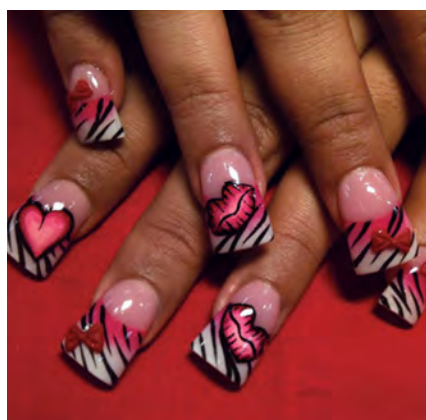
Amanda Rossi • Nails by Amanda
Cape Coral, FL



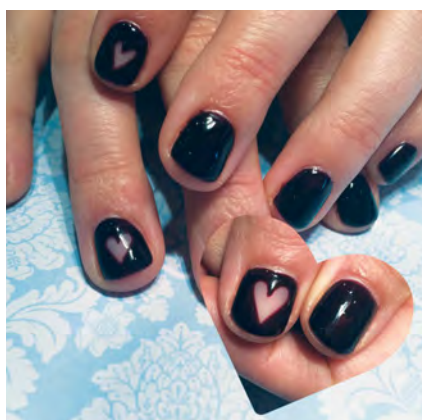
Susan Wood
Serenity Salon & Nails
Deer Lodge, MT



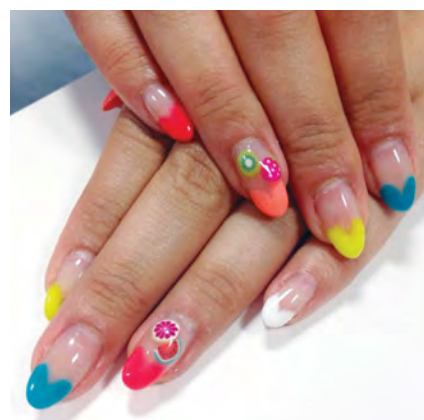
Megan Gollop • Nails By Megan
Portugal Cove, NL, Canada



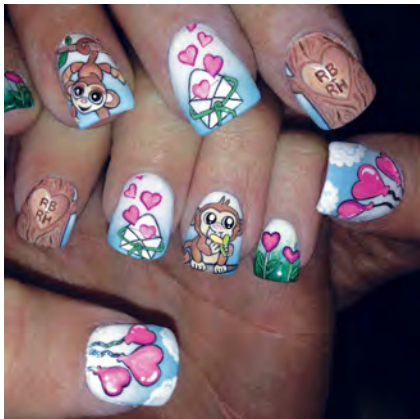
Olivia Gordon • The KRU
Lancaster, CA



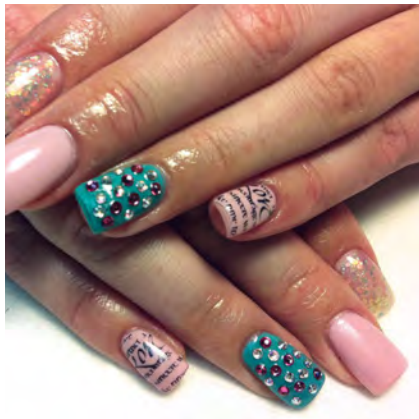
Ellegra Legs • Fringe Salon
Chicago, IL



Aimee White • The Nailbox London
London, England



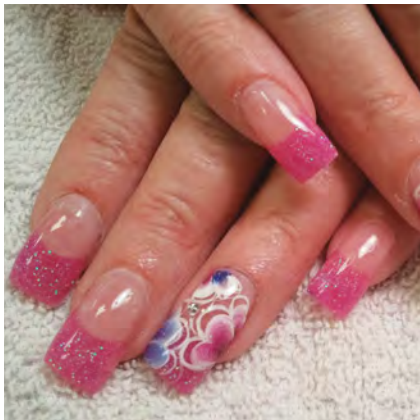
Celine Cumming • Angel Nails
Middletown, DE



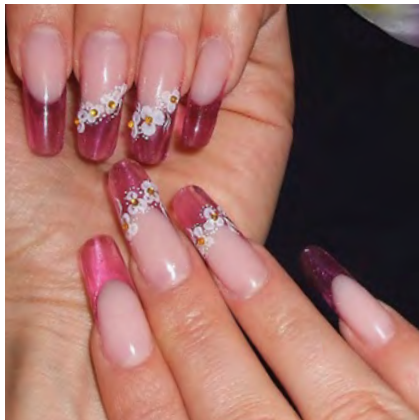
Jennifer Champion
Arts Desire Beauty Bar
Victoria, BC, Canada



Tri Nguyen • Acute Nail Spa
Show Low, AZ



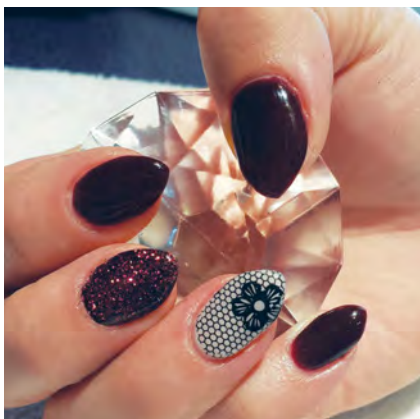
Cynthia Luna • Fun Nails
Phoenix, AZ



Natalia MacIntyre
Crofton, MD



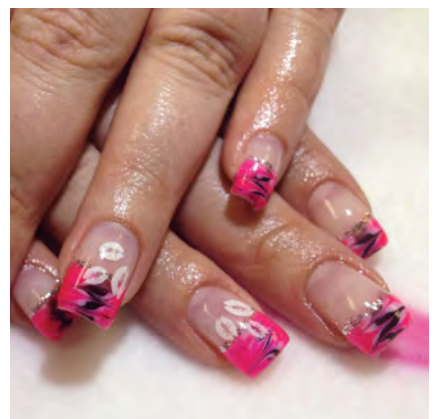
Eva Jenkins • Extraordinary Nails by Eva
Bellevue, NE



Desaray Mulei • Amethyst Salon
Reno, NV



Perlita Cabrera
Harrah's Casino Salon & Spa
Reno, NV

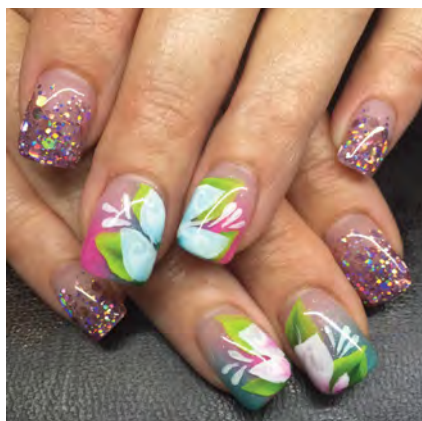


Kim Hanzlik • Nails, Hands, Feet and Toes
Winnemucca, NV

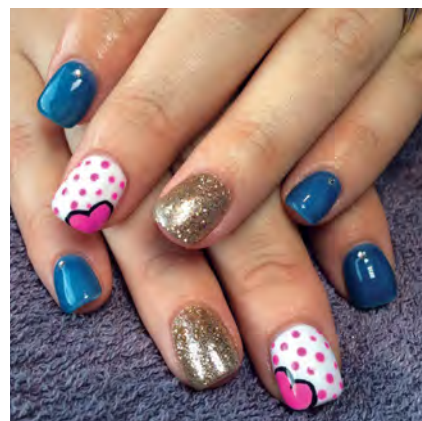
PORTFOLIO



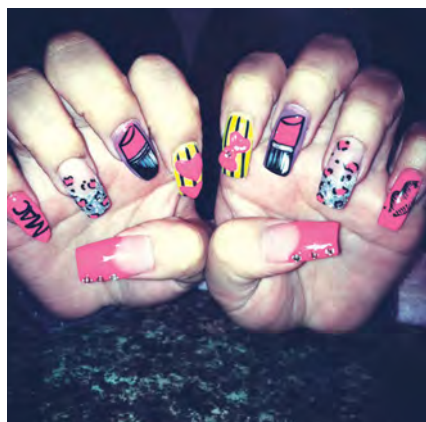
Blanca Rodriguez • iMagic Nails
Sacramento, CA



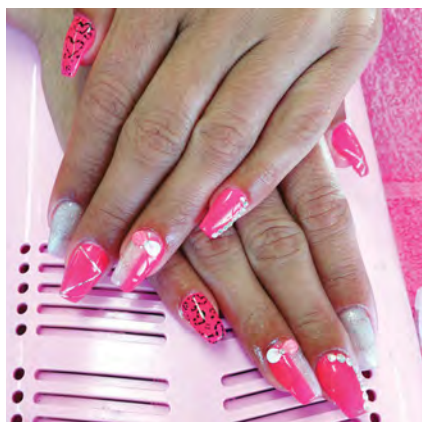
Meegan Roxx • She Roxx Nailz
Trail, BC, Canada



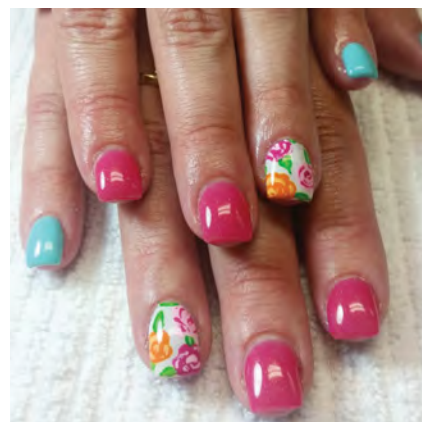
Lindsay Shannon • Trends
Port Alberni, BC, Canada



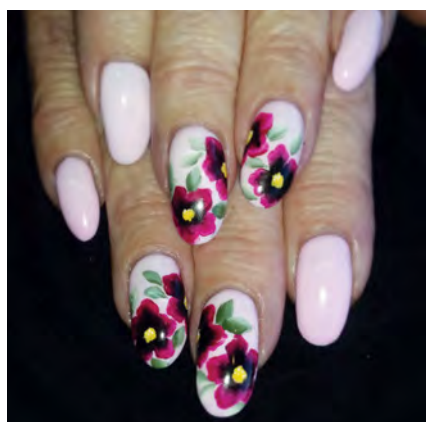
Jamaica Starr • The Executive's Spa
Nampa, ID



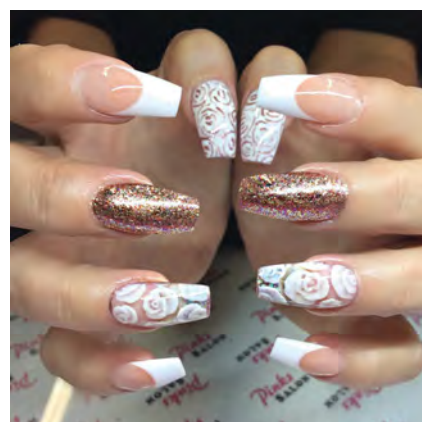
Tristan Terrell • Savvy Chic Nail Cottage
Lakewood, CA



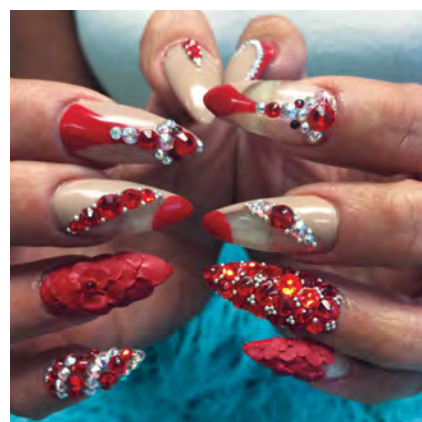
Teagan Barnes
Premier Tanning and Nails
Roseburg, OR



Melissa Thun • Cherry Blossom Salon
North Bend, OR



Tricia Baldwin • Pinks Salon
Riverton, UT



Raquel Arias • Sheek Studio
Passaic, NJ

If you'd like to submit your own nail art for NAILPRO's Portfolio, send an email to nailpro@creativeage.com that includes your name, salon, city and state along with your high-resolution photos. We no longer accept photographs by mail. To see more Portfolio art, log on to nailpro.com.

A woman with short, wavy blonde hair and light blue eyes is looking directly at the camera. She has a large, colorful tattoo of a koi fish on her right shoulder and a smaller tattoo on her left arm. She is wearing a black strapless top. The background is solid black.

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change **IS HERE**

Artistic is the brand that **knows who you are.**

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Join the movement and embrace
the **new standard** of Soak Off Gel Polish.

No other Soak-off gel polish can compare!



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 **SalonCentric™**
PROFESSIONAL BEAUTY PARTNERS

STATE | RDA
BEAUTY SUPPLY | PRO MART

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Model is wearing: Swag and Trouble

Artistic



rewriting

HOW SOAK OFF GELS PERFORM

Artistic's patented top, base and colour are what you've been waiting for.

Only Artistic combines special solvents with traditional brush-on soak off gel technology. The Result*. Unparalleled shine, unbeatable wear and easier removal.

No other soak off gel compares!

AVAILABLE FEBRUARY AT

 **SalonCentric™**
PROFESSIONAL BEAUTY PARTNERS

STATE | RDA
BEAUTY SUPPLY | PRO MART

*Only Bonding, Glossing and Colour Gloss Gels used together creates the patented long chain molecules that deliver these results.



Artistic
COLOUR
GLOSS™

Model is wearing: Intoxicating and Hotzy

Artistic

ANIMAL INSTINCTS

WHETHER THEY HAVE GILLS, FANGS OR ANTLERS, ANIMALS OF EVERY LETTER HOLD A SPECIAL SWAY OVER DESIGNERS THIS SEASON.

Naturally, fashion's top minds put a unique spin on wild beauty, whether by punk-ing up a leopard's spots with shades of chartreuse and crimson (as seen at Louis Vuitton) or by viewing a ram through an astrological lens (as seen at Emilio Pucci). And while peacock prints and zebra stripes have all been feted in fashion before, small tweaks, like a burnished palette (at Givenchy) and a shimmering 3-D effect (at Christian Siriano), make these animalistic designs roar.

How do you harness the call of the wild on nails while keeping the designs unique? Follow guest artist Reina Santos' lead: Switch out nature's hues for bold fashion colors, like her Louis Vuitton-inspired design. Or, mimic a print abstractly and add glitter to its details, like her Christian Siriano-inspired zebra stripes.



Louis Vuitton



Christian Siriano



Givenchy



Valentin Yudashkin



Emilio Pucci



John Galliano



Guest Artist

Bay Area manicurist Reina Santos is part of the trendsetting agency Nailing Hollywood and can be found on Instagram at @reireishnailart.



Inspired by
Givenchy



Inspired by
Christian Siriano



Inspired by
Louis Vuitton



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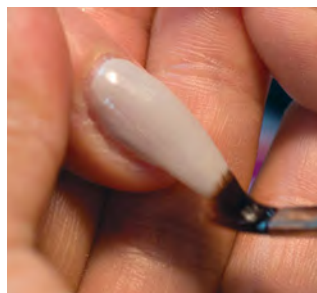
THE MAKING OF OUR COVER

LOVE AND MONEY SHOULD PROBABLY BE MUTUALLY EXCLUSIVE, but in the case of this month's cover, they blend perfectly! Nail artist Britney Tokyo imparted her edgy aesthetic to this set of nails resulting in a cool and kitschy creation. The acrylic tip overlays were topped with a layering of temporary money pattern "nail tattoos" in a collage design. Then, Tokyo piled the nails high with custom 3-D embellishments in the form of sparkling ruby hearts and glittering monetary symbols: the dollar, Euro and Yen. While the end result might be a little avant garde for your (or your clients') taste, it doesn't mean that you can't adopt elements into your own work. Plus, they make for amazing eye candy!

"I did coffin shaped nails because they are the most popular right now. Everyone is asking for them."

—Britney Tokyo

Creating the Cover Nails



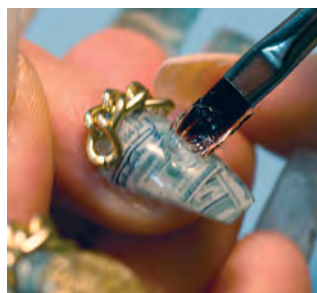
1 Tokyo began by fitting the model's nails with tips and overlaying them with clear acrylic. She then filed and shaped the nails into a coffin shape, and applied two coats of a neutral gray gel polish to create a base for the tattoos.



2 Tokyo cut up the money nail tattoos into individual dollars and soaked each in water. Once the paper backing loosened, she removed each tattoo with tweezers and applied it to the nail until a layered effect was achieved.



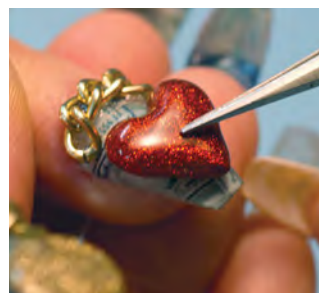
3 Tokyo then used thick nail art gel to affix gold links to the base of the nail.



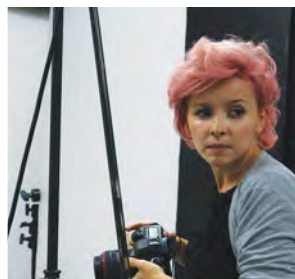
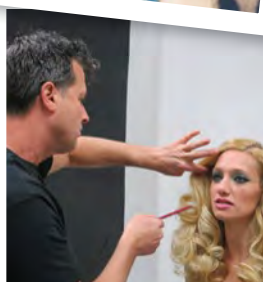
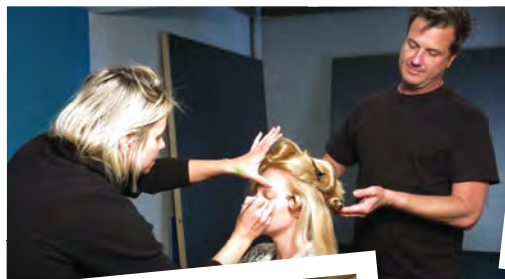
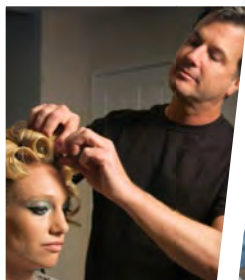
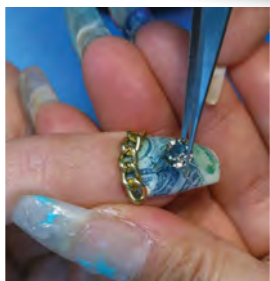
4 Next, she coated the nails with clear top coat and cured them.



5 To create 3-D embellishments, Tokyo used white acrylic to sculpt the symbols. Once dry, she painted them with glitter gel polish.



6 Finally, she used thick nail art gel to adhere the rhinestones and 3-D embellishments to the nails.



Nails

Britney Tokyo



Photography

Raquel Olivo



Makeup

Camille Clark



Hair

Judd Minter



I ♥ French Tips

Paint the perfect French for Valentine's Day.

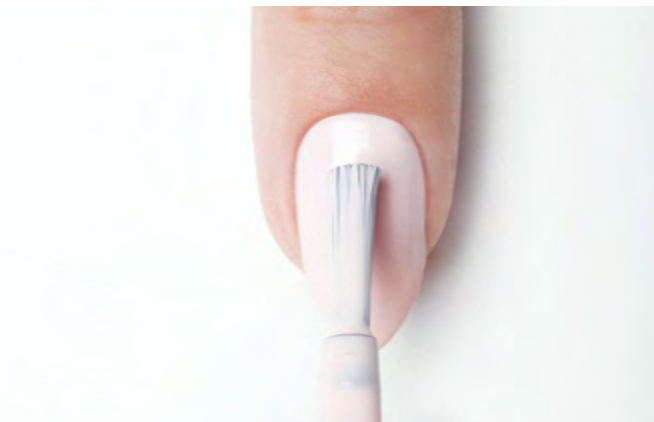
Woo even the most nail art adverse client with adorable heart French tips! Once you get the hang of creating this darling design, it's a cinch to do on tips, extensions and (long) natural nails. Or, create a reverse heart "French" for clients who prefer their nails short and sweet. In this month's Workshop, we talked to Elaine Watson, veteran nail tech and creator of Nailebrity, to give you top techniques for crafting a heart French manicure sure to make your clients swoon.

Heart French

► **1** After prepping the nail, file it into an almond shape. To ensure that the free edge point is centered, use a pencil to mark the middle of the nail at the tip. Use this as your guide when filing. Then, begin filing one corner of the nail almost to the pencil mark, and repeat on the other side. Once your corners are tapered, use a finer grit file to blend the corners and the tip so there are no harsh edges. Only file at the free edge to create an almond shape; do not file into the sidewalls, as this will weaken the structure of the nail.

► **2** Choose a nude shade of polish that complements the client's skin tone. Apply two coats, allowing them to dry between each.

Tip! When applying color, place the brush almost at the cuticle and "push" the polish to the cuticle, then pull back; this technique helps to not flood the cuticle with product.



PHOTOS: ARMANDO SANCHEZ



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▲ 3 Next, paint the heart. Decide how big you want your heart, then use a detail brush or dotting tool to mark the center of the heart with red polish. Using a light touch, apply red polish slightly out from the center dot you made in two broad strokes to create the rounded “top” of the heart. (Note: Using a rounded brush will make it easier to create a curved heart shape.)

TIP! Need more control? Use acrylic paint instead of nail polish to create the heart!



▲ 4 Apply top coat to the red tip only and allow it to dry; this helps avoid the red polish accidentally “dragging” onto the nude base color.

BEGINNER BLUNDERS?

TRY THIS!

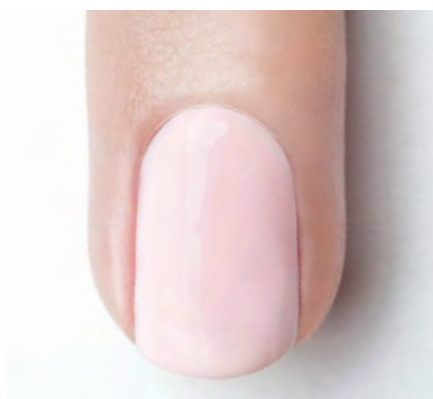
While this is a fairly simple design, it does take some practice to perfect. Therefore, beginners should opt for gel polish instead of lacquer for this type of manicure. This will allow you to easily fix any mistakes or even start over if the heart proves tricky to master.

Start by applying base gel and two coats of nude color, curing between each step. Then, create the heart with red gel polish. If you make a mistake, simply use alcohol and a clean brush to fix or refine the heart shape. If all else fails, use alcohol and a lint-free wipe to remove the red altogether and start again. The heart will only become “permanent” once it’s cured.



▲ 5 Ensure that there isn’t any red polish on the brush by wiping the top coat brush off on a lint-free cloth before using. Then, once the first layer of top coat is dry, brush another layer of top coat over the entire nail.

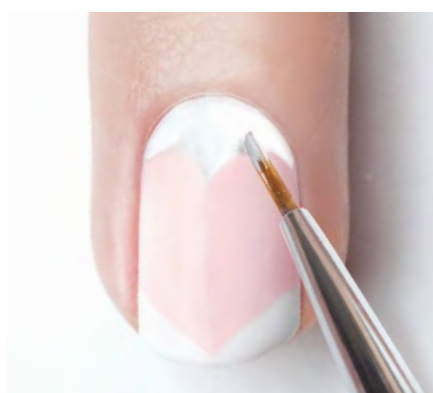
Reverse Heart



▲ 1 Prep the nail, then apply base coat and two coats of nude polish allowing them to dry between each.



▲ 2 Using the bottle brush, paint a wide "V" at the tip in white. Then, fill in the free edge with white polish.



▲ 3 Using a detail brush, paint a small white "V" near the base of the nail and fill it in. Then, using the same brush, round out the shape of the heart.



▲ 4 Apply top coat to the white polish *only* at the cuticle and free edge and let it dry.



▲ 5 To finish, brush top coat over the entire nail. ⚡

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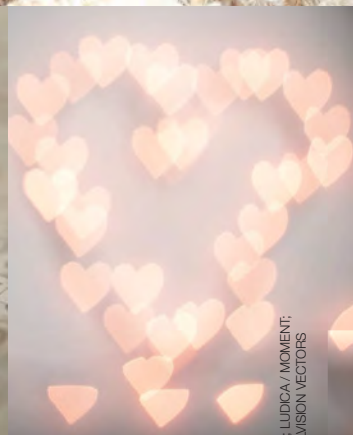


"I was inspired by the different textures and colors of traditional Valentine's Day gifts."

—John Nguyen



John Nguyen is a CND education ambassador and a nail artist in Peterborough, Ontario, Canada.





Step 1 Apply two coats of light pink gel polish and cure.



Step 2 Use a detail brush to paint the outline of a heart at the center of the nail with white gel polish. Do not cure.



Step 3 Paint white half circles around the perimeter of the heart. Do not cure.



Step 4 Paint a white lattice pattern above and below the heart. Do not cure. Dust the entire nail with white acrylic powder. Remove any excess sculpting powder, then cure.



Step 1 Apply two coats of red gel polish and cure. Apply red transfer foil to the entire nail. Then, apply a second coat of red gel polish and cure.



Step 2 Use a detail brush to paint a bow and arrow with black gel polish. Cure.



Step 3 Apply gold transfer foil to the bow and arrow. Then, use white gel polish to paint a bowstring across the bow and arrow. Cure.



Step 4 Apply a thin layer of top coat to the nail. Use tweezers to place rhinestones at the edges of the bowstring and along the arrow. Apply a second layer of top coat and cure again.



Step 1 Apply two coats of white gel polish and cure. Apply opal transfer foil to the entire nail. Then, apply a thin layer of clear gel polish and cure again.



Step 2 Use a detail brush to paint a large heart near the free edge with red gel polish. Then, paint a small red heart at the cuticle and cure.



Step 3 Apply red transfer foil to the hearts. Then, use a detail brush to outline each heart with black gel polish and to paint a swirling pattern on the nail. Cure.



Step 4 Dab gold transfer foil onto the black gel polish. Apply a small amount of sculpting gel on top of the hearts and cure. Then, apply a thin layer of top coat and cure again.



David Ngo

What was your first job ever?

I opened a Subway restaurant at the age of 22.

What was your first job in the industry?

My parents started Skyline Beauty Supply over 30 years ago, which allowed me to grow up in the business. But I technically didn't start working there until about three years ago.

What inspires you?

Building on the great business my parents started and taking it to a level never thought conceivable by them because of the barrier they faced as first-generation Vietnamese immigrants.

I can't discuss nails without ...

Stopping. Just about all of the conversations I have are related to nails because everyone around me is a part of the industry. After a 12-hour workday, I go home and end up talking about more nail stuff with my girlfriend.

What was your most embarrassing moment?

I was giving the best man speech at my buddy's wedding and I had a brain fart and went ... blank. Needless to say, it was not a good speech.

What is your proudest accomplishment?

Finishing college. School was not for me and it took me seven years to get my degree. It was really hard to find motivation to finish school when I knew that I was going to end up in my family's business. I still sometimes have nightmares that I failed out of college and then wake up relieved that it wasn't real!

What is your most treasured possession?

My girlfriend Jean.

Describe the best set of nails you've ever seen.

The ones that Vietnamese guy Robert Nguyen does are pretty good.

Describe your perfect day.

Relaxing at home, hanging out with my dog and having my phone off!

President of Skyline Beauty Supply and Co-owner of House of Polish



I love my dog Humphrey!



Visiting the Colosseum in Rome with my girlfriend Jean.



A family business—my brother, Johnny, and my parents, Julie and Billy Ngo.



The Subway I started when I was 22!



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Ask Gino

Gino Trunzo, creative director for Essie Professional, joins NAILPRO for the next three months to provide you with advice and answers to *your* nail questions.

Have a question for Gino?
Email it to nailpro@creativeage.com.

Q What is the best way to maintain cuticles that are dry without cutting them?
—Victoria Padilla, via email

A It's best to start with cuticle remover to gently loosen dead skin. Next, carefully push back the cuticles with an orangewood stick or a metal pusher. (Keep in mind that metal implements need to be sanitized after each use, while wooden orangewood sticks should be used only once then thrown away). The next step is to hydrate, hydrate, hydrate! Use a cuticle oil that is rich in essential fatty acids, such as omega-6, as well as vitamins A, C and E, to help skin hold onto moisture and prevent evaporation.

Q I have a client who has had toenails removed. Her doctor said that she could have artificial nails put on. What can I use to put on acrylics if there is nothing to adhere it to?

—Brenda Rogers Gibson, via Facebook

A Toenail reconstruction is a cosmetic procedure. Cosmetic reconstruction is performed by using a specialized gel that is layered either on top of unsightly or misshapen nails so that the nail is more aesthetically pleasing or placed directly onto the nail bed if no nail is present (due to trauma or surgery) so that a new nail is created. Keep in mind that nail reconstruction is not a permanent solution; the new nail will generally last four to six weeks after which it will need to be refilled or reapplied.

Q What are the steps to a lasting gel manicure?
—Hope Szymanski, via Facebook

A The first step in assuring the best wear is to use a professional system from start to finish, including the manufacturer's LED or UV light. At Essie, we begin by engaging the client and evaluating her nails. Next, perform a dry manicure; if the nail is "waterlogged" before the base coat is applied, the gel will not adhere properly to the nail plate. Then, prep to perfection: The areas most prone to lifting and peeling are around the cuticle and sidewall area. To help prevent this, make sure that the nail plate is free of all residue and oil before application begins. Use a nail cleanser, as acetone and alcohol will not fully remove residue and oils from the nail plate. Once the nail plate has been properly prepped, make sure that the client doesn't touch the nail with her finger; doing so could transfer oil to the nail.

Before each step, shake your base coat, color and top coat bottles vigorously and apply them in thin layers. The application of gel base coat is the most important step in the process as it's the only step where product is cured directly onto the natural nail. Be sure to apply base coat 1.5 millimeters away from the cuticle or sidewall areas, otherwise lifting will occur. Remember, the color and top coat will only adhere to the areas previously cured by the base coat. Lastly, make sure to seal the free edge during every step. To help extend gel wear, nail technicians should advise their clients to use rubber gloves while cleaning and performing household chores.



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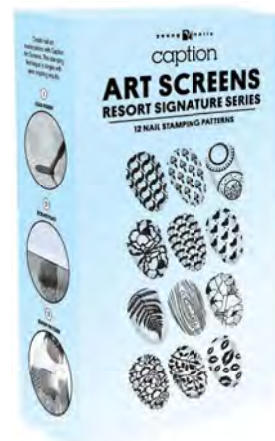
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Top hand, left to right.
KILL IT WITH KINDNESS, AIN'T NO THING,
NEVER TOO EARLY, GOOD SAVE

Bottom hand, left to right.
WHAT GOES AROUND, READ IT & WEEP,
GIMME GIMME, EAT MY DUST

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SAVVY SALON



Gellipop

Owner: Yuriko Alette Hoshina

Year Opened: 2012

Address: 1926 S. Pacific Coast Highway, #114, Redondo Beach, CA 90277

Phone Number: 310.683.0991

Hours of Operation: Tue.-Fri., 10 a.m.-6 p.m.; Sat., 11 a.m.-5 p.m.

Website: gellipop.com



DISTINCTION

Gellipop is located in the coastal town of Redondo Beach; it's close to Los Angeles, but far enough removed to have a charming, small town feel. There's a certain relaxed, easy-going atmosphere that naturally occurs in and around the salon. Plus, the DIY aspect of Gellipop sets it apart from other salons in the area. We offer classes and group lessons, and clients can even book a party. Clients of all skill levels come in, learn at their own pace and express their creativity. In fact, I almost hesitate in calling Gellipop a salon; it's more of an art studio.

THE LOOK

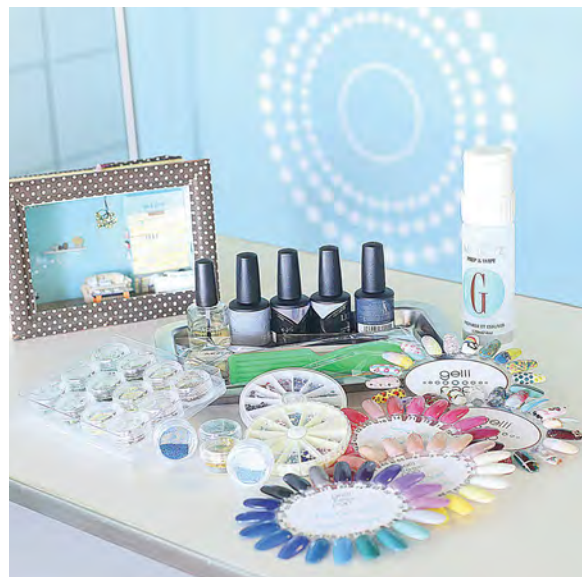
The interior of Gellipop features a lot of blues, silver and modern lines. I believe that a clean, simple aesthetic is the key to a relaxing time for the client. The inspiration for the decor came from modern, hip, take-out restaurants, such as Pinkberry.

CLIENTELE

Our clientele is split between girls in high school (there is a school just down the street from the salon) and women in their 30s and 40s who have extra time on their hands while their kids are at school. Clients usually spend \$20-\$30 per visit and one and a half to two hours at a time in the salon. Recently, we had our first male client! He came in because his nails were so brittle, they hurt his fingers when he typed. He ended up with a matte clear finish.

IN-DEMAND SERVICE

Our most popular service is the DIY Gel Manicure. Clients do everything themselves from start to finish! It's \$11.95 for the first hour and every 15 minutes after that is \$2.45. The service includes all of the glitter/hologram rhinestones that clients want. We even have Swarovski crystals and imported items from Japan available for use. Our clients absolutely love



the creative freedom that they have in this service. We also cater to the nail professional with education. Experienced techs or those just starting out can come in and hone their skills or add to their repertoire. In addition to standard classes, we offer certification classes and private workshops.

THE GOODS

In the salon we use Akzéntz, Artgenic and Presto. We chose these brands because they are 100 percent gels and are free of solvents. They're also odorless and include many high-quality colors. Additionally, we retail to professionals. We sell tools, such as brushes and lamps, as well as the large assortment of gels we carry. Our best-selling product is Akzéntz Shine On top coat gel.

SOCIAL MEDIA

Instagram is our most successful and interactive social media channel. The simple concept of sharing pictures or short videos is perfect

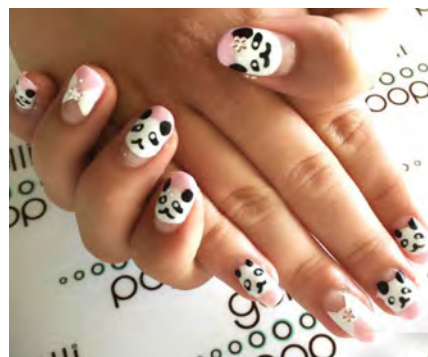
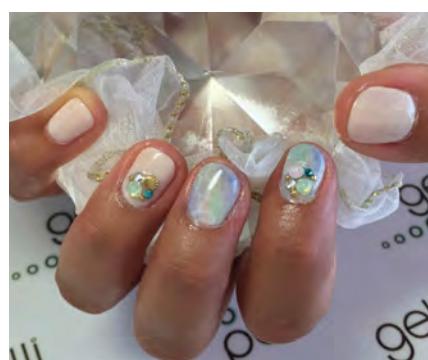
for a visual business like ours. It's amazing how much feedback and participation we've garnered since we started using social media. Not only are we connected to clients and potential clients, it's also a great way to connect with other salons and techs that have a similar vision. We all inspire each other and that's a great way to keep things fresh.

PRAISE

For me, there's nothing like seeing a client's face light up with pride and accomplishment. I love hearing that she's happy with her nails, and you can see how proud she is that this was a product of her own effort.

ADVICE

The most important piece of advice I can give is to be original. It's essential to be different from other salons, especially in your area. Don't put profits first; sharing knowledge and tools is much more crucial. Also, be patient and always put in maximum effort (the results will come). And lastly, have fun!



IN THE BAG

Veteran competitor and two-time NAILPRO Cup Team winner John Hauk offers his tricks and tips for packing your kit like a pro.



Competing is more than just doing your best work on the competition floor. A strong competitor knows how to pack wisely and always finds a way to safely transport his or her materials to the competition site. Although I no longer compete, (I am currently the artistic director for Entity Beauty), I've won several nail competitions around the world and I developed a safe and efficient way to travel with my supplies.

1 Make a list. My competition preparation always started the night before. Before I began packing, I read the competition rules several times. Competitors are only permitted to use certain products on the competition floor, so packing unnecessary or extra items is a waste of space. Unfortunately,

multi-purpose products aren't permitted in competitions as competitions are designed to make you go the extra mile to produce your very best work. Once I fully understood what items I could use, I made an extensive list of everything I needed—brushes, towels, lamps, etc.

2 Bag it up. Whenever I traveled for a competition, I carried all of my competition supplies in a soft duffel bag. I stored my liquids in clear Ziploc bags and wrapped all of my products with bubble wrap to prevent them from breaking inside in the bag. I recommend using clear bags to store your products for easily visibility. That way, you won't waste any time searching for an item. I also advise that you fill in gaps in your bag with a towel to absorb any impact on your luggage.

(Top left) A set of nails I created for a Stiletto Nail competition in 2009; creating a set of pink-and-whites at the 2009 Premiere Orlando show.

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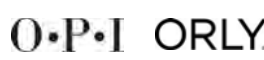
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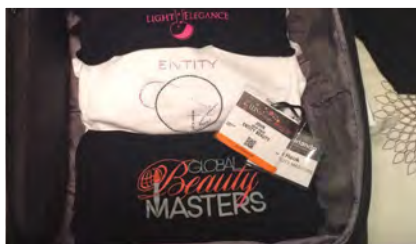
3 Check your luggage. Always check your luggage before your flight. I used to travel with a 29-inch suitcase and would place my competition bag inside. I stored my clothing, accessories and toiletries inside the other half of the bag. I never checked my acrylic brushes; I kept them with me at all times. Throughout all of my competition years, the airline only lost my luggage once! I was traveling to Austria for a world championship and didn't get my luggage back until after the competition was over. Needless to say, I quickly realized how important it is to keep my brushes with me on the flight. If something happens to your luggage, you can always buy replacement product at the trade show or at a local beauty supply store, but you can't train a new brush in such a short period of time.

4 Transport your own materials. I have never allowed anyone to help me carry my materials to the competition site. I believe that every competitor should carry his or her own supplies to ensure that all items get to the competition safely. I recommend that competitors arrive at least two hours before the competition starts to set up their workspace and work out any mishaps. Your table set-up should be very simple and organized systematically in the order of the competition. Trust me: You will be more efficient if you're organized.

5 Be prepared. Surprisingly, competitors often forget the most basic things. (Competitors even forget to bring their models. True story!) Go through the day step by step to ensure that you have everything you need. I never felt the need to bring any backup products with me because I prepped properly and double-checked all of my supplies. As soon as I arrived, I'd go through my competition bag and verify that all of my supplies were still intact. If something was missing or damaged, I would go out and buy what I needed before the competition. (Be sure to always have acetone on hand—it's a cure-all for all kinds of mishaps.) If you start a competition organized with a great table set-up, you've already found the winning formula!

—John Hauk, as told to Taylor Foley

(From top) Tom Holcomb and I at the 2003 Nail Olympics in Las Vegas; cleaning up my table after winning first place in the Longest Nail event at IBS Las Vegas 2013, my last competition.



My packed competition bag (top) and my table setup.

Kit Wit

John Hauk's packing list for the Sculptured Nail competition.

- 1-ounce containers of pink, white, spa white and clear acrylic powders
- 2 acrylic brushes
- 15 sculpture forms (5 forms for the competition, 10 extra forms for backup)
- 2 monomer dishes (1 dish for pink and clear powder and 1 dish for white powder)
- 2 180-grit files
- 1 180/240-grit foam file
- 3 1000/4000-grit buffer
- 1 1-ounce bottle of acetone
- 2 table towels
- 1 1-ounce bottle of nail prep
- 50-watt spotlight table lamp
- 1 bottle of red cream polish (I created a custom shade to achieve a full-coverage red hue)
- 1 microfiber towel
- 1 small pillow for the model's forearm



THE CASE FOR CREDIT

Everything you've always wanted to know about credit cards
(but didn't know to ask).

By Liz Barrett

THEY SAY CASH IS KING, BUT IT'S HARD TO IGNORE THE MORE THAN HALF OF AMERICAN CONSUMERS THAT PAY WITH CREDIT OR DEBIT CARDS—AND THEIR CELL PHONES. According to a recent Gallup poll, just 29 percent of Americans claim that they don't own any credit cards, while the average number of cards for those who do is 3.7. "For a nail salon to be expected to compete, it's imperative to accept credit cards," says Jeff Grissler, co-author of the *Ready, Set, Go!* series of salon business-building books. "People just don't carry cash as readily as they did 10 years ago."

PHOTOS: (TOP) GETTY IMAGES PLUS/NOMADSOL/ISTOCK

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A 2013 Federal Reserve Payments Study shows a detailed picture of long-term payment trends in the U.S. from 2000 through 2012, and notes that check use has declined more than 50 percent since 2000. Additionally, the noncheck portion of noncash payments, which includes credit cards, has more than tripled from \$30.5 billion to \$104.1 billion! Furthermore, two-thirds of non-cash payments made in the U.S. by 2012 were made with a credit card. "Roughly 85 percent of our clients use credit cards versus cash," says Kyla Porter, owner of Pink Toes Nail Bar and Spa in Dallas. "With credit cards there's less ambiguity when running the register and less human error."

According to the Small Business Administration, the convenience of using credit cards generally increases the likelihood of consumer impulse purchases, which ultimately contributes to an increase in a business's average sale. "Let's pretend two women go to the salon together, and one has cash and the other has a credit card," says Grissler. "The first one only has \$25 in cash on her and receives a manicure for \$20. When she gets to the counter, the tech tries to sell her a polish, but she needs to leave a tip with the rest of her money. There's no way for her to purchase the polish." The takeaway? It's much easier to upsell products and services when you have the flexibility of accepting credit cards.

Credit cards can also act as a safeguard against potential lost business. "In the salon where I worked, we charged 50 percent of the service fee to clients who missed their appointments without canceling," says Janet McCormick, co-owner of Nailcare Academy based in Fort Myers, Florida. "Many techs don't want to push taking a credit card from clients because they're afraid they won't come back or they'll be resentful. But, if they're not going to show up, they're not good clients anyway." Here's the lowdown on how to make credit cards work for you.

*The convenience of
using credit cards
generally increases the
likelihood of consumer
impulse purchases,
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contributes to an
increase in a business's
average sale.*



Credit Choices

Nail salons have three choices when it comes to credit card processing: a **point-of-sale (POS)** system, which includes a terminal, cash register and card scanning equipment; a **credit card terminal**, a small piece of equipment used only to swipe or key in credit cards; or a **mobile credit card processor**, which consists of a card reader that attaches to your phone or tablet and lets you swipe cards from the mobile device.

Keep in mind, the POS and credit card terminal options also require the addition of a merchant account. If choosing to use a merchant account service, you can rent or purchase your card processing equipment, which is available at varying costs from many reputable providers. (Note: If renting or leasing equipment, ask about possible early termination fees.) Additionally, while a merchant account can provide a one-stop-shop for equipment and software, ask

TO TIP OR NOT TO TIP?

"On a recent visit to a salon, I was told I couldn't add my tip to my credit card total," says Jeff Grissler, co-author of the *Ready, Set, Go!* series of salon business-building books. "But all I had on me was three dollars in quarters!" According to Grissler, tax purposes could be one reason salons don't accept tips on credit cards—but it's not a good one. No matter how you handle tips, whether you're a salon owner or work as a tech within a salon, you'll need to claim tips as taxable income. "As a sole proprietor, there are no tax benefits to separating tips from service sales," says Amy Becker, nail tech and owner of Masterworks by Amy Becker. In fact, several issues may arise when *not* allowing tips on credit card payments. First, you run the risk of shorting your techs on tips; as Grissler points out, many clients are not carrying enough cash to cover a tip. Second, you can alienate a customer when you tell her at the end of a service she must do something different from what she's accustomed to doing, i.e., pay in cash versus with a card. Finally, if you are asking that tips be paid in cash in order to avoid fees or taxes, you can potentially (and unintentionally) come across as a penny pincher.

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about fees that are associated with the service; for example, monthly fees can range from \$0 to \$15 per month, per transaction percentage fees can range from .9 percent to 2.5 percent, and transaction fees may range from \$0 to 25 cents. Keep in mind, these fees add additional costs onto *every* transaction. "The first place you should look for a credit card processor is where you do your banking," advises Grissler. "Some of the bigger banks may have a credit card processor that you can tie into your banking and your rates should be lower than going to an independent credit card processor. This also gives you leverage if you ever want to expand, because they'll already know everything that you do in your business."

Mobile credit card processors, such as Square, Braintree and Spark Pay, offer the added benefit of mobility by letting users process credit cards at the front desk or at the nail technician's station with a phone or tablet. What's more, the setup costs and monthly fees are nonexistent, but those are replaced by a per-swipe fee; i.e., Spark's fees are 2.65 percent versus a 2.9 percent fee for Braintree.

"I don't recommend buying or renting a machine when there are so many apps, such as Square," says Amy Becker, nail tech and owner of Masterworks by Amy Becker in Cedarburg, Wisconsin. "These apps don't require a monthly fee or per purchase charge and have approximately the same percentage per swipe as other options. The only stipulation is that the charge must be over \$1." Tina Alberino, a beauty industry consultant based in

"If you want to be in business, whether small or large, the correct way to do business is by accepting credit cards."

Tampa, Florida, and author of *The Beauty Industry Survival Guide*, agrees, saying, "With merchant services like Square giving card readers to users for free, there's no reason to pay for a machine at all."

Porter says that she chose Square mostly because of its functionality and the ability to show the client photos of the salon's services alongside its pricing; she says that she can turn around her tablet and simply point to an image of an item or service she wants to upsell. "It shows that we're technologically savvy," says Porter, who adds that Square also allows the salon to solicit feedback from clients after services. "Around 50 percent of our clients respond to the feedback form that's sent with their receipt," she says. "It's a free service and you can choose who in the salon sees it. We [send the responses] to everyone so we can share in the success or work to improve."

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Fee Facts

According to nail professionals, it's best to build the fees associated with credit cards into your service prices and not add them on to a guest's bill as a separate fee for using a card for payment. "Credit card processing is a cost of doing business," says Alberino. "That cost should be calculated when determining the salon's overhead and factored into the service and retail prices." In fact, surcharging is actually illegal in several states. "In the U.S., several states prohibit merchants from imposing a surcharge on customers for using credit cards, including New York, Texas and Massachusetts," says Andrew R. Johnson, public affairs manager for American Express.

Credit cards can also make the work of bookkeeping easier. According to Alberino, your processor will send you statements, and most salon management software systems have the capability of integrating the sales data. "Additionally, you're less likely to be selected by the IRS for auditing, as cash-only businesses run a higher risk of being investigated," she says, adding, "Having less cash in the salon makes you a less appealing target for robberies and makes employee theft more difficult."

Security Counts

Once you've worked out how to process credit cards, you'll also need to consider how to keep your financial data—and that of your clients—safe from theft. That's where the Payment Card Industry or PCI compliance comes in. The Payment Card Industry Data Security Standard (PCI DSS) was designed to minimize the chances of customer data breaches. PCI compliance means that

PHOTO: GETTY IMAGES PLUS/BERNARDAS/ISTOCK



“Many times, salon owners will store credit card data for clients to either secure the appointment, prepay appointments or charge cancellation fees in the event of a no-show.”

you, as a business owner or individual tech, never store credit card information, magnetic strip data, PIN numbers or anything else that could compromise your customer's financial data. The PCI Security Standards Council (pcisecuritystandards.org) offers an

online self-assessment to help you find out if you are currently PCI compliant, including questions you should ask prospective POS vendors about the security of their systems.

“Many times, salon owners will store credit card data for clients to either secure the appointment, prepay appointments or charge cancellation fees in the event of a no-show,” says Alberino. “Keeping this data is illegal unless you're using a PCI compliant management system that obscures the data from you.” Make sure that the software you're using to store your clients' credit cards is using the proper PCI compliant encryption technology and be ready to prove it if a client asks.

Additionally, before beginning any credit processing option—whether POS, credit card terminal or mobile payment option—consider your client's needs. You may find that it makes the most sense to run all transactions through a central terminal at the front desk, or, if you have several independent techs, the mobile option might be a time saver for everyone. The bottom line, according to Grissler, is to start accepting credit cards if you aren't already. “If you want to be in business, whether small or large, the correct way to do business is by accepting credit cards.”

Liz Barrett is a journalist in Oxford, MS.



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As artists, most nail techs likely identify as right-brain thinkers, relying on their creativity to conceptualize and execute innovative digit designs. But business acumen is an essential component to successful entrepreneurship, too. If your left-brain tactics leave you wanting more, follow these money-saving tips from 10 savvy industry pros who have found ways to combine both sides of the cranium in a happy alliance of artistry and practicality.

THE ART OF SAVING

By Francesca Moisin

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Model is wearing "Red-Warrior Pose"



CATHERINE WONG

general manager
and master trainer
of Ecsalonce Pte,
Singapore

“Be product-savvy. Use gels in pots rather than bottles to custom-blend colors, instead of buying every individual rainbow hue. Gels in pots also boast stronger pigments, so they’ll do double duty for nail art. Also, I buy lint-free paper towel rolls en masse when they’re on sale, and then cut them into squares for use as wipes. You’ll be surprised at how much cheaper they are than brand-name versions. Plus, training staff to use electric files not only increases productivity by speeding up work, but it also saves on acetone that would otherwise be used to soak off enhancements.”



Estimated Amount Saved:

“Thousands of dollars. My motto? Don’t be penny wise and pound foolish.”



KIMMIE KYEES

celebrity manicurist and
21-year nail professional,
Los Angeles, CA

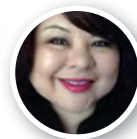
“I used to make handmade foot scrubs when I first started doing nails in L.A. I’d buy organic sugar at Trader Joe’s and mix it with grape seed or almond oil. To this day, I still **buy in bulk**. Large quantities of tinfoil and oversized packets of cotton squares can be cut into custom-size gel-removal packets. And refilling small lotion containers from a larger tub is a practice that’s both economically sound and environmentally friendly.”



Estimated Amount Saved:

“I’ve saved thousands of dollars over the years—and a little of the environment by decreasing my carbon footprint bottle by bottle!”

“Brands offer loyalty programs to show customer appreciation, so **take advantage of all that your supply house provides**. Many issue cards that reward with free items following a certain amount of purchases or fringe-benefit initiatives, such as the one from SalonCentric, which equate to secret sales each month—you just need to sign up! Some business owners groan about giving out their emails, but it’s insane to not take advantage of gratis nail-polish remover, cleanser, nail oil or lacquer offers. If you don’t want solicitations in your regular inbox, create an account especially for promos.”



HILLARY FRY

salon and session
manicurist,
Shorewood, WI

Estimated Amount Saved:

“Approximately \$3,500 in the past year, from a combination of VIP programs and bulk buying.”



JILL WRIGHT

owner of Jill’s:
A Place for Nails,
Bowling Green, KY

“Income is your biggest wealth-building tool, but it’s not all about how much you make—it’s also about how much you save. **Invest back into your business** by mastering the difference between a ‘want’ and a ‘need.’ If your washing machine dies now, but your local home-goods store is having a big sale in two months, wait until the appliance gets marked down before replacing it. Funds saved on clearance items will more than compensate for quarters spent at a public laundromat in the meantime.”

Estimated Amount Saved:

“Untold thousands by doing business this way throughout the years.”





PATTIE YANKEE

celebrity nail artist and owner of Pattie Yankee Manibar in New York, NY, and Patricia's Nail Sanctuary in Deer Park, NY

"I'm thrifty. My salon is small, so I launder my own towels. I've also found that dental bibs make incredible station covers; their plastic backs guard against product drip. Ordering from a wholesale dental supply company also makes them exponentially cheaper than standard industry table towels. Finally, I charge yearly fees for personal nail file kits. This allows me to replace clients' equipment as needed—and they love only having to worry about costs once a year."



Estimated Amount Saved:

"Between \$250 and \$500 each month, by dutifully following smart scrimping practices."



JAIME SCHRABECK

owner of Precision Nails, Carmel, CA

"Focus on what's essential, then eliminate unnecessary procedure steps, and don't purchase anything not directly related to your work. At the same time, **prioritize client health and safety by not skimping on disposables**, such as single-use buffers. Finally, calculate how much you spend in product costs for every service, and strive to keep those figures down to less than 10 percent of the total price."

Estimated Amount Saved:

"By remaining vigilant, I'd guess I save more money every year than some nail professionals earn."

ADELINE SARINO

director of nails, Red Door Spa, Stanford, CT

"Switch to LED lighting in the salon."

It's cost-efficient, uses less energy and lasts longer than traditional incandescent bulbs. Create a beverage station with flavored water—which has the additional perks of cutting down on plastic bottle waste while offering clients a creative way to stay hydrated. Have a colleague who lives nearby? Carpool! That will eliminate unnecessary gas and toll fees. Just remember to take turns, so that each person benefits. And make lunchtime fun by hosting salon potluck parties where every employee takes a turn bringing in a favorite home-made dish for all to share. Not only is this festive, but you'll be surprised by how fast a piggybank grows when you're not always dining out."



Estimated Amount Saved:

"Shifting to LEDs alone can save hundreds of dollars a year; combined with the benefits of packing snacks and making coffee at home."



ROBERT NGUYEN

co-owner of House of Polish,
Beverly Hills, CA

"When supplying a whole salon, you want to purchase non-perishable goods—files, buffers, acetone, cotton, toilet paper, napkins, coffee, tea—in bulk, since there should be a price break and they're items you're guaranteed to use. Think of it as a Costco trip for nails. Secondly, sign up and save. Sometimes **online sellers will offer discounts of 15 percent to 20 percent if you subscribe to specific items.** On a case-by-case basis, individuals can conserve by being trained to use the right amount of product. (For instance, how often do we over-pour monomer?) If you can cut the cost per manicure by 50 cents a month, you'll be left with an extra \$150 in merchandise savings alone."

Estimated Amount Saved:

"Within the first year of being in business, I believe we easily saved over \$20,000 just from strategic buying, energy-efficient appliances and not being wasteful."



LAURA MERZETTI

owner of Scratch
My Back Nail Studio,
Ajax, ON, Canada

Estimated Amount Saved:

"Close to \$500 a year."

"To save on shipping costs, I try to buy all supplies from one or two online retailers that provide free shipping for large purchases. And here's a tip that's actually *made* me money: **Use an online booking system for clients' appointments.** It automatically sends reminders 24 hours before any scheduled service—a feature they'll appreciate—and includes a mandatory credit card capture field for new customers, which can virtually eliminate the occurrence of last-minute cancellations. The cost of this service, per month, is covered by one manicure appointment."



VALERIE GRIGGS

founder and CEO of 20 Lounge with locations in San Diego, CA, Scottsdale, AZ, and Manhattan Beach, CA, opening spring 2016

"Take steps to **instill a system of portion control** and standardize the amount of product used per service. For example, opt for lotions with pump bottles, which cut down on accidental squeeze-bottle over-dispensation. Or, take a cue from big corporations and send materials out to bid to several companies. Quote your anticipated monthly volume to potential suppliers and challenge them to win your business by naming the right price. When it comes to utilities, take a look at necessities—because there's no need to waste funds on four phone lines when a front desk associate can only handle two simultaneously!"

Estimated Amount Saved:

"By examining supply usage, creating standard quantities for each service and shopping around for the best price on products, we save almost \$500 per month."



Francesca Moisin is a New York-based journalist and the author of *Phasmantis: A Love Story*.

GETTY IMAGES PHOTOS: (CLOCKWISE FROM TOP) JOHN LAMB/DIGITALVISION; WAVEBREAK/ISTOCK; ARMANDO SANCHEZ

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


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Fixer Uppers

You may already know the issues that most commonly plague your clients' natural nails—but, more importantly, what are you doing about them?

As a nail professional, it's not enough to simply use your powers of observation and silently note any nail conditions. Why not ask questions about the issue during your consultation, such as, "How long has this been a concern?" Allow those issues to guide your procedures and protocol during services and then (cha-ching!) retail appropriate products for home care. You'll not only improve your client's in-salon results, you'll gain a loyal client for life once she witnesses the boost in her overall nail health. Start here with this primer detailing some of the most common nail-compromising culprits and how you can help.

The why, when and how-to for fixing five of your clients' most common nail complaints.

By Tracy Morin





Nail Biting

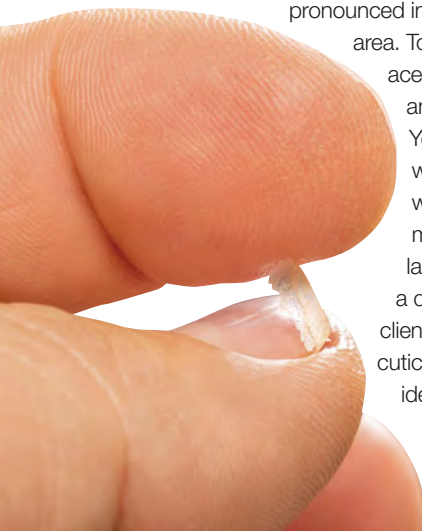
Also called onychophagia, nail biting may affect up to half of all teens—though it can occur at any age, notes Adriana Schmidt, M.D., a dermatologist at the Santa Monica Dermatology Group in Santa Monica, California. This compulsive habit has a host of ugly side effects: damaged cuticles, inflamed skin around the nail and, in some cases, deformed nails, according to Maral Kibarian Skelsey, M.D., director of dermatologic surgery at Georgetown University Department of Dermatology in Washington, D.C.. Her recommended treatment: Regular application of a bitter-tasting nail polish, which often contains denatonium benzoate, helps deter clients from chomping away at your handiwork.

Weak Nails

Soft or brittle nails that easily crack, chip, split or peel are quite common, but there isn't always an underlying cause. Often it's the result of contact with moisture. "When hands are immersed in water, the moisture content of nails increases and, as a result, the nails become soft. This excess water is quickly lost upon exposure to a dry atmosphere," Schmidt explains.

"Repeated wetting and drying leads to a lack of adhesion between the cells of the nail plate and splits develop." What's more, splitting may be more

pronounced in longer nails, which have more surface area. To help, techs can trim nails short, avoid acetone or acetone-based polish removers and apply nail hardener, Schmidt suggests. You may also consider recommending waterless manis to these clients to avoid worsening the issue. "Then, retail a deeply moisturizing hand cream with glycerin, lactic acid or urea," she adds. Additionally, a quality cuticle oil is advised and, at home, clients should apply the cream and oil to the cuticles and rub it in daily. It's also a good idea for clients who are susceptible to weak or splitting nails to wear gloves when working with water or chemicals.



Nail Yellowing

A range of triggers can cause yellowing of the nails, says Skelsey. Most commonly, dark polishes, medication or occupational exposure, although yellowed nails can be a symptom of more serious issues, including nail fungus. "Another common cause includes excessive smoking, since nicotine stains nails," Schmidt adds. To protect nails from yellowing, always use a good base coat before applying polish to provide a layer of protection from dark colors. If you want a DIY solution, "hydrogen peroxide and baking soda may lighten the nails," suggests Schmidt. Mix them together to form a paste and use a clean toothbrush to scrub the surface of the nail plate. If, however, you suspect a fungus is present, skip the manicure and send your client to the doctor ASAP!

PHOTOS: (CLOCKWISE FROM TOP) GETTY IMAGES/PIERRE BOURRIER/IMAGE BANK; ARMANDO SANCHEZ; PATRICIA QUON-SANDBERG; GETTY IMAGES/EXCLUSIVE VISUAL/ISTOCK

Nail Ridges

Think of ridges as nail wrinkles. "Vertical depressions or striations along the length of the nails are usually a normal consequence of aging and are common in healthy people," Schmidt says. If there's only a single depression in the nail, however, this may be due to an individual picking the nail or other trauma at the nail matrix, she says. Like wrinkles anywhere else on the body, vertical ridges aren't likely to go away completely, but nail techs can help camouflage the issue with ridge-filling base coats or gels. It's important that you don't attempt to file the nail smooth; excessive filing will thin the nail and compromise its integrity.



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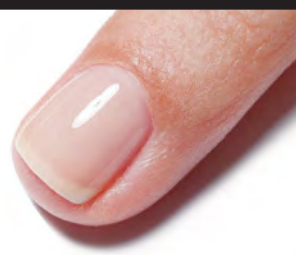
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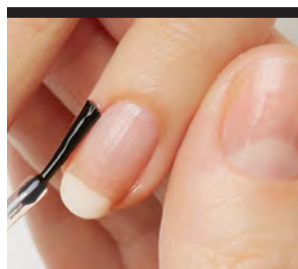
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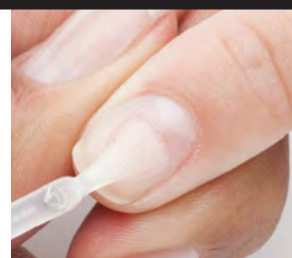


5



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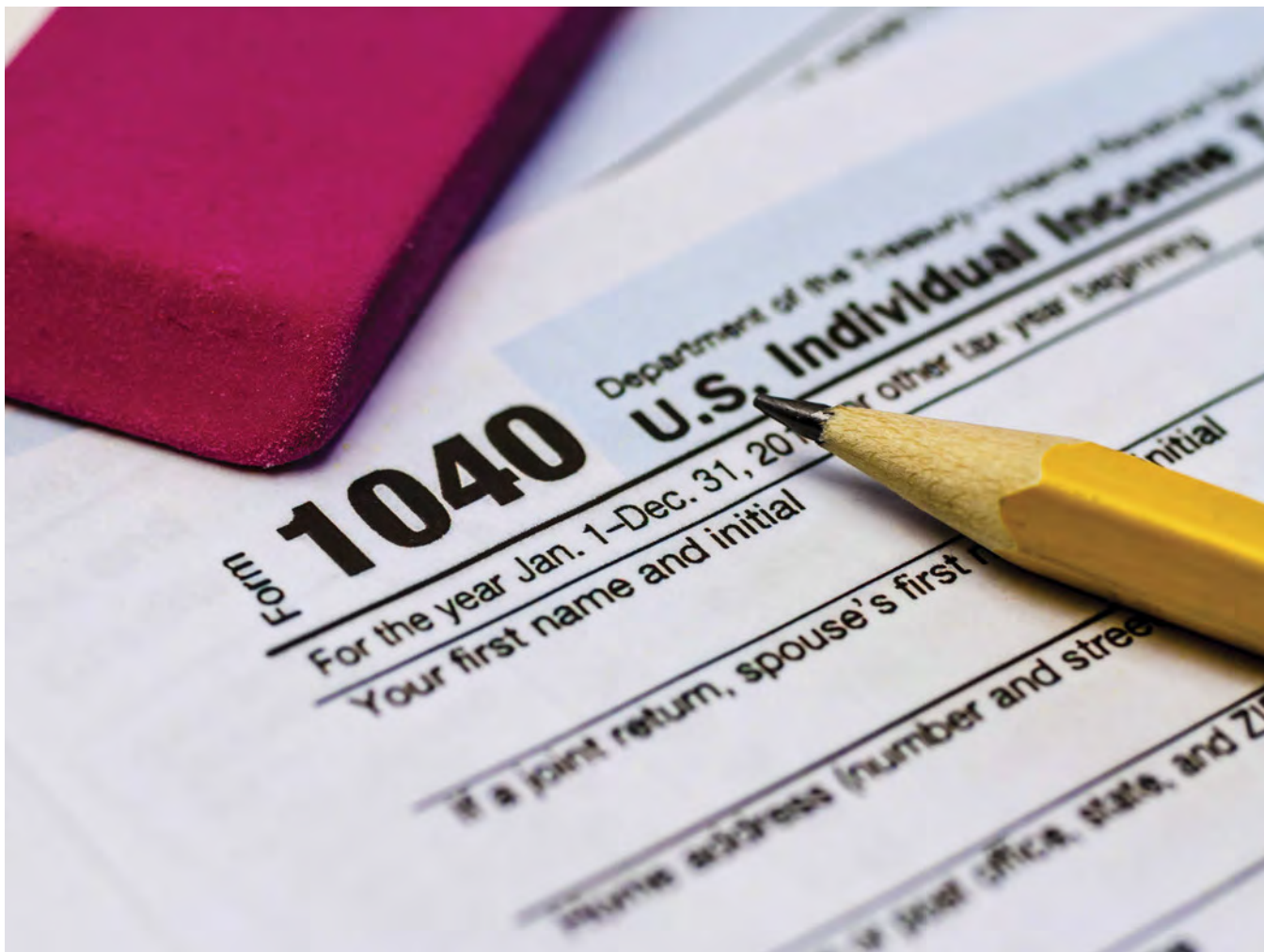


6



7





Get tax-savvy
this season
with 6
essential tips
from those in
the know.

File with FINESSE

By Katie O'Reilly

You may be in the business of art and style, but when's the last time your finances got a makeover? With the 2015 tax deadline looming, NAILPRO set out in search of the best ways to maximize your returns and avoid the dreaded IRS audit. We talked to seasoned salon pros and tax specialists about smart strategies for categorizing receipts, classifying businesses, making deductions and more. Read on for an easier, breezier tax season!



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Your relationship with your accountant is as important as the one you have with your doctor.



1 Find a TRUSTED ACCOUNTANT

Marita Durham, who's owned In the Nails Day Spa in Huntsville, Alabama, for 26 years and counting, says that if you're a salon owner or independently contracted nail tech, your relationship with your accountant is as important as the one you have with your doctor. "It's the person managing your money and interfacing with the federal government," she explains. "If you have any kind of volume at all, find a good accountant, meet regularly and don't be afraid to ask questions about deductions, forms and tax law—even if they sound silly in your head. That's what CPAs are there for!" So, what do you look for in a tax pro? Jaime Schrabek, who has owned Precision Nails in Carmel, California, for more than 20 years, recommends finding one who's fiscally conservative. While some accountants may promise huge returns, be wary if it sounds too good to be true. "Check to make sure his or her clients don't get audited on a regular basis," she says.

Once you've found a good match, Andrew Poulos from Poulos Accounting and Consulting in Tucker, Georgia, advises consulting with your tax professional regularly—or at the very least, midway and three quarters of the way through the year. "That way," he says, "you can plan for taxes, review how your business is doing and be aware of opportunities to capitalize on." An accountant can make sure that you're taking advantage of all applicable tax credits, says Mark Luscombe, principal tax analyst for Wolters Kluwer Tax & Accounting in Riverwoods, Illinois. "For example, there's the Work Opportunity Tax Credit, which grants breaks to those employers who hire disadvantaged workers, such as those on welfare or veterans," he says.

Durham adds that having an accountant also makes it easier to get your taxes done quickly and correctly. "Don't wait until four months into the year," she advises. "Get your stuff together as quickly as you can, because the sooner you know how you did, the sooner you can analyze your profits and losses and figure out what is and isn't working—and the better off you are."



2 ORGANIZE YOUR RECEIPTS Throughout the Year

Yvette Best, CEO of Best Services Unlimited in Fayetteville, Georgia, advises many of her professional nail clients to keep three plastic boxes for receipts—in the salon, in the car and at home. "Anytime you get a receipt, write down what it's for on the back and drop it

into the box," she says. "You can always reconcile the receipts into a filing system based on expense categories later." Durham keeps file folders for that express purpose next to her work and home desks and also in the car, reasoning, "I'm usually out and about when I purchase something, which is why I keep a credit card expressly for business expenses. That way, if I do lose the receipt, then I can easily track the purchase on my statement." Schrabek relies on Quicken software to track her finances. "I recommend designating at least one weekly half-hour session to go through your receipts and update your reports," she says.

When it comes to organizing your purchases for tax purposes, Luscombe recommends categorizing your receipts based on deductions. "Create electronic or physical folders and differentiate them by capital equipment purchases, materials and supplies, payroll-related expenses, utility expenses and, if you own, building expenses and depreciation." If you're filing your receipts physically, Poulos notes that you don't want them to fade over time. "Buy an affordable scanner and cut out some time on Sunday afternoons to scan all of your receipts and save them electronically, being sure to back them up on the cloud, too," he says. Lastly, don't forget to take account of your check register and credit card statements, says Lisa Greene-Lewis, a Ladera Ranch, California-based CPA. "Never ignore extra deductions," she says. "Tossing out \$100 worth of deductible receipts is like throwing \$30 in the trash. Be sure to include your end-of-year credit card purchases with your 2015 records. Even if you didn't pay until the following year, they are deductible from when you charged them."

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3 Enforce TIP-REPORTING

The IRS is on increasingly high alert when it comes to beauty industry tip income. The prevalence of salon software services like Square and Quicken is making it easier to keep tabs on credit card tips, but if you still deal in a lot of cash, Poulos recommends having all hires sign a contract stipulating the necessity of reporting all tips. "Put it in writing,"

he says. "That way, if the IRS does try to audit you, you'll have proof that employees are at least aware that they need to report tips. It doesn't grant you immunity, but you'll have some legs to stand on." Schrabek's contract informs employees that they could be fired for not reporting (although thankfully, she's never had to do that). It simply reinforces how important it is for both the nail pros themselves and the salon to report tips. "Find salon software that accounts for tips in every

client transaction," she advises. "Pay out those tips every day and then report them as a cash advance for payroll purposes."

Cash is typically king, specifically when it comes to tipping, but you might want to consider eliminating it altogether if you're struggling to keep track of it all. Best says the salons she works with are increasingly phasing out cash altogether from their operations. "A lot are just taking PayPal, credit cards and checks, safeguarding themselves completely," she says. (For a complete credit card how-to, see "The Case for Credit," page 72.)

4 Make Tax PAYMENTS IN INSTALLMENTS

Unlike W-2 employees (i.e. those workers on payroll), business owners don't have taxes withheld from their income. So to avoid penalties, salon owners and 1099 employees (or booth renters) are required to pay estimated taxes throughout the year.

Best suggests making payments monthly. "Think of it like your personal bills that you pay every month," she says. Anyone who expects tax liability—including W-2 employees—should be making estimated payments at least quarterly. "Depending on whether owners are sole proprietors or limited liability corporations, they'll need to make payments according to their specific tax category," Poulos explains. "You can be penalized for not making estimated payments if and when you're supposed to."



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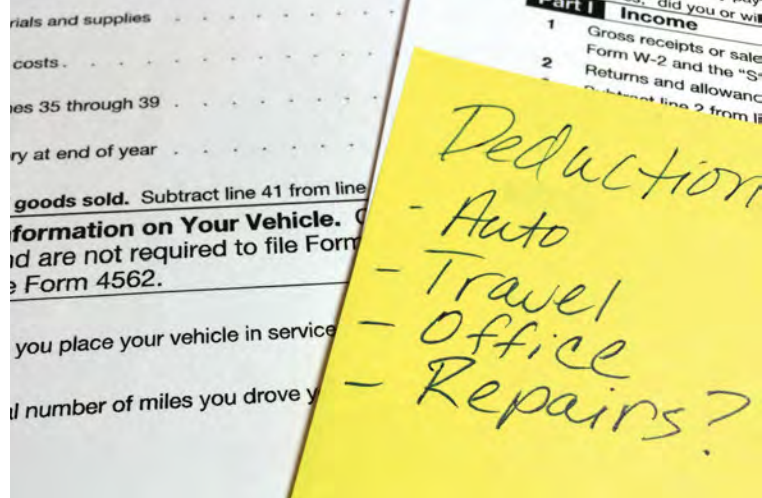
PHOTO: ©GETTY IMAGES/LISA J. GOODMAN/MOMENT MOBILE

5 STAY UP ON TAX LAW and Know What It Means for Your Deductions

You don't have to scour endless legal documents, but it's wise to stay aware of the current federal expensing limit, which tends to change from year to year. "It's based on the Small Business Expensing Election, Code Section 179," Luscombe says. "For instance, in 2015 it stipulated a \$25,000 deduction limit—meaning you could only deduct \$25,000 worth of new equipment and software that was purchased, financed and put into service by the end of 2015. Business owners now need to take stock of all 2016's spending caps and deduction limits, and plan their annual spending accordingly."

Poulos says that your best bet is to talk to your accountant about whether or not it's a good year to buy new chairs or TVs, or to renovate. "If you do renovations in December of a year with a generous spending cap," he says, "it's a good idea to write it all off right away. That way, the value won't depreciate due to future years' unpredictable spending and deduction limits."

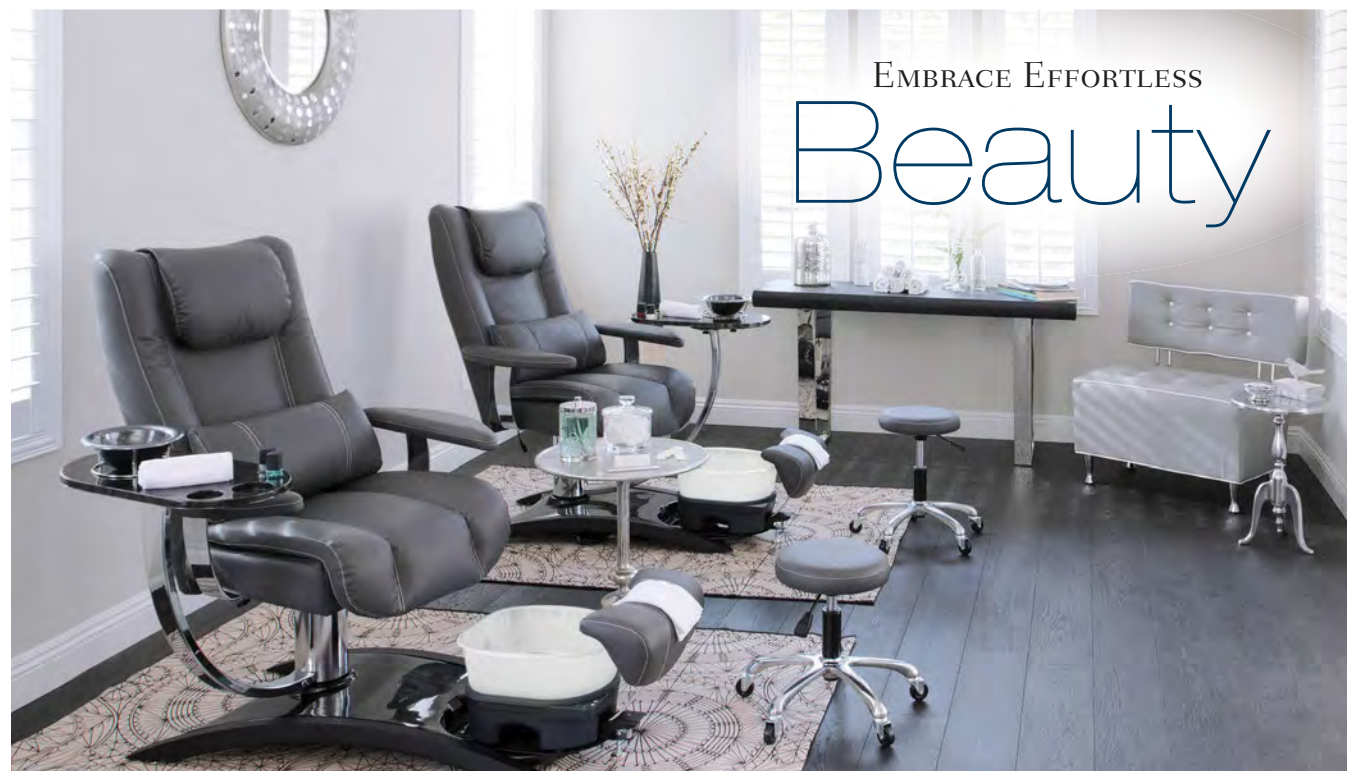
Additionally, salons employing more than 25 staffers must now pay heed to the Affordable Care Act, which mandates that employers provide health care coverage. "There are specific new filing requirements when it comes to reporting the care you're giving your employees," says Luscombe. "For 2015, you could be subject to



penalties for failing to provide coverage or a cash amount that's not necessarily tied to the purchase of health care." Adds Greene-Lewis, "If you're self-employed and paying for your own health insurance, know that it's fully deductible on your tax return, as is your dependents' insurance coverage."

Finally, stay abreast of the IRS' business standard mileage rates, which change from year to year. To that end, Best reminds salon owners and independent contractors to *always* track their mileage. "Ensure that you're deducting all travel related to your business," she says. "You can maximize your mileage by taking business-related trips—say, to pick up salon supplies—to and from your place of business. And if you're seeing clients at home, make sure that the location is exclusively used for that purpose, and then you can take a deduction for the space, as well as for any furniture, supplies, computers and equipment you use."

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6 Treat Booth Renters like INDEPENDENT CONTRACTORS

Nail techs who are W-2 employees can't deduct nearly as much as salon owners. "People try to get creative with deductions, but that only gets them into trouble," Poulos cautions. "Nail techs can only expense equipment and tools if they're buying their own. The owner is charged with keeping track of all overhead expenses, as well as rent, supplies, upgrades and renovations."

When it comes those nail techs who rent space to work in your salon, however, it's important *not* to intervene too much—buying their products, controlling their schedules, etc. Otherwise, the IRS could come in and determine that such workers should be classified and treated as W-2, rather than 1099, employees. "There are about 20 categories the IRS looks at to determine the nature of the employment agreement, but financial control is the biggest consideration," Luscombe says. "Do your independent contractors earn money from other sources? Do they have customers separate from your business, or is your salon their only source of revenue? If so, you may want to look into reclassifying them as W-2 employees."

Durham, who works with several independent contractors, provides "basics" including paper materials, lighting and phone service. "Just make sure that you build all of that into the rent charged and that you're covering your expenses," she says. "At the end of the year, if you look at your P&L statements and find that you're losing, you



need to figure out where that loss is coming from."

If you are the booth renter, Best recommends creating an S corporation for yourself, rather than remaining a single-member LLC. "Many independent contractors don't want to bother because it involves a lot of paperwork, but it's always better to be a corporation—you can cut many of your taxes in half and you're allowed more deductions," she says. "Plus, corporations are audited less frequently."

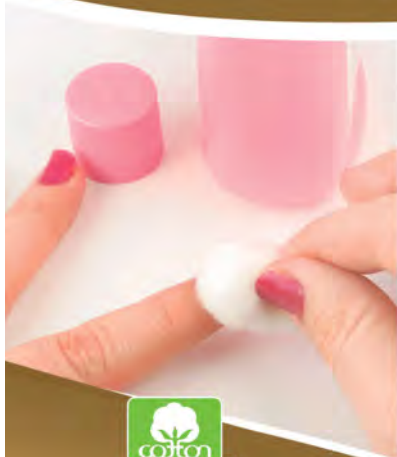
No matter your classification, role in the salon or tax bracket, our experts are in unanimous agreement about the most important thing you can do for yourself and your finances: maintain good record-keeping! If your records were less than stellar in 2015, now's the time to find a system that works for you, and resolve to stick to it throughout 2016 and beyond. ↓

Katie O'Reilly is a writer and editor in Wilmington, NC.

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LIQUID, POWDER & PROFIT

Gel polish over short, natural nails has been the rage for a while, but the tide is turning back to acrylics. “Right now our clients are coming back wanting their nails long again,” says Jeany Perez, educator for OPI. Does that mean you can soon expect to swap your gel polish revenue for liquid-and-powder profits instead? It doesn’t have to! Double-up and turn a client’s primary gel polish service into a shiny upsell on a brand new set of acrylic enhancements.

By Leslie Henry

PHOTO: BROOKS YOLA





Acrylics make a great base for a client's staple gel color and are the perfect canvas for nail art.

Known for strength and durability, acrylic nails are created using a two-part system that consists of a liquid monomer and powder polymer. When mixed, a chemical reaction solidifies these components into a hard material that can be filed and shaped into the perfect nail. Acrylic continues to harden over a period of 48 hours, yet can be soaked off in acetone—an attractive feature for clients who shy away from traditional hard gel. If you haven't used acrylic in a while, it's important to take

a quick refresher class, says Perez—it's worth it! Acrylics make a great base for a client's staple gel color and are the perfect canvas for nail art. Here, our experts explain which clients are good acrylic candidates and share their best advice for making the switch to this profitable service.

Converting Clients

Who makes a good candidate for acrylic enhancements? Surprisingly, most clients do. Acrylic is an especially good fit for nail biters or clients who are hard on their hands. Another important consideration is maintenance. Is the client you're servicing one of your proven regulars? If not, can she commit to coming to the salon every two to three weeks for

fills? Like all enhancements, poorly maintained acrylics can lift, introducing a host of problems from mold to fungus, and make an irresistible target for biting and picking. Make sure your client understands the time and cost involved in keeping her acrylics looking great.

Another challenge you might encounter when suggesting acrylic to a client is the lingering public perception that acrylic is dangerous or harmful to nails. The reality is that most acrylic mishaps can be traced to improper removal (tearing them off at home!) and the use of a now-banned product called MMA, which bonded too aggressively to the natural nail and was difficult to maintain without harming the natural nail plate, explains Greg Salo, president of Young Nails. Today's products are much softer to file and gentler to the natural nail.

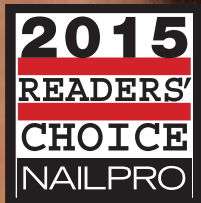
For clients who are on the fence, offer to do one nail for them for free at their regular appointment. "Usually that does the job!" says Perez. If a client is currently wearing another type of enhancement, Allie Baker, EzFlow brand ambassador, recommends removing all pre-existing product and starting fresh. If that's not possible, file the prior product down so it's very thin before applying the acrylic overlay.

The Profit Potential

Acrylic pricing will vary depending on the location of the salon and tech experience. Full sets can range from \$25 at the very low end to \$100 and up for extreme shapes or extra art. To be profitable, a basic full set should take about an hour and a basic fill should be completed in 30 to 45 minutes, depending on the condition of growth. Remember though, time is money! If a client has special requirements that take you beyond your standard service time, take that into account when you calculate your service charge, says SuperNail global educator Terry Burciaga. Most techs in the industry can charge from \$1 to \$2 per minute, so if an extra-long set always takes you 10 more minutes than average to fill, charge \$10 or more for that length.

Even if the client isn't after length, acrylic can be used to mask natural nail issues that are impossible to correct with a regular manicure. Something as simple as reshaping a nail that tends to curve significantly opens up a world of up-selling opportunities. "Everything can be offered a la cart," says Salo. "Almost any and all art, gel and embellishments should be used to create a more diverse and deluxe menu of acrylic services." Additionally, you can offer traditional pink-and-whites, a great option for clients with discolored nails who want a natural look, and, for those clients who are used to the manicure "experience" with massage and heated mitts, offer a mini-mani as an acrylic add-on service.

Leslie Henry is a business development executive, licensed nail technician and the blogger behind workplaypolish.com.



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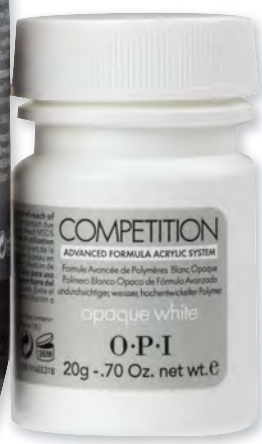
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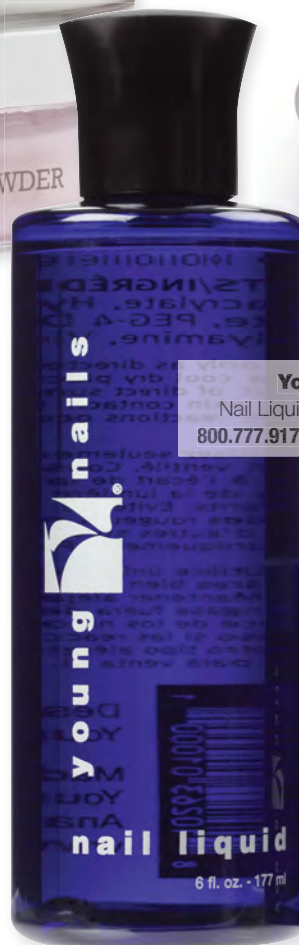
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TRENDFOCUS

When it comes to finding nail art ideas, clients can be a little naïve. As they hunt for inspiration on Pinterest

and Instagram, clients gravitate toward what's trending—without taking into consideration if that style fits their particular nail shape or daily routine. That's where *you* come in: A good tech knows that there isn't a one-size-fits-all approach to nail art. To wit, we asked five nail artists to create three interpretations of the top nail art trends. Here, their unique creations for every client, along with step-by-step instructions to recreate the designs.

By Taylor Foley



THE TREND: Negative Space

Whether your client wants a single stripe of polish or a more complex geometric design, negative space nail art delivers. "It's a great way to show off a healthy natural nail and echoes the cut-out fashion trend," says celebrity manicurist Miss Pop, who has created an array of peekaboo designs both on and off the runway. "Plus, it's easy to achieve at any skill level and allows techs to create elegant designs with a single polish color."

Black Arrow French

● **The Client:** "This design is perfect for a client that likes to be understated and chic," says Pop, who believes a long oval, round or almond nail shape is best for this style, warning, "Don't try this design on a client with short nails. It will look squat and like the letter 'T.'"

● **The Design:** Opt for high-contrast colors that stand out against the skin. "For dark skin tones, choose a bright white polish. For pale complexions, go with black," says Pop. "Medium skin tones look great with plum, navy or even rose gold polish." Pop used a striping brush to create the graphic lines, but says novice techs can use striping tape or French tip guides to achieve the same look.



STEP 1 Prep the nail. Use a striping brush to create a diamond shape with pink glitter polish at the center of the nail. Then, fill in the two sections of the tip with polish to create a chevron.

STEP 2 Next, use the striping brush to paint two diagonal lines across the nail.

STEP 3 Paint two diagonal lines in the opposite direction. Let the polish dry for a few minutes, then finish with top coat.

Fishnet French

● **The Client:** The secret to this versatile look lies in the polish selection. "Use a sparkly red or pink shade for a flirty party look," says Pop. "Swap the glittery hue for a bright white to create an elegant bridal nail or use black, deep plum or navy for something more dramatic."

● **The Design:** "This entire design is made up of diagonal lines," says Pop. Her winning technique: A light hand with even pressure.



Glitter Tilt

● **The Client:** Offer this fun, yet practical style to clients who work with their hands or have small children. "Because the glitter is stacked, it's less likely to chip off during daily tasks," says

Pop, who also believes this design can disguise differences in nail length.

● **The Design:** Pop says a flawless glitter polish application is essential. "Each glitter lacquer must be opaque," she says. "While the only tool you need is the brush from the polish bottle, it's important to create clean, sharp lines." To fix mistakes, use a detail brush dipped in acetone.

THE TREND: **Ombré**

From hair color to lipstick, ombré has taken over the beauty world and is now a go-to style for techs, too. While the gradient effect is abstract, there is a science to creating the look, says nail artist Sarah Waite. "For clients who want to test the waters without taking a head-turning plunge, opt for neutral shades that are next to each other on the color wheel," she advises. "For a more dramatic effect, choose colors that are opposite on the wheel, such as blue and red."



Essie @ Rebecca Minkoff S/S 16



French Floral

● **The Client:** Introduce this neutral gradient design to long-time French mani devotees. "It's an updated take on a classic style," says Waite, who recommends the look for nail art newbies or professionals who

work in a traditional corporate setting. "It's chic without being too loud."

● **The Design:** As a twist on the classic French, the design calls for a soft neutral and a crisp white shade. "Opt for nude, sheer pink or peach hues for a clean and polished look," says Waite, who uses a sponging technique to achieve the gradient effect.

Hypnotic Gradient

● **The Client:** Offer a neon ombré design to bold art aficionados. "This look is perfect for risk-takers and big personalities," says Waite.

● **The Design:** Instead of a traditional gradient technique, paint concentric circles of polish on a cosmetic sponge. "Use neon shades to make the spiral design pop," says Waite.



Geometric Ombré

● **The Client:** Younger clients will appreciate the intricacies found in this tribal-inspired look. "When I create an ombré design, sometimes the ombré takes a backseat," says Waite. "This look brings the gradient front and center."

● **The Design:** Instead of a cosmetic sponge, this style requires you to hand paint each line to achieve the gradient.



STEP 1 Prep the nail. Apply two coats of gray polish and let it dry. Use a striping brush to paint a purple upside-down "V" shape at the cuticle. Paint a smaller upside-down "V" inside the first.

STEP 2 Next, paint small triangles along both sides of the larger "V." Then, paint two "V" shapes at the edges of the center of the nail.



STEP 3 Using neon pink polish and a striping brush, paint two "V" shapes at the tip of the nail and two small "V" shapes at the edges of the tip. Then, paint lines from the big "V" to the edges to finish the design.

STEP 4 Mix together the neon pink and purple polish. Then, use a striping brush to retrace the lines in the middle third of the nail, connecting the two designs together. Finish with top coat.





THE TREND: Modern French

While the French manicure has been a top service in salons for years, both techs and clients are eager to play around with the iconic look. Nail artist Chelsea King offers three designs bound to please art aficionados and pink-and-white devotees alike.

Geode French

- **The Client:** Encourage bolder clients to ditch traditional clean lines and don this geode-inspired look that features wavy lines and abstract patterns.
- **The Design:** Because the design is imperfect, it's best to choose shades in the same color family. King used varying purple hues to achieve the blended effect. The best part? "Your lines don't have to be perfect!" she insists.



STEP 1 Prep the nail. Apply two coats of sheer nude polish and let it dry. Use the brush from the polish bottle to paint a lavender asymmetrical line across the tip.

STEP 2 Next, use a detail brush to paint a thin wavy line in the center of the lavender polish with dark purple polish.



STEP 3 Repeat Step 2 using pink and white polish. Then, use a detail brush to outline the tip with black. Next, use the same black polish and a dry brush technique to add detail to the design.

STEP 4 Finally, use a striping brush to add a few gold glitter wavy lines to the tip. Finish with top coat.



Lace French

- **The Client:** This sweetly feminine design is ideal for a client eager to try something new, but not willing to commit to over-the-top nail art. "It's appropriate for both an office setting and a girl's night out," says King.
- **The Design:** The key to this design is its playful color combo. "I chose light blue and white to make the lace stand out," says King, who notes that a nude or black polish could also be used as a base color. The dainty decor requires only a few tools. Says King, "I hand painted the lace pattern with white polish and used a dotting tool and a few rhinestones to accent the design."



Metallic French

- **The Client:** Although its metallic glitter palette is attention-grabbing, the flashy finger art's minimalist design makes it very wearable. "It's modern and edgy, and would look great on a client with longer nails," says King.
- **The Design:** "The black outline makes the metallic shades stand out," says King, who advises that techs opt for gel polish, rather than traditional lacquer, in order to easily clean up any mistakes.

THE TREND: **Bling**

Bauble-decked digits aren't for everyone, but most clients want to indulge in a little sparkle now and then. The secret to lasting diamond decor? Determining your client's daily routine. Here, nail artist Gena del Portillo debuts three blinged-out designs to fit (almost) every lifestyle.



Kawaii Bling

● **The Client:** This over-the-top creation is perfect for younger clients who love all things pink, glittery and playful. Be sure to warn clients to use extreme caution with their hands; otherwise the towering style may fall off the nail.

● **The Design:** According to del Portillo, proper placement of the glitter and gems is paramount. "I used a thick mixing gel to place clusters of rhinestones at the tip and trailed them down the nail," she says. "I also added flat-back rhinestones to play up the charms."



Natural Bling

● **The Client:** For clients who want a little sparkle without heavy gems, opt for subtle accents. "This design showcases natural elements," says del Portillo. "It's rich and sophisticated, but doesn't require too much bling."

● **The Design:** "A sleek neutral hue is the perfect canvas to showcase the opal and stone accents," says del Portillo. Steer clear of dark shades, such as charcoal or olive green, which may camouflage the light-catching embellishments.

Industrial Bling

● **The Client:** Ideal for clients eager to stay ahead of the trends, this rhinestone- and glitter-free take on typical finger bling is sleek and modern. "I love the mix of textures to highlight the metallic elements," says del Portillo.

● **The Design:** Del Portillo mixed striping tape with geometric accents to give the design contrast.



STEP 1 Prep the nail. Apply two coats of black gel polish and cure. Apply five pieces of striping tape down the center of the nail.



STEP 2 Next, place a square decal in the center of the striping tape. Apply two circular decals above and below it.



STEP 3 Apply a small amount of gel top coat to the center of each decal. Then, use tweezers to set a small gold stud onto the gel top coat and cure.

STEP 4 Apply gel top coat to the sides of the nail. Place three small gold studs along the sides of the top and bottom sections of the striping tape. Apply a second layer of gel top coat and cure. To finish, use an alcohol-soaked cotton pad to remove any tacky residue.



THE TREND: Half Moon

Originally popular in the '30s, the half moon manicure made its return to the runways two years ago and has been a salon favorite ever since. A fan of the Old Hollywood style, nail artist Teresa King says color can instantly take the design from timeless to trendy, noting, "Classic shades, such as red and white, offer a glamorous, pin-up feel, while metallic hues make the look modern and daring."



Deborah Lippmann @ Creatures of Comfort S/S 16

Classic Moon

- **The Client:** A step up for single-shade devotees, the rich red cream shade is wearable and chic, while the pop of white provides a vintage feel.
- **The Design:** To achieve this design, King used a detail brush and a steady hand. "If the moon is lighter than the nail color, it's best to paint the entire nail first," she recommends. "If the moon is darker than your base color, apply the dark color to the entire nail, then outline the moon shape with the lighter color and fill in the nail with polish."



Deconstructed Dot Moon

- **The Client:** "Clients who crave simplicity will appreciate this look," says King. "It isn't too obvious or attention-grabbing, so it's great for an office setting."
- **The Design:** Choose a dotting tool that fits the client's nail bed, says King. "Dots that are too large or too far apart won't be flattering on the nail."

Double Moon

- **The Client:** Introduce clients eager to put their own spin on the half moon mani to this modern style. Says King, "It's perfect for an art aficionado looking for a sleek, futuristic design."
- **The Design:** Complimentary colors work best for this look. King opts for navy blue, periwinkle and teal to create her minimalist color palette.



- STEP 1** Apply two coats of navy blue polish and let it dry.
- STEP 2** Next, apply periwinkle polish to the entire nail, leaving the half moon bare.
- STEP 3** Use a detail brush to paint a teal semicircle around the navy blue half moon. Finish with top coat. ▼

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A Happy Heart

February is National Heart Month. Here, five ways to help keep your ticker in tip-top shape.

February is famous for hearts. While you're aware of the kind that come on Valentine's Day, it's important to keep your heart health top of mind, too. According to the Centers for Disease Control and Prevention (CDC), heart disease is the leading cause of death among women in the United States. In addition to a healthy diet (think: plenty of fruits and vegetables, plus foods low in salt and sugar), there are a few key things you can do *now* to help keep your heart strong. Here, five ways to a happy and healthy heart.

Heart Health Facts*

- 1 in 4 women in the United States die of heart disease, while 1 in 30 die of breast cancer.
- 23 percent of women will die within one year after having a heart attack.
- Within six years of having a heart attack, roughly 46 percent of women become disabled with heart failure, meaning the heart isn't pumping enough blood for the body.
- 1 in 8 women between the ages of 45 and 64 have some form of heart disease. This increases to 1 in 4 women over 65.

*Source: National Heart, Lung, and Blood Institute (nhlbi.nih.gov)

1 Know your numbers. Shaista Malik, M.D., Ph.D., M.P.H., health director of women's heart health services at the University of California Irvine, says that a woman should be aware of four numbers to maintain a healthy heart: her body mass index (BMI), cholesterol, blood sugar and blood pressure. According to Malik, women tend not to be proactive in making lifestyle changes in order to maintain a healthy heart, such as having a healthy body weight or quitting smoking, because they believe heart disease won't affect them. The truth is, it can. Talk with your doctor about what numbers are healthy for you, but in general, the National Heart, Lung, and Blood Institute (NHLBI) suggests that a normal BMI is between 18.5 and 24.9; total cholesterol

should be less than 200 mg/dL; a normal fasting blood sugar level is less than 100 mg/dL; and your blood pressure should fall below 120/80.

2 Make time to move. According to the American Heart Association, doing at least 30 minutes of moderate physical activity at least five times per week reduces heart disease by 30 to 40 percent and stroke by 25 percent. "Even if you haven't exercised regularly, getting up and doing something everyday is essential," says Suzanne Steinbaum, M.D., director of women's heart health at Lenox Hill Hospital in New York City. "People who sit an hour a day in their leisure time have an 18 percent increased risk of cardiovascular disease, so simply moving makes a huge difference."

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Regular check ups can help you monitor your heart health.

It's important to note that the signs of a heart attack can be different for women than men.

3 Stop smoking. Now. You've heard it before: smoking is bad for you. According to the CDC, lighting up is the cause of nearly one in five deaths in the United States. When it comes to your ticker, smoking increases your risk of coronary heart disease and stroke by two to four times, says the U.S. Department of Health and Human Services. But it isn't easy to quit, especially when it's a part of your daily routine. To help, enlist your fellow techs to help support you; i.e., rather than taking a cigarette break, take a walk with a colleague. Additionally, the CDC (cdc.gov/tobacco/quit_smoking) offers resources for smoking cessation, including a hotline that provides free coaching, a quit plan, educational materials and referrals to nearby resources.

4 Stress less. As a working tech, you have a lot of responsibilities (think: catering to clients, honing your skills and caring for family, too). Working women are juggling countless duties, so it's important to learn how to manage the stress of everyday life. "Stress can cause your heart rate and blood pressure to go up," says Steinbaum. "This causes the release of inflammatory hormones that could damage the lining of your arteries, leading to heart disease." To help reduce stress, be sure to exercise, get enough sleep and nurture your relationships with friends and family.

5 Know the symptoms. It's important to note that the signs of a heart attack can be different for women than men. While both sexes experience chest pain, which can feel like a heavy ache or pressure, women may also experience pain in the upper body, shortness of breath, breaking out in a cold sweat, unusual or unexplained tiredness, feeling dizzy or lightheaded, or nausea, says Malik. "Women who have any of these symptoms should be checked immediately," she says.

Additionally, it's essential to dig into your family history of heart disease. According to the NHLBI, if your father or brother had a heart attack by age 55 or your mother or sister by age 65, you are more likely to get heart disease. The NHLBI also notes that women who have gone through early menopause, either naturally or as a result of a hysterectomy, are twice as likely to develop heart disease as women of the same age who haven't experienced menopause.

Lifestyle changes *can* help decrease your risk factors for heart disease—and you don't have to do it alone. Schedule an annual well-woman visit with your doctor and ask plenty of questions. Taking preventative measures now will help you maintain a healthy heart far into the future. ♡

Roxanne Hack is a freelance writer in Yorba Linda, CA.

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3 Use a cuticle pusher or an orangewood stick to smooth out any wrinkles.



4 Then, use a nail file in a downward motion to remove excess film from the free edge.



5 Finally, continue with a gel polish or lacquer service. To remove, place a cuticle pusher or an orangewood stick under the edge of the film and gently separate it from the nail.

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2 Apply a medium-size bead of Skyscraper Building Gel Foundation Clear to the stress area of the nail, then push the gel to the desired length. Cure for 10 seconds. Pinch the sidewalls to create a C-curve and cure again.



3 Next, apply a medium-size bead of Skyscraper Building Gel Foundation near the cuticle area and move the gel toward the stress area. Cure for 50 seconds.



4 Using Skyscraper French Pink Building Gel, create a lip at the stress area for a reverse French technique. Cure for 50 seconds.



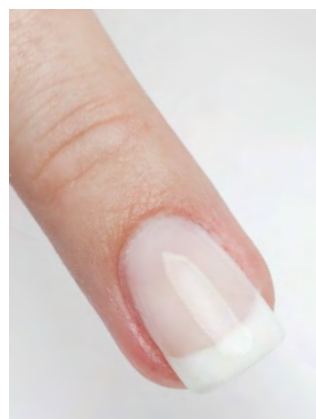
5 Create a thin French tip with Skyscraper Alabaster White Building Gel and cure for 10 seconds. Then, pinch the sidewalls and cure for 50 seconds.



6 Apply Skyscraper Clear Glass Building Gel to the entire nail, focusing on the stress area. Cure for 50 seconds. Then, use a lint-free cotton pad soaked with Super Shine* to remove the tacky layer.



7 Shape, file and buff the nail using a 180-grit file and a 100/108 buffer.



8 Finally, use a lint-free cotton pad soaked with Super Shine* to remove any residue. Finish by applying cuticle oil to the nail and surrounding skin.



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2 Next, apply hot pink glitter gel polish to the center of the oval and cure again.



3 Use a dotting tool to pick up a bead of Gem Gel from the bottom of the jar and apply it to the center of the oval. (Note: Do not mix the separated product; the Kyocera Opal flecks should rest on the bottom.) Once the gel has self-leveled, cure it for 30 seconds under an LED light or one minute under a UV light.



4 Finally, apply a thin layer of top coat to the entire nail and cure. ♡

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1 Breast cancer is the leading cause of death among women in the United States.

- A. True
- B. False

2 Heart disease only affects people over the age of 55.

- A. True
- B. False

3 To help prevent heart disease, women should know ____.

- A. Their cholesterol and blood sugar
- B. Their weight and body mass index
- C. Where and when they were born
- D. A and B

4 How often should you exercise in order to decrease your risk of heart disease?

- A. Exercising isn't necessary.
- B. About 15 minutes per day, depending on your age.
- C. At least 30 minutes per day, five times per week.
- D. About 60 minutes per day, once per week.

5 Women who go through early menopause are more likely to develop heart disease.

- A. True
- B. False

6 1 in ____ women in the United States die of heart disease every year.

- A. 10
- B. 4
- C. 30
- D. 7

7 Signs of a heart attack are the same for everyone.

- A. True
- B. False

8 Some ways to reduce stress are ____.

- A. Getting plenty of sleep
- B. Confiding in trusted friends and family members
- C. Working hard
- D. A and B

9 You are likely to develop heart disease if someone in your family had a heart attack.

- A. True
- B. False

10 ____ are signs of a heart attack in women.

- A. Lightheadedness or dizziness
- B. Nausea and unexplained tiredness
- C. Chest pain that feels like a heavy ache or pressure
- D. All of the above

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Photocopy this form or write your answers (for example, 1 A; 2 B) on a postcard along with the issue date and the name of the quiz (i.e., "A Happy Heart") and send it to: NAILPRO, Professional Participation Program, 7628 Densmore Ave., Van Nuys, CA 91406-2042. You can also take the test online at our website, nailpro.com/test-yourself. Submissions must be postmarked or received online by February 29, 2016. Answers will appear in the April issue.

Answers to December Test

1. A 2. C 3. A 4. D 5. B 6. B 7. D 8. B 9. D 10. A

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PusherPlus Titanium \$24.95

**AccuNip Titanium
Cuticle Nipper**
\$39.95

File Edger Titanium \$14.95

OPI Brushes

**Golden Edge
or
Golden Oval**
#6 \$24.95

**Artist Series
2-Piece Oval
Acrylic Brush**
#8 \$44.95

OPI Absolute Acrylic Intro Kit
• smooth application
• exceptional adhesion
• bubble-free results
\$49.95

Acrylic Liquid
4 oz. \$16.95
8 oz. \$29.95
16 oz. \$47.95
32 oz. \$74.50
Gallon \$199.95

Acrylic Powder
.7 oz. \$7.50
4.4 oz. \$27.50
10.6 oz. \$49.95
32 oz. \$129.95

OPI BondAid
.5 oz. \$4.95
1 oz. \$7.95
4.2 oz. \$24.95

OPI BondEx
.25 oz. \$7.95

ORDERS PLACED BY 2 PM ARE GUARANTEED TO SHIP THE SAME DAY!

FREE SHIPPING ON ORDERS OF \$69*

* Free shipping within contiguous USA on orders of \$69 or more; excludes oversized items as noted online and in our catalog.
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Premier Nail Source

"The Nail Tech's Best Friend"

TM

premiernailsourcesource.com

1-800-727-1119

CND[®]

Nails. Fashion. Beauty.

NOV-DEC PROMOTIONS

FREE CND 3C LED LAMP!

with the purchase of... 16 Select CND Shellac Color Coats, One CND Shellac Xpress5 Top Coat, and One CND Shellac Base Coat

\$287.10

SAVE
\$299


FREE!

"AURORA" HOLIDAY COLLECTION

CND VINYLUX™ .5 oz. \$5.25

CND SHELLAC™ .25 oz. \$15.95

SOLAROIL™ MINIS
40-ct. \$49.95RESCUE RX™ MINIS
40-ct. \$39.95

FREE SCRUBFRESH® 8 OZ.

with the purchase of... One Select CND Shellac Color Coat, One CND Shellac Base Coat .42 oz., and One CND Shellac Xpress5 Top Coat .5 oz.

\$65.85

FREE!



VINYLUX™ SYSTEM PRE-PACK

Buy Two Select Vinylux Shades and One Weekly Top Coat, Get One ScrubFresh 2 oz. and One Offly Fast Nourishing Remover 2 oz. FREE!


\$15.75
SAVE \$6.00

SAVE ON SELECT LIQUIDS, POWDERS & BRISA GELS

Includes Retention+ Sculpting Liquid 8 oz., Select Retention+ Sculpting Powders 3.7 oz., Select Perfect Color Sculpting Powders 3.7 oz., Brisa Bond .25 oz., Brisa Gloss .5 oz., Select Brisa Sculpting Gels .5 oz. and 1.5 oz., and Brisa Paints .43 oz.


SAVE
20%

See Website for Details!



ALMOND SPAMANICURE®

Buy One CND SpaManicure Almond Moisture Scrub 3.3 oz., Get One Almond Moisture Scrub 3.4 oz.

FOR 50% OFF



\$37.38

FREE!

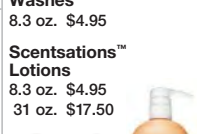
CND Shellac™
Shades .25 oz. \$15.95
Base Coat or Top Coat
.42 or .5 oz. \$24.95
.25 oz. \$15.95

Nourishing Remover
8 oz. \$4.95
32 oz. \$16.95
Shellac™ Chic
Trial Pack

Each Trial Pack includes:
Base Coat .25 oz.,
Xpress5 Top Coat .25 oz.,
4 Shellac Color Coats .25 oz.,
Shellac Nourishing Remover
2 oz., 10 Foil Remover Wraps,
ScrubFresh 2 oz.,
Isopropyl Alcohol 2 oz.,
SolarOil .25 oz., CuticleAway
6 oz., Kanga File, Orangewood
Stick, Shellac Brochure,
Shellac Pro Certification Flyer

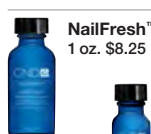
Shellac™ Trendy
Trial Pack
Your Choice
\$85.00
CND Vinylux™
Weekly Polish

is a two-step polish
system, consisting of
a weekly polish and
a weekly top coat,
that offers durability,
high-gloss shine and
week-long wear.


**Weekly
Polish or
Top Coat**
.5 oz.
\$5.25
CND Nail Treatments
Begin and end every manicure
with treatments from CND.
SolarOil™ Nail & Cuticle
Conditioner
.25 oz. \$4.25
.5 oz. \$6.25
2.3 oz. \$16.95
4 oz. \$24.95
Solar Speed Spray™
Conditioning Polish Dryer
4 oz. \$9.95
32 oz. \$46.95CND Scentsations™
Scentsations™
Washes
8.3 oz. \$4.95
**Scentsations™
Lotions**
8.3 oz. \$4.95
31 oz. \$17.50

CND Nail Prep

Essential products for ensuring successful
adhesion and removal of enhancements.


NailPrime™
.5 oz. \$11.25

ScrubFresh®
8 oz. \$11.25
32 oz. \$27.95

Cuticle Away
6 oz. \$5.95


CND Liquid & Powder System

features unique, patented technology that ensures flexible,
resilient nail enhancements that suit your clients' needs.

Retention+™ Sculpting Liquid
4 oz. \$22.75
8 oz. \$38.25 **\$30.60**
16 oz. \$59.95
32 oz. \$84.95
Gallon \$235.25

SAVE
20%

Retention+™ Powders

feature superior adhesion, color stability
and provide super strength and durability.

Retention+™ Sculpting Powders
.8 oz. \$10.95
3.7 oz. \$32.75
32 oz. \$146.75


Perfect Color Powders

feature superior workability and
extensive color and coverage options.

**Perfect Color
Sculpting Powders**
.8 oz. \$10.95
3.7 oz. \$32.75
16 oz. \$79.25
32 oz. \$146.75


SEE OFFER ABOVE!

CND Brisa™

Sculpting Gel
.5 oz. \$19.75
1.5 oz. \$51.75
4 oz. \$109.75

SAVE
20%

on select items


**Brisa™
Bond**
.25 oz.
\$11.25

**Gloss Gel
Top Coat**
.5 oz. \$19.75
4 oz. \$109.75
CND 3C
LED LAMP \$299.95

NEW!



Designed for CND Shellac & Brisa!

ProSeries Gel Brushes
#6 Oval or Square \$16.50

Performance Forms
Clear 300-ct. \$22.75

CND Brisa™ Lite Removable Gel System

**Removable Base Coat
or Top Coat .5 oz. \$24.95**

Removable Sculpting Gel
.5 oz. \$21.95

Removable Smoothing Gel
.5 oz. \$21.95 1.5 oz. \$54.75

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GiGi® Space Saver Wax Warmer
\$29.95 VALUE

SAVE 28%
\$21.50



GiGi® Brazilian Waxing Kit

SAVE \$10
\$44.95



Seche® Clear Base Coat

The crystal clear base coat.
SAVE 33%
\$2.50 \$3.75 VALUE



Seche® Ultra-V Top Coat

The ultimate UV curable top coat.
SAVE 20%
\$3.95 \$4.95 VALUE



ProLinc™ ALL 4 OZ. PRODUCTS BUY ONE GET ONE FREE!

<p>Cuticle Eliminator Removes cuticles in SECONDS! 4 oz. \$8.95</p> <p>BUY 1 GET 1 FREE!</p>	<p>Callus Eliminator Original or Orange Scented Breaks down calluses in 3-5 minutes! 4 oz. \$10.95</p> <p>BUY 1 GET 1 FREE!</p>	<p>Dry Heel Eliminator Daily therapy for heels prone to drying and cracking. 4 oz. \$7.95</p> <p>BUY 1 GET 1 FREE!</p>
--	---	--

NailTek® 2

Intensive Therapy
For soft, peeling nails.

SAVE 28%
\$3.95 \$5.50 VALUE



Gena® Pedi Septic

with eucalyptus and tea tree oil

BUY 1 GET 1 FREE!
\$7.95



EzFlow® Q Monomer
8 oz. \$29.95 **\$19.95**
16 oz. \$69.95
32 oz. \$74.95

EzFlow's exclusive color-stabilizing, strengthening, bubble-resistant liquid monomer

SALE!

A Polymer Acrylic Powders
.75 oz. \$7.95
4 oz. \$21.95
SALE! \$15.95
16 oz. \$69.95

An easy way to perfect nail enhancements in classic, gotta-have-it colors!

SALE!

EzFlow® Boogie Nights
Glitter Acrylic Powders
.75 oz. \$11.95

BUY 2 GET 1 FREE!

Designed Color Acrylic Powders
.5 oz. \$8.95

EzFlow Primer
.5 oz. \$9.95 **\$6.95**

SAVE \$3

Dissolve Brush Cleaner
4 oz. \$4.75

Grand Artist Acrylic Brush \$38.95

ARDELL® Natural Looking Lashes
DuraLash Flares or Natural Lashes
\$2.75 MIN: 6

LashTite Adhesive
.125 oz. \$2.50 MIN: 6

-ibd- Just Gel Polish
BUY 2 GET 1 FREE!
.5 oz. \$13.95

The pure IBD gel you love in an easy to polish application.

Just Gel Polish Base Coat or Top Coat
Buy Base Coat for **\$13.95**, Get Top Coat **FREE!**

IBD Clear Gel
.5 oz. \$11.95
8 oz. \$97.50

BUY 1 GET 1 FREE! 8 OZ.

SALE!

Intense Seal
.5 oz. \$13.95
\$9.95

Builder Gel
.5 oz. \$14.95
2 oz. \$46.95
SALE! \$28.95

5 SECOND NAIL GLUES
Professional Nail Glue
2 gm. \$1.75
12-ct. \$19.95

-ibd- Brush-On Nail Glue
6 gm. \$2.95
12-ct. \$29.50

china glaze lacquer
.5 oz. \$3.75
SALE! \$2.95

Fast Freeze Quick Dry
Super-fast drying liquid dries all layers of nail polish in seconds.
.5 oz. \$4.95
2 oz. SPRAY \$7.95
4 oz. REFILL \$14.95

Seche® Seche Vite Pro Kit
4 oz. & 5 oz. \$21.35
Patented Fast-Drying Top Coat

Seche Vite Top Coat
.5 oz. \$4.95

Ultra-V Top Coat
.5 oz. \$4.95
\$3.95
The ultimate UV curable top coat.

Seche Clear Pro Kit
4 oz. & 5 oz. \$19.00
Crystal Clear Base Coat & Funnel

Seche CLEAR
.5 oz. \$3.75
\$2.50

NailTek® 2 Intensive Therapy
For soft, peeling nails.
SALE!
.5 oz. \$5.50 **\$3.95**

ProLinc™ Cuticle Eliminator
Removes cuticles in SECONDS from fingers and toes.
4 oz. BOGO \$8.95
2 oz. \$4.95
18 oz. \$24.95

Callus Eliminator
Original or Orange Scented
Breaks down calluses in 3-5 minutes!
4 oz. BOGO \$10.95
18 oz. \$28.50
34 oz. \$47.95
Gallon \$149.95

Dry Heel Eliminator
Daily therapy for heels prone to drying and cracking.
4 oz. BOGO \$7.95
16 oz. \$24.95

GiGi® Paraffin
1 lb. \$5.50

Epilating Rolls
Non-Cloven Cloth
50 yds. \$14.95

Natural Muslin
40 yds. \$13.95

Cinnamon Apple Mango Pomegranate Cranberry

GI GI PROFESSIONAL WAXES
11 VARIETIES • \$9.95 EACH

Cherry Epilating Roll
All Purpose Honey
Creme Wax
Aloe Vera
Brazilian Body Hard Wax

Gena® Tea Tree Oil
.5 oz. \$6.95

natural anti-septic and pure essential oil combats everything from nail fungus to athlete's foot

Pedicure Gallons
\$19.95 (\$5 S+H)

SALE!

PEDI SCRUB
PEDI CARE
PEDI ICE
PEDI SOAK
PEDI SOFT

Original Lotion
Deeply hydrating and fast absorbing for soft, smooth and healthy looking skin.
16.9 oz. pump \$8.95
Gallon \$36.95

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"The Nail Tech's Best Friend"

premiernailsourcesource.com
1-800-727-1119

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JAN-FEB PROMOTIONS

Infinite™
COLOR PALETTE

CREATE YOUR OWN
GEL POLISH SHADES!

\$19.90
SAVE \$4.95

Buy One Gel + Lacquer Kit
and One Base + Top Coat
Get Color Display
Rings 50-ct.

FREE! →



Watch Video at infinitecolorpalette.com

NEW!
AIR SEAL™
GEL EFFECT
TOP COAT

SAVE 20%
Gel-Like Durability
Without the Lamp!
\$3.95
.5 OZ.

SMOOTH 'N SEXY™
LARGE WAX
APPLICATORS
Ideal for applying
wax to large
areas of body.
SAVE 33%
\$1.95
50-CT.

**PRECISION
TITANIUM
CUTICLE
NIPPER**

**BUY 1
GET 1
FREE!**
\$19.95
EACH
LIFETIME
GUARANTEED!

SMOOTH 'N SEXY™
EPILATING
ROLL
SAVE \$5
\$9.95
110 YARDS
Ultra premium
non-woven epilating roll.

**NAIL AND
COSMETIC
PADS**
with Thumb Tabs

SAVE \$5
\$9.95
240-CT.

**Xtreme
Nail**
MOROCCAN
ARGAN
CUTICLE OIL
Deeply hydrating
cuticle oil infused with
antioxidant rich
Moroccan Argan Oil.
SAVE \$10
\$9.95
16 OZ.

PUR
TEA TREE OIL
Dropper Included to
Ensure Maximum Sanitation

NEW!
**100%
NATURAL**
\$6.95
.33 OZ.

EZ Art™
MASTER
NAIL ARTIST
BRUSH SET
SAVE \$10
\$9.95
15 PIECES

**NOUVEAU NAIL
PROFESSIONAL
USA**

Air Seal™
Gel Effect Top Coat
Gel-like durability
without a lamp!
NEW!
.5 oz. \$4.95

Glass Seal™
Leaves a glass-like finish
on enhancements.
Air dries in 60 seconds!
.5 oz. \$4.95
2.5 oz. \$14.95

Super Seal™
UV/LED
Gel Sealer
**BUY 1
GET 1
FREE!**
#1 SELLING
Super Glossy
Gel Top Coat!

**Extra Strength
Primer**
Pure Acid or
Acid-Free Formula
.25 oz. \$4.95

One-Step UV/LED Gels
Easy application, glossy finish and
unmatched strength and durability.
Cures in 30 seconds under LED.
.25 oz. \$9.95
.5 oz. \$14.95
1.75 oz. \$34.95

Sandy™ Ultra-Premium
Washable Nail Files
BLACK 100/100 GRIT \$0.69 EACH
ZEBRA 100/180 GRIT MINIMUM: 12
WHITE 180/180 GRIT

Dual Shape Nail Forms
300-ct. Dispenser Box \$9.95
240-ct. \$2.95
ONE SIDE SQUARE, ONE SIDE OVAL

Lint-Free Nail Wipes
200-ct. \$9.95
240-ct. \$2.95
**40
WIPES
FREE!**

**Foil Remover
Wraps**
**BUY 1
GET 1
FREE!**
100-ct. \$9.95
10-ct. \$1.00

**Advanced Retention
Nail Liquid**
Superior adhesion
primer-optional
violet monomer
formulated with
UVA and UVB
inhibitors to help
prevent yellowing.
4 oz. \$11.95
8 oz. \$19.95
32 oz. \$49.95
Gallon \$179.95

**Advanced Formula
Sculpting Powders**
Triple sifted acrylic powders uniquely formulated
to combine the adhesion properties of a hard
polymer with the flexibility of a soft polymer.
.75 oz. \$6.95
2 oz. \$11.95
4 oz. \$19.95
48 oz. \$199.95
**14 VARIETIES
AVAILABLE**

City Lights™
Neon, Glitter & Bold
Sculpting Powders
**48
SHADES
AVAILABLE**
.125 oz. \$2.95
.75 oz. \$9.95

**Xtreme
Nail**
Treatments,
top coats and
cuticle oils.
**BUY ANY 2
GET 1 FREE!**
.5 oz. \$2.95
2.5 oz. \$6.95
16 oz. \$19.95

Xtreme Nail Professional Tips
500-ct. \$9.95
50-ct. Refill \$2.95

RAPIDDRY™ Nail Dryer
\$69.95
Easy Entry
For Hands
or Feet
• Powerful Twin Fans
• Hot/Cold Function
• Auto On/Off

RAPIDCURE™ 36W
UV Tunnel Lamp
\$69.95 \$49.95
BUILT-IN TIMER
Mirror panels
surround hand
for rapid,
even curing.
9 Watt UV Bulb
\$4.95
**BUY 1
GET 1
FREE!**

RAPIDCURE™ 24W
LED Tunnel Lamp
\$149.95 \$99.95
• Mirror Panels for
Rapid, Even Curing
• Rugged Durability
• Built-In Timer
(30 or 60 seconds)
• Up to 50,000 Hr. Lifetime
LED Bulb Strip
\$19.95
**BUY 1
GET 1
FREE!**

ProFiles™
Zebra Sanding
Bands
SAVE \$2
\$6.95 \$4.95 100-CT.

PNI12 "The Bullet"
E-File Kit \$39.95
• Compact, Transportable
• One-Switch Operation
Includes A/C Adapter, 3 Bits,
and 6 Sanding Bands

NEW! PNI18 E-File
\$99.95 \$69.95
• KwikGrip™ Bit Change
• Forward/Reverse Operation
Included FREE: Handpiece Cradle,
6 Sanding Bands and 6 Bits!

**PNI25 Classic
E-File System** \$149.95 \$99.95
SAVE \$50
• 25,000 RPM
• FWD/REV Operation
• Twist-Lock Handpiece
3 Free Bits

**PNI25-AT Advanced Tech
E-File** \$199.95 \$149.95
SAVE \$50
• Twist-Lock Bit Change
• Lightweight Handpiece & Built-In Cradle
6 FREE SANDING BANDS AND 6 FREE BITS!

FlexiLamp™
LED TABLE LAMP
• Lighting Tube Rotates 360°
• FlexiArm™ Bends 180°
• 48 LED Beads - 3 Watts
Easily attaches to most
desks and nail tables.
ONLY \$49.95

SPA FIZZ™ Softens cuticles, whitens
nails, and releases an
invigorating scent-sation!
Effervescent
Manicure Balls
10-ct. \$1.50
Fresh Scent
Pedicure Tablets
5-ct. \$1.50

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FEATURES:

Human Touch Full Function Massage
Acetone Resistant Base
Custom Glass Bowl Color
Included Pedicure Stool
Auto Fill (Optional)
Drain Pump (Optional)
1- Yr Parts Warranty



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DISPOSABLE LINERS
With Minimum Order



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Toll Free: 1 866 912 7727 Fax: 214 703 5297



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Pedicurechairs.tnsa@gmail.com



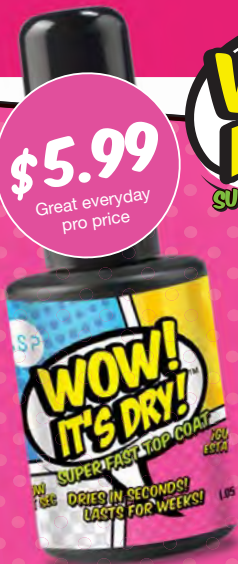
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SALLY BEAUTY LOCATIONS

ALL SEASON PROFESSIONAL

Prices Valid from February 1st - 28th, 2016

LOOK FOR
OUR NEW
Packaging!

PROFESSIONAL NAILS STYLED BY YOU™



\$5.99
Great everyday
pro price

**WOW!
IT'S DRY!**
SUPER FAST TOP COAT

... IT'S
NEW!!!

**QUITE POSSIBLY THE FASTEST
DRYING TOP COAT EVER!**

- Dries in Seconds!
- Lasts for Weeks!
- Extends the Wear of Polish!
- Armour-Strong High Gloss Shine!
- Can Be Worn Over Any Brand of Polish!

**CINAPRO™ NAIL SUGAR
LIQUID NAIL ART**

**SALE
\$6.99
EACH**



**SALE
69¢
EACH**

**SALE
\$11.99**

**ASP™ Nail Art
Brush Set**



**ASP™ Soak-Off Gel
Polish All Shades**

**SALE
\$6.49
EACH**



**ASP™ French White or
Ultra Natural Nail Tips
(100ct)**

**SALE
\$6.99
EACH**



**ASP™ Sani
Blocks**

**SALE
\$8.99
EACH**



**Cuticle Nippers Full or 1/2
Jaw & Pterygium Remover/
Spoon Pusher**

SAVE \$2.00

Save \$2.00

**NEW! ASP™ Color
Quick Dip Kit**

KIT CONTAINS ONE EACH: Quick Dip™ Powder .5 oz/14.2 g (French Pink), Quick Dip™ Powder .5 oz/14.2 g (Passionate Pink), Quick Dip™ Powder .5 oz/14.2 g (White Hot), Quick Dip™ Cure 1 fl oz/59 mL, Brush-On Glue .21 oz/6 g, Instant Nail Glue .07 oz/2g, 1 Mini Extra Heavy Board, 20 Nail Tips



**SALLY
BEAUTY.**

DISCLAIMER: Limit one coupon per customer. Excludes all items not listed from ASP or All Season Nail. Void if reproduced or prohibited. Non-transferable. Good only in Sally Beauty Supply Stores in the Continental US. Not valid with any other Sally coupon. Expires February 28th, 2016 **COUPON #444714**

FREE! ASP™ Liquid & Powder Sample Kit

FREE!

**ASP™ Liquid & Powder
Sample Kit**

No purchase necessary.



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BEAUTY.**

SallyBeauty.com
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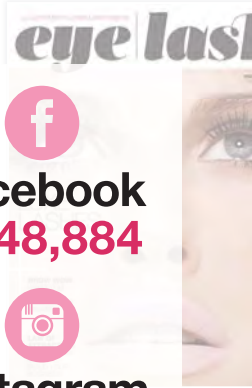
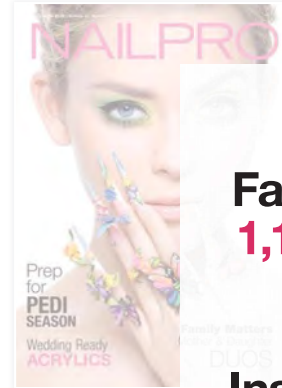
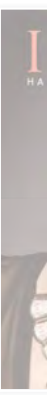
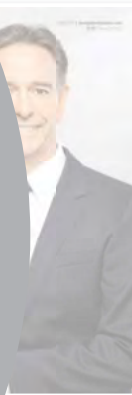
ASP.NAIL.COM ALL SEASON PROFESSIONAL

Creative Age Publications Digital Network TOTAL REACH



Over
1.6 million
social media followers
across all titles with
tens of millions of
impressions each
month and counting!

400,000 unique visitors/month
1.2 million pageviews/month



Facebook
1,148,884



Instagram
302,453



Twitter
78,381

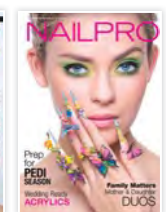


Pinterest
68,033



YouTube
video views
3,661,348

YouTube
Subscribers
22,458



NEW YEAR SALE!



\$500
INSTANT CASH REBATE +
\$500
FURNITURE + ACCESSORY CREDIT

BONUS! 1 MONTH ONLY!



FREE
UPGRADE

AURORA
LED color changing bowl

MYSTIQUE

BLOW OUT SALE!

\$750

INSTANT
CASH REBATE

Final \$2245



Assembled &
Tested in USA



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Smart Pedic-Spa. Smart Choice.

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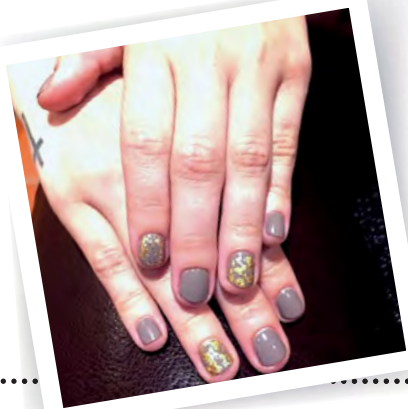


5-STAR SERVICE

Celebrity manicurist Brittni Rae gives a behind-the-scenes look at securing an A-list client.

1 Determine your client's preferred nail shape.

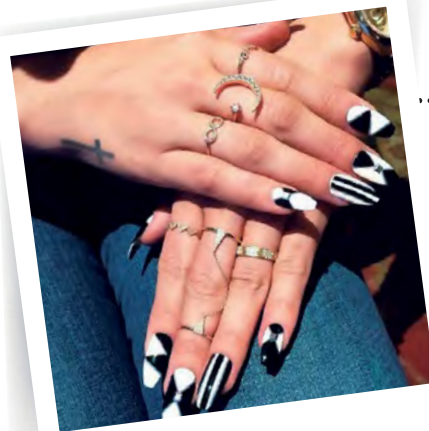
"Demi gravitates toward an almond or a coffin shape most of the time," says Rae, who notes that the singer prefers shorter tips when she's not working. Rae also keeps full-coverage tips in Lovato's favorite shades on hand so they can spend less time debating the color palette and more time planning out the nail art.



2 Timing isn't everything.

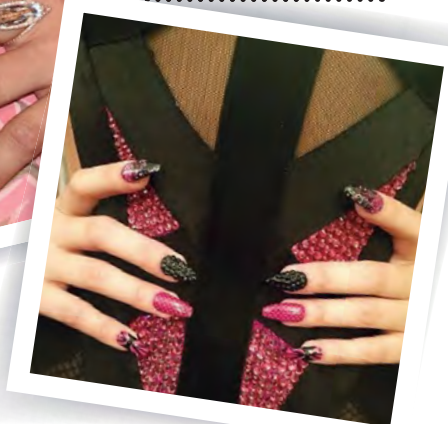
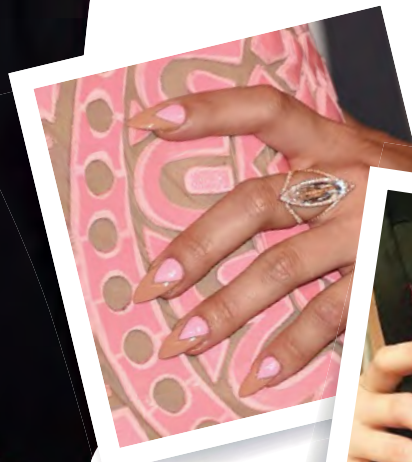
While Lovato's appointments have ranged from a two-hour house call to an 18-hour music video shoot, Rae insists that techs don't need to spend hours on a design for a client to love it. "For the 2015 MTV Video Music Awards, I only had three hours to make two sets of nails and about 10 minutes to change Demi's nail look before her performance," she says, noting that despite the time crunch, the nails turned out to be the most talked-about tips of the evening.

Nail artist Brittni Rae has been teen queen-turned-bombshell Demi Lovato's go-to manicurist since March 2015. What started out as a gig arranged by Rae's agency, Nailing Hollywood, blossomed into a series of regular appointments, and the two have since bonded over their love of nail art. Here, Rae dishes on Lovato's daring digit decor and offers her top three tips for creating lasting relationships with clients.



3 Encourage your client to step out of her comfort zone.

"When Demi and I first started working together, she requested a lot of neutral nail looks," says Rae. "These days, Demi loves floral prints and linear and geometric shapes." Rae recommends that techs show their clients the latest nail art trends and see what styles spark their interest. "The more Demi and I have gotten to know each other, the more we collaborate," adds Rae. "Plus, it doesn't hurt that we're both obsessed with nail art!"



PHOTOS: (DEMI) FRAZER HARRISON/GETTY IMAGES FOR CBS RADIO INC.; NAIL PHOTOS (CLOCKWISE FROM TOP RIGHT): INSTAGRAM/@BRITTNINAILS; INSTAGRAM/@BRITTNINAILS; JASON MERRITT/GETTY IMAGES; INSTAGRAM/@BRITTNINAILS

The Debate is Over
SIZE
 really matters

\$15⁹⁵

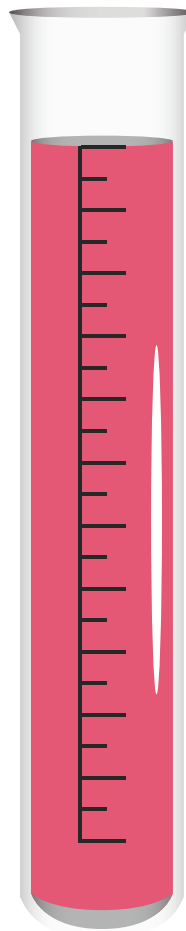
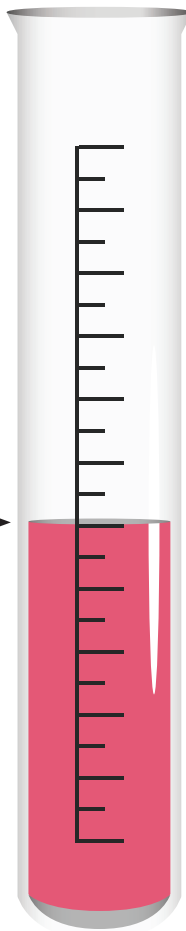
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7.3mL →



← 15 mL

\$16⁹⁵

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SPRING | SUMMER 2016


NEW ORLEANS

COLLECTION

O.P.I

#1 SALON BRAND WORLDWIDE

Model is wearing **Spare Me a French Quarter?**



SPRING | SUMMER 2016

NEW ORLEANS COLLECTION

Model is wearing **Rich Girls & Po-Boys**.



To keep a fresh outlook on life, we need to recharge our minds and spirits. Some do this by enjoying a good meal, some get lost in their favorite music, some dance, and

the perfect place to do it all is New Orleans. Whether you are moved by its diverse culture, its delicious food, its lively music, or its energetic lifestyle, it's New Orleans' indomitable spirit and sense of community that truly inspires. Neither floods nor hurricanes can destroy its soul; after cleaning and rebuilding, she emerges stronger than ever.

OPI celebrates this spirit with a collection palette that reflects the sights, sounds, (and food!) of this most colorful city with shades of savory spice (**She's a Bad Muffuletta!, Got Myself into a Jam-balaya, Crawfishin' for a Compliment**); soulful blues (**Rich Girls & Po-Boys, Show Us Your Tips!**); vibrant flora (**Suzi Nails New Orleans, I Manicure for Beads, Spare Me a French Quarter?**); and graceful architecture



(Let Me Bayou a Drink, Humidi-Tea, Take a Right on Bourbon); all set against a background of lush, verdant foliage (I'm Sooo Swamped!).

If you haven't had a chance to indulge your heart and desires to eat, dance, and groove through The Big Easy, be sure to put it on your bucket list. In the meantime, OPI invites you to take the time to recharge and indulge in the spirited colors of the **New Orleans Collection**.

Suzi Weiss-Fischmann

Suzi Weiss-Fischmann
OPI Co-Founder & Brand Ambassador

SPRING | SUMMER 2016
NEW OR



**Let Me Bayou
a Drink**

NL N51

This refreshing blush
pink is my treat. (P)



Humidi-Tea

NL N52

Beat the heat in this
nude shimmer. (P)



**Suzi Nails
New Orleans**

NL N53

This light, bright pink
hits the spot for chic.



**Got Myself into a
Jam-balaya**

NL N57

A yummy mélange of
spice and creamy peach.



**Crawfishin' for a
Compliment**

NL N58

This light, creamy orange is
perfect on me, isn't it?



**Take a Right
on Bourbon**

NL N59

An intoxicatingly warm,
metallic pewter. (P)

LEANS COLLECTION

ALL COLORS AVAILABLE IN NAIL LACQUER AND GELCOLOR



I Manicure for Beads

NL N54

Throw me nothing but this
luscious purple crème.



Spare Me a French Quarter?

NL N55

Say *oui-oui* to this
mellowed raspberry crème.



She's a Bad Muffuletta!

NL N56

Don't mess with this
hot red crème!



I'm Sooo Swamped!

NL N60

This verdant, creamy
green is drenched in
style.



Rich Girls & Po-Boys

NL N61

Make a date with this
china blue crème.



Show Us Your Tips!

NL N62

Let's see how this
periwinkle shimmer looks
on you. (S)

Classics

COLORS ARE LISTED IN ALPHA-NUMERIC ORDER BY ITEM NUMBER

DULCE
DE LECHE
NL A15

THE THRILL
OF BRAZIL
NL A16 (GC)

LA PAZ-ITIVELY
HOT
NL A20 (P)

HAPPY
ANNIVERSARY!
NL A36 (S)

LIVE.LOVE.
CARNAVAL
NL A69 (GC)

RED HOT RIO
NL A70 (GC)

OPI ON
COLLINS AVE.
NL B76 (GC)

FEELIN'
HOT-HOT-HOT!
NL B77

CAN'T FIND
MY CZECHBOOK
NL E75
(GC)

MY VAMPIRE
IS BUFF
NL E82
(GC)

YOU DON'T
KNOW JACQUES!
NL F15
(GC)

TICKLE
MY FRANCE-Y
NL F16

I'M NOT REALLY
A WAITRESS
NL H08
(GC, P)

RED MY
FORTUNE COOKIE
NL H42

HOT & SPICY
NL H43

A GOOD
MAN-DARIN
IS HARD TO FIND
NL H47 (GC)

ALOHA
FROM OPI
NL H70 (GC)

SUZI SHOPS &
ISLAND HOPS
NL H71 (GC)

JUST
LANAI-ING
AROUND
NL H72 (GC)

HELLO
HAWAII YA?
NL H73 (GC)

CAJUN SHRIMP
NL L64
(GC)

OPI RED
NL L72
(GC, P)

MALAGA WINE
NL L87 (GC)

MY CHIHUAHUA
BITES!
NL M21 (GC)

DO YOU HAVE
THIS COLOR IN
STOCK-HOLM?
NL N47 (GC)

THANK GLOGG
IT'S FRIDAY!
NL N48 (P, GC)

VIKING IN
A WINTER
VONDERLAND
NL N49 (GC)

SKATING ON
THIN ICE-LAND
NL N50 (GC)

I EAT MAINLY
LOBSTER
NL T30
(GC, S)

A-ROSE AT
DAWN...BROKE
BY NOON
NL V11 (P)

A GREAT
OPERA-TUNITY
NL V25 (GC)

IT'S A PIAZZA
CAKE
NL V26 (GC)

O SUZI MIO
NL V35 (GC)

MY GONDOLA
OR YOURS?
NL V36 (GC)

LINCOLN PARK
AFTER DARK
NL W42
(GC)

GOT THE
BLUES FOR RED
NL W52 (GC)

Classics

P=PEARL

GL=GLITTER

S=SHIMMER

SH=SHEER

TASMANIAN
DEVIL MADE
ME DO IT
NL A44

KOALA BEAR-Y
NL A46

DON'T
BOSSA NOVA
ME AROUND
NL A60 (GC)

TAUPE-LESS
BEACH
NL A61 (GC)

MIAMI BEET
NL B78
(GC)

POMPEII PURPLE
NL C09 (P, GC)

CHOCOLATE
MOOSE
NL C89

BAREFOOT
IN BARCELONA
NL E41

BOGOTÁ
BLACKBERRY
NL F52 (GC, P)

IN THE CABLE
CAR-POOL LANE
NL F62

APHRODITE'S
PINK NIGHTIE
NL G01 (P)

BERLIN THERE
DONE THAT
NL G13

LUCKY LUCKY
LAVENDER
NL H48

MEET ME ON
THE STAR FERRY
NL H49 (S)

KISS ME ON
MY TULIPS
NL H59

RED LIGHTS
AHEAD... WHERE?
NL H61

THIS COLOR'S
MAKING WAVES
NL H74 (GC, S)

LOST MY BIKINI
IN MOLOKINI
NL H75 (GC)

ITALIAN LOVE
AFFAIR
NL I27 (P)

ELEPHANTASTIC
PINK
NL I42

STRAWBERRY
MARGARITA
NL M23 (GC)

COZU-MELTED
IN THE SUN
NL M27 (GC, S)

BIG APPLE RED
NL N25 (GC)

**MY VOICE IS
A LITTLE NORSE**
NL N42 (GL, GC)

NOMAD'S
DREAM
NL P02 (P)

AN AFFAIR IN
RED SQUARE
NL R53 (P)

RUSSIAN NAVY
NL R54
(GC, S)

COSMO-NOT
TONIGHT HONEY!
NL R58 (P, GC)

**WORTH A
PRETTY PENNE**
NL V27 (S)

TIRAMISU
FOR TWO
NL V28 (GC)

AMORE AT THE
GRAND CANAL
NL V29 (GC)

GIMME A
LIDO KISS
NL V30 (GC, S)

COLOR
SO HOT
IT BURNS
NL Z13 (GC)

LUCERNE-TAINLY
LOOK MARVELOUS
NL Z18 (S)

GLITZERLAND
NL Z19 (S)

Brights



Model is wearing **Mod-ern Girl**.

Classics

GC = AVAILABLE IN GELCOLOR

AMAZON...
AMAZOFF
NL A64 (GC)

I JUST CAN'T
COPE-ACABANA
NL A65 (GC)

TOUCAN DO IT
IF YOU TRY
NL A67 (GC)

KISS ME I'M
BRAZILIAN
NL A68 (GC)

PINK FLAMENCO
NL E44
(GC)

PAMPLONA
PURPLE
NL E50

OPI...EURO
EURO
NL E72
(GC)

YOU'RE SUCH
A BUDAPEST
NL E74
(GC)

DANKE-SHINY
RED
NL G14 (P)

MY VERY FIRST
KNOCKWURST
NL G20

SUZI & THE 7
DÜSSELDORFS
NL G23 (GC)

CHICK
FLICK CHERRY
NL H02
(GC)

THAT'S
HULA-RIOUS!
NL H65 (GC)

DO YOU TAKE
LEI AWAY?
NL H67 (GC)

IS MAI TAI
CROOKED?
NL H68 (GC)

GO WITH
THE LAVA FLOW
NL H69 (GC, S)

BLACK CHERRY
CHUTNEY
NL I43 (GC, P)

YOGA-TA GET
THIS BLUE!
NL I47 (S)

CALIFORNIA
RASPBERRY
NL L54 (P)

DUTCH TULIPS
NL L60 (GC)

CAN'T AFJÖRD
NOT TO
NL N43 (GC)

HOW GREAT
IS YOUR DANE?
NL N44 (GC)

MY DOGSLED
IS A HYBRID
NL N45 (GC)

SUZI HAS A
SWEDE TOOTH
NL N46 (GC)

MIDNIGHT IN
MOSCOW
NL R59 (S)

NOT SO BORA-
BORA-ING PINK
NL S45 (P)

CHICAGO
CHAMPAGNE
TOAST
NL S63 (P)

BLACK ONYX**
NL T02
(GC)

BE THERE IN
A PROSECCO
NL V31 (GC)

I CANNOLI
WEAR OPI
NL V32 (GC)

GELATO ON
MY MIND
NL V33 (GC)

PURPLE
PALAZZO PANTS
NL V34 (GC)

**Available in the EU as Lady in Black NL T02-EU

Brights

High fashion bright shades create look-at-me nails. Whether to complement a bold sense of style or to add a pop of bright and bold color, Brights by OPI has the shades that have attitude and confidence all their own.

CAN'T HEAR
MYSELF PINK!
NL A72 (GC, P)

I SEA YOU
WEAR OPI
NL A73 (GC, P)

I STOP
FOR RED
NL A74 (GC)

THE BERRY
THOUGHT
OF YOU
NL A75 (GC)

MY CAR HAS
NAVY-GATION
NL A76 (GC)

BLUE MY MIND
NL B24 (P)

SIGNIFICANT
OTHER COLOR
NL B28 (S)

DO YOU
LILAC IT?
NL B29
(GC)

PURPLE WITH
A PURPOSE
NL B30 (P)

FLASHBULB
FUCHSIA
NL B31 (S)

UP FRONT
& PERSONAL
NL B33 (S)

CHARGED UP
CHERRY
NL B35

THAT'S BERRY
DARING
NL B36

GARGANTUAN
GREEN GRAPE
NL B44
(GC)

NEED
SUNGLASSES?
NL B46
(GC)

TEAL THE COWS
COME HOME
NL B54 (S)

MOD
ABOUT YOU
NL B56
(GC)

MY PRIVATE JET
NL B59 (GC, S)

LIGHT MY
SAPPHIRE
NL B60 (P)

OPI INK.
NL B61 (GC, S)

MOD-ERN GIRL
NL B65

THAT'S HOT! PINK
NL B68

GREEN-WICH
VILLAGE
NL B69

DATING
A ROYAL
NL B70

NO ROOM
FOR THE BLUES
NL B83 (GC)

OVER THE
TAUPE
NL B85

SHORTS STORY
NL B86 (GC)

A GRAPE FIT!
NL B87 (GC)

IN MY
BACK POCKET
NL B88

LIFE GAVE ME
LEMONS
NL N33 (GC)

YOU ARE SO
OUTTA LIME!
NL N34 (GC)

JUICE BAR
HOPPING
NL N35 (GC)

HOTTER THAN
YOU PINK
NL N36 (GC)

PUSH &
PUR-PULL
NL N37 (GC)

DOWN TO
THE CORE-AL
NL N38 (GC)

P=PEARL | S=SHIMMER | SH=SHEER | GC=AVAILABLE IN GELCOLOR

Designer Series



Designer Series by OPI, pigment-saturated nail lacquers formulated with diamond dust and exotic sands to create unique light-reflecting and texturized finishes.

DS CLASSIC
DS 031
(S)

DS REFLECTION
DS 030
(S)

DS TOURMALINE
DS 046
(PQ)

DS RESERVE
DS 027
(S)

DS
EXTRAVAGANCE
DS 026
(S)

DS RADIANCE
DS 038
(S)

DS PEWTER
DS 044
(GC, RG)

DS TITANIUM
DS 047
(PQ)

DS LAPIS
DS 045
(RG)

DS CHARCOAL
DS 048
(SW)

DS IMPERIAL
DS 049
(SW)

DS TOP COAT
DS T03

S=SHIMMER | RG = RAW GRANITE | PQ= POLISHED QUARTZ | SW= STONEWASHED

Soft Shades



Model is wearing **Pink-ing of You** and **Black Onyx**.

Soft Shades

Soft, pretty shades that whisper romance, sophistication and style. This range of delicately feminine pinks, creams, violets, roses, and whites is the ideal choice for beautiful brides and prom princesses.

HAWAIIAN ORCHID
NL A06 (P)

STEP RIGHT UP!
NL F28 (SH)

HEART THROB
NL H18 (SH)

PASSION
NL H19
(GC, SH)

FUNNY BUNNY
NL H22
(GC, P, SH)

I THINK IN PINK
NL H38 (SH)

IT'S A GIRL!
NL H39 (SH)

ALPINE SNOW
NL L00
(GC)

KYOTO PEARL
NL L03
(GC, P, SH)

CONEY ISLAND
COTTON CANDY
NL L12 (SH)

SAMOAN
SAND
NL P61
(GC, SH)

PRIVACY PLEASE
NL R30 (SH)

SWEET
MEMORIES
NL R31 (SH)

MIMOSAS FOR
MR. & MRS.
NL R41
(SH)

PRINCESSES
RULE!
NL R44
(GC, S)

GOT A DATE
TO-KNIGHT!
NL R46 (SH)

TUTTI FRUTTI
TONGA
NL S48 (P, SH)

ALTAR EGO
NL S78 (P, SH)

ROSY FUTURE
NL S79
(P, SH)

BUBBLE BATH
NL S86
(GC, SH)

PINK-ING
OF YOU
NL S95
(SH)

SWEET HEART
NL S96 (SH)

CARE TO DANSE?
NL T53 (SH)

PIROUETTE
MY WHISTLE
NL T55
(GC, GL)

CHIFFON MY MIND
NL T63
(GC, S)

PETAL SOFT
NL T64
(GC, GL)

PUT IT
IN NEUTRAL
NL T65 (GC)

ACT YOUR BEIGE!
NL T66
(GC)

THIS
SILVER'S
MINE!
NL T67
(GC, P)

MAKE LIGHT
OF THE
SITUATION
NL T68
(GC, GL)

GelColor

THE THRILL
OF BRAZIL
GC A16

BRISBANE
BRONZE*
GC A45 (S)

DON'T
BOSSA NOVA
ME AROUND
GC A60

TAUPE-LESS
BEACH
GC A61

OPI SCORES
A GOAL!*
GC A63

I JUST CAN'T
COPE-ACABANA
GC A65

WHERE DID SUZI'S
MAN-GO?*
GC A66

TOUCAN DO IT
IF YOU TRY
GC A67

KISS ME I'M
BRAZILIAN
GC A68

LIVE.LOVE.
CARNAVAL
GC A69

RED HOT RIO
GC A70

ON PINKS
AND NEEDLES*
GC A71

CAN'T HEAR
MYSELF PINK!
GC A72 (GC, P)

I SEA YOU
WEAR OPI
GC A73 (P)

I STOP
FOR RED
GC A74

THE BERRY
THOUGHT
OF YOU
GC A75

MY CAR HAS
NAVY-GATION
GC A76

DO YOU
LILAC IT?
GC B29

GARGANTUAN
GREEN GRAPE
GC B44

NEED
SUNGLASSES?
GC B46

MOD
ABOUT YOU
GC B56

MY
PRIVATE JET
GC B59 (S)

OPI INK.
GC B61 (S)

OPI
ON COLLINS AVE.
GC B76

MIAMI BEET
GC B78

NO ROOM
FOR THE BLUES
GC B83

SHORTS STORY
GC B86

A GRAPE FIT!
GC B87

POMPEII
PURPLE
GC C09 (P)

PINK
FLAMENCO
GC E44

HERE TODAY...
ARAGON
TOMORROW*
GC E48 (P)

POLKA.COM
GC E71*
(GL)

OPI...
EURO EURO
GC E72

YOU'RE SUCH
A BUDAPEST
GC E74

CAN'T FIND MY
CZECHBOOK
GC E75

OY-ANOTHER
POLISH JOKE!*
GC E78 (S)

MY VAMPIRE
IS BUFF
GC E82

LOUVRE ME
LOUVRE ME NOT*
GC F13 (S)

YOU DON'T
KNOW JACQUES!
GC F15

BASTILLE
MY HEART*
GC F17 (S)

P=PEARL | GL=GLITTER | S=SHIMMER | SH=SHEER

GelColor

BOGOTÁ
BLACKBERRY
GC F52 (P)

A-PIERS
TO BE TAN*
GC F53

DINING
AL FRISCO*
GC F54 (F)

PEACE & LOVE
& OPI*
GC F56 (P)

KEEPING SUZI
AT BAY*
GC F57

I KNEAD
SOUR-DOUGH*
GC F60 (P)

MUIR MUIR
ON THE WALL*
GC F61 (S)

I REACHED
MY GOLD!*
GC G02 (GL)

YOU PINK
TOO MUCH*
GC G03 (GL)

CHASING
RAINBOWS*
GC G04 (GL)

DS PEWTER
GC G05 (GL)

DESPERATELY
SEEKING SEQUINS*
GC G06 (GL)

SCHNAPPS
OUT OF IT!*
GC G22 (P)

SUZI & THE 7
DÜSSELDORFS
GC G23

UNFOR-GRETA-BLY
BLUE*
GC G24 (P)

CHICK FLICK
CHERRY
GC H02

I'M NOT REALLY
A WAITRESS
GC H08 (P)

PASSION
GC H19 (SH)

FUNNY BUNNY
GC H22
(P, SH)

SUZI SAYS
FENG SHUI*
GC H46

A GOOD
MAN-DARIN
IS HARD TO FIND
GC H47

PEDAL
FASTER
SUZI!*
GC H60 (S)

VAMPSTERDAM
GC H63 (P)

THAT'S
HULA-RIOUS!
GC H65

MY GECKO
DOES TRICKS*
GC H66 (S)

DO YOU TAKE
LEI AWAY?
GC H67

IS MAI TAI
CROOKED?
GC H68

GO WITH THE
LAVA FLOW
GC H69 (S)

ALOHA
FROM OPI
GC H70

SUZI SHOPS &
ISLAND HOPS
GC H71

JUST LANAI-ING
AROUND
GC H72

HELLO
HAWAII YA?
GC H73

THIS COLOR'S
MAKING WAVES
GC H74 (S)

LOST MY BIKINI
IN MOLOKINI
GC H75

PINEAPPLES HAVE
PEELINGS TOO!*
GC H76 (GL)

BLACK CHERRY
CHUTNEY
GC I43 (P)

DUTCH
TULIPS
GC L60

CAJUN
SHRIMP
GC L64

ALPINE SNOW
GC L00

KYOTO PEARL
GC L03 (P, SH)

*These shades available only while supplies last.

GelColor

OPI RED
GC L72 (P)

MALAGA
WINE
GC L87

MY CHIHUAHUA
BITES!
GC M21

STRAWBERRY
MARGARITA
GC M23

COZU-MELTED
IN THE SUN
GC M27 (S)

BIG APPLE
RED
GC N25

LIFE GAVE
ME LEMONS
GC N33

YOU ARE SO
OUTTA LIME!
GC N34

JUICE BAR
HOPPING
GC N35

HOTTER THAN
YOU PINK
GC N36

PUSH &
PUR-PULL
GC N37

DOWN TO THE
CORE-AL
GC N38

GOING MY WAY
OR NORWAY?*

GC N39

ICE BERGERS
& FRIES*

GC N40

OPI WITH A NICE
FINN-ISH*

GC N41 (P)

MY VOICE IS
A LITTLE NORSE
GC N42 (GL)

CAN'T AFJÖRD
NOT TO
GC N43

HOW GREAT IS
YOUR DANE?
GC N44

MY DOGSLED
IS A HYBRID
GC N45

SUZI HAS A
SWEDE TOOTH
GC N46

DO YOU HAVE
THIS COLOR IN
STOCK-HOLM?
GC N47

THANK GLOGG
IT'S FRIDAY!
GC N48 (P)

VIKING IN
A VINTER
VONDERLAND
GC N49

SKATING ON
THIN ICE-LAND
GC N50

LET ME BAYOU
A DRINK
GC N51

HUMIDI-TEA
GC N52 (P)

SUZI NAILS
NEW ORLEANS
GC N53

I MANICURE
FOR BEADS
GC N54

SPARE ME A
FRENCH QUARTER?
GC N55

SHE'S A BAD
MUFFULETTA!
GC N56

GOT MYSELF INTO
A JAM-BALAYA
GC N57 (SH)

CRAWFISHIN' FOR
A COMPLIMENT
GC N58

TAKE A RIGHT
ON BOURBON
GC N59 (P)

I'M SOOO
SWAMPED!
GC N60

RICH GIRLS
& PO-BOYS
GC N61

SHOW US
YOUR TIPS!
GC N62 (S)

SAMOAN
SAND
GC P61 (SH)

PRINCESSES
RULE!
GC R44 (S)

RUSSIAN NAVY
GC R54 (S)

COSMO-NOT
TONIGHT HONEY!
GC R58 (P)

GelColor

ROMEO
& JOLIET*
GC S72 (GC, S)

BUBBLE BATH
GC S86 (SH)

BLACK ONYX**
GC T02

ARE WE
THERE YET?
GC T23* (S)

COLOR TO
DINER FOR*
GC T25 (S)

I EAT MAINLY
LOBSTER
GC T30 (S)

MY ADDRESS IS
"HOLLYWOOD"*
GC T31 (S)

PIROUETTE
MY WHISTLE
GC T55 (GL)

CHIFFON
MY MIND
NL T63
(GC, S)

PETAL SOFT
GC T64
(GC, GL)

PUT IT
IN NEUTRAL
GC T65 (GC)

ACT
YOUR BEIGE!
GC T66
(GC)

THIS
SILVER'S
MINE!
GC T67
(GC, P)

MAKE LIGHT
OF THE
SITUATION
GC T68
(GC, GL)

LOVE IS
IN THE BARE
GC T69

I COULDN'T
BARE LESS!
GC T70

A GREAT
OPERA-TUNITY
GC V25 (GC)

ITS A PIAZZA
CAKE
GC V26 (GC)

WORTH A
PRETTY PENNE
GC V27 (GC)

TIRAMISU
FOR TWO
GC V28 (GC)

AMORE AT THE
GRAND CANAL
GC V29 (GC)

GIMME A
LIDO KISS
GC V30 (GC, S)

BE THERE IN
A PROSECCO
GC V31 (GC)

I CANNOLI
WEAR OPI
GC V32 (GC)

GELATO ON
MY MIND
GC V33 (GC)

PURPLE
PALAZZO PANTS
GC V34 (GC)

O SUZI MIO
GC V35 (GC)

MY GONDOLA
OR YOURS?
NL V36 (GC)

LINCOLN PARK
AFTER DARK
GC W42

GOT THE BLUES
FOR RED
GC W52

COLOR SO HOT
IT BURNS
GC Z13

YODEL ME
ON MY CELL*
GC Z20 (S)

CAN'T FIND MY
CZECHBOOK
GC 101
(PASTEL)

DO YOU
LILAC IT?
GC 102
(PASTEL)

GARGANTUAN
GREEN GRAPE
GC 103
(PASTEL)

NEED
SUNGLASSES?
GC 104
(PASTEL)

ARE WE
THERE YET?
GC 105
(PASTEL)

MOD
ABOUT YOU
GC 106
(PASTEL)

**Available in the EU as Lady in Black GC T02-EU

CLASSICS

LISTED IN ALPHABETICAL ORDER BY NAME

A GOOD MAN-DARIN IS HARD TO FIND.....	GC.....	NL H47
A GREAT OPERA-TUNITY.....	GC.....	NL V25
A-ROSE AT DAWN...BROKE BY NOON (P)		NL V11
ALOHA FROM OPI (S).....	GC.....	NL H70
AMAZON...AMAZOFF	GC.....	NL A64
AMORE AT THE GRAND CANAL	GC.....	NL V29
AN AFFAIR IN RED SQUARE (P).....		NL R53
APHRODITE'S PINK NIGHTIE (P)		NL G01
BAREFOOT IN BARCELONA		NL E41
BE THERE IN A PROSECCO.....	GC.....	NL V31
BERLIN THERE DONE THAT		NL G13
BIG APPLE RED	GC.....	NL N25
BLACK CHERRY CHUTNEY (P)	GC.....	NL I43
BLACK ONYX**	GC.....	NL T02
BOGOTÁ BLACKBERRY (P)	GC.....	NL F52
CAJUN SHRIMP	GC.....	NL L64
CALIFORNIA RASPBERRY (P)		NL L54
CAN'T AFJÖRD NOT TO	GC.....	NL N43
CAN'T FIND MY CZECHBOOK	GC.....	NL E75
CHICAGO CHAMPAGNE TOAST (P).....		NL S63
CHICK FLICK CHERRY	GC.....	NL H02
CHOCOLATE MOOSE		NL C89
COLOR SO HOT IT BURNS	GC.....	NL Z13
COSMO-NOT TONIGHT HONEY! (P).....	GC.....	NL R58
COZU-MELTED IN THE SUN (S).....	GC.....	NL M27
DANKE-SHINY RED (P)		NL G14
DO YOU HAVE THIS COLOR IN STOCK-HOLM?	GC.....	NL N47
DO YOU TAKE LEI AWAY?.....	GC.....	NL H67
DON'T BOSSA NOVA ME AROUND.....	GC.....	NL A60
DULCE DE LECHE		NL A15
DUTCH TULIPS	GC.....	NL L60
ELEPHANTASTIC PINK		NL I42
FEELIN' HOT-HOT-HOT!		NL B77
GELATO ON MY MIND	GC.....	NL V33
GIMME A LIDO KISS (S)	GC.....	NL V30
GLITZERLAND (S)		NL Z19
GO WITH THE LAVA FLOW (S)	GC.....	NL H69
GOT THE BLUES FOR RED	GC.....	NL W52
HAPPY ANNIVERSARY! (S)		NL A36
HELLO HAWAII YA?.....	GC.....	NL H73
HOT & SPICY		NL H43
HOW GREAT IS YOUR DANE?.....	GC.....	NL N44
I CANNOLI WEAR OPI.....	GC.....	NL V32
I EAT MAINLY LOBSTER (S)	GC.....	NL T30
I JUST CAN'T COPE-ACABANA	GC.....	NL A65
I'M NOT REALLY A WAITRESS (P).....	GC.....	NL H08
IN THE CABLE CAR-POOL LANE		NL F62
IS MAI TAI CROOKED?	GC.....	NL H68
ITALIAN LOVE AFFAIR (P)		NL I27
IT'S A PIAZZA CAKE.....	GC.....	NL V26
JUST LANAI-ING AROUND	GC.....	NL H72
KISS ME I'M BRAZILIAN.....	GC.....	NL A68
KISS ME ON MY TULIPS		NL H59
KOALA BEAR-Y.....		NL A46
LA PAZ-ITIVELY HOT (P)		NL A20
LINCOLN PARK AFTER DARK	GC.....	NL W42
LIVE.LOVE.CARNAVAL.....	GC.....	NL A69
LOST MY BIKINI IN MOLOKINI.....	GC.....	NL H75
LUCERNE-TAINLY LOOK MARVELOUS (S)		NL Z18
LUCKY LUCKY LAVENDER.....		NL H48
MALAGA WINE	GC.....	NL L87
MEET ME ON THE STAR FERRY (S).....		NL H49
MIAMI BEET	GC.....	NL B78
MIDNIGHT IN MOSCOW (S)		NL R59
MY CHIHUAHUA BITES!	GC.....	NL M21
MY DOGSLED IS A HYBRID	GC.....	NL N45
MY GONDOLA OR YOURS?	GC.....	NL V36
MY VAMPIRE IS BUFF.....	GC.....	NL E82
MY VERY FIRST KNOCKWURST.....		NL G20
MY VOICE IS A LITTLE NORSE (GL)	GC.....	NL N42
NOMAD'S DREAM (P).....		NL P02
NOT SO BORA-BORA-ING PINK (P)		NL S45
O SUZI MIO.....	GC.....	NL V35
OPI...EURSO EURO	GC.....	NL E72
OPI ON COLLINS AVE.....	GC.....	NL B76
OPI RED (P).....	GC.....	NL L72
PAMPLONA PURPLE		NL E50
PINK FLAMENCO.....	GC.....	NL E44
POMPEII PURPLE (P).....	GC.....	NL C09
PURPLE PALAZZO PANTS.....	GC.....	NL V34
RED HOT RIO	GC.....	NL A70
RED LIGHTS AHEAD...WHERE?		NL H61
RED MY FORTUNE COOKIE		NL H42

**Available in the EU as Lady in Black NL T02-EU (GC) †Limited Time

RUSSIAN NAVY (S).....	GC.....	NL R54
SKATING ON THIN ICE-LAND.....	GC.....	NL N50
STRAWBERRY MARGARITA.....	GC.....	NL M23
SUZI & THE 7 DÜSSELDORFS.....	GC.....	NL G23
SUZI HAS A SWEDE TOOTH.....	GC.....	NL N46
SUZI SHOPS & ISLAND HOPS.....	GC.....	NL H71
TASMANIAN DEVIL MADE ME DO IT.....		NL A44
TAUPE-LESS BEACH.....	GC.....	NL A61
THANK GLOGG IT'S FRIDAY! (P).....	GC.....	NL N48
THAT'S HULA-RIOUS!.....	GC.....	NL H65
THE THRILL OF BRAZIL.....	GC.....	NL A16
THIS COLOR'S MAKING WAVES (S).....	GC.....	NL H74
TICKLE MY FRANCE-Y.....		NL F16
TIRAMISU FOR TWO.....	GC.....	NL V28
TOUCAN DO IT IF YOU TRY.....	GC.....	NL A67
VIKING IN A VINTER VONDERLAND.....	GC.....	NL N49
WORTH A PRETTY PENNE.....	GC.....	NL V27
YOGA-TA GET THIS BLUE! (S).....		NL I47
YOU DON'T KNOW JACQUES!.....	GC.....	NL F15
YOU'RE SUCH A BUDAPEST.....	GC.....	NL E74

NEW ORLEANS COLLECTION

CRAWFISHIN' FOR A COMPLIMENT.....	GC.....	NL N58
GOT MYSELF INTO A JAM-BALAYA.....	GC.....	NL N57
HUMIDI-TEA (P).....	GC.....	NL N52
I MANICURE FOR BEADS.....	GC.....	NL N54
I'M SOOO SWAMPED!.....	GC.....	NL N60
LET ME BAYOU A DRINK (P).....	GC.....	NL N51
RICH GIRLS & PO-BOYS.....	GC.....	NL N61
SHE'S A BAD MUFFULETTA!.....	GC.....	NL N56
SHOW US YOUR TIPS! (S).....	GC.....	NL N62
SPARE ME A FRENCH QUARTER?.....	GC.....	NL N55
SUZI NAILS NEW ORLEANS.....	GC.....	NL N53
TAKE A RIGHT ON BOURBON (P).....	GC.....	NL N59

DESIGNER SERIES

DS CHARCOAL (SW).....		DS 048
DS CLASSIC (S).....		DS 031
DS EXTRAVAGANCE (S).....		DS 026
DS IMPERIAL (SW).....		DS 049
DS LAPIS (RG).....		DS 045
DS PEWTER (RG).....	GC.....	DS 044
DS RADIANCE (S).....		DS 038
DS REFLECTION (S).....		DS 030
DS RESERVE (S).....		DS 027
DS TITANIUM (PQ).....		DS 047
DS TOP COAT.....		DS T03
DS TOURMALINE (PQ).....		DS 046

SOFT SHADES

ACT YOUR BEIGE!.....	GC.....	NL T66
ALPINE SNOW.....	GC.....	NL L00
ALTAR EGO (P, SH).....		NL S78
BUBBLE BATH (SH).....	GC.....	NL S86
CARE TO DANSE? (SH).....		NL T53
CHIFFON MY MIND (S).....	GC.....	NL T63
CONEY ISLAND COTTON CANDY (SH).....		NL L12
FUNNY BUNNY (P, SH).....	GC.....	NL H22
GOT A DATE TO-KNIGHT! (SH).....		NL R46
HAWAIIAN ORCHID (P).....		NL A06
HEART THROB (SH).....		NL H18
I THINK IN PINK (SH).....		NL H38
IT'S A GIRL! (SH).....		NL H39
KYOTO PEARL (P, SH).....	GC.....	NL L03
MAKE LIGHT OF THE SITUATION (GL).....	GC.....	NL T68
MIMOSAS FOR MR. & MRS. (SH).....		NL R41
PASSION (SH).....	GC.....	NL H19
PETAL SOFT (GL).....	GC.....	NL T64
PINK-ING OF YOU (SH).....		NL S95
PIROUETTE MY WHISTLE (GL).....	GC.....	NL T55
PRINCESSES RULE! (S).....	GC.....	NL R44
PRIVACY PLEASE (SH).....		NL R30
PUT IT IN NEUTRAL.....	GC.....	NL T65
ROSY FUTURE (P, SH).....		NL S79
SAMOAN SAND (SH).....	GC.....	NL P61
STEP RIGHT UP! (SH).....		NL F28
SWEET HEART (SH).....		NL S96
SWEET MEMORIES (SH).....		NL R31
THIS SILVER'S MINE! (P).....	GC.....	NL T67
TUTTI FRUTTI TONGA (P, SH).....		NL S48

P=PEARL | GL=GLITTER | PQ=POLISHED QUARTZ | SW=STONEWASHED
 RG=RAW GRANITE | SH=SHEER | S=SHIMMER | GC= AVAILABLE IN GELCOLOR

BRIGHTS

A GRAPE FIT!.....	GC.....	NL B87
BLUE MY MIND (P).....		NL B24
CAN'T HEAR MYSELF PINK! (P).....	GC.....	NL A72
CHARGED UP CHERRY.....		NL B35
DATING A ROYAL.....		NL B70
DO YOU LILAC IT?.....	GC.....	NL B29
DOWN TO THE CORE-AL.....	GC.....	NL N38
FLASHBULB FUCHSIA (S).....		NL B31
GARGANTUAN GREEN GRAPE.....	GC.....	NL B44
GREEN-WICH VILLAGE.....		NL B69
HOTTER THAN YOU PINK.....	GC.....	NL N36
I SEA YOU WEAR OPI (P).....	GC.....	NL A73
I STOP FOR RED.....	GC.....	NL A74
IN MY BACK POCKET.....		NL B88
JUICE BAR HOPPING.....	GC.....	NL N35
LIFE GAVE ME LEMONS.....	GC.....	NL N33
LIGHT MY SAPPHIRE (P).....		NL B60
MOD ABOUT YOU.....	GC.....	NL B56
MOD-ERN GIRL.....		NL B65
MY CAR HAS NAVY-GATION.....	GC.....	NL A76
MY PRIVATE JET (S).....	GC.....	NL B59
NEED SUNGLASSES?.....	GC.....	NL B46
NO ROOM FOR THE BLUES.....	GC.....	NL B83
OPI INK. (S).....	GC.....	NL B61
OVER THE TAUPE.....		NL B85
PURPLE WITH A PURPOSE (P).....		NL B30
PUSH & PUR-PULL.....	GC.....	NL N37
SHORTS STORY.....	GC.....	NL B86
SIGNIFICANT OTHER COLOR (S).....		NL B28
TEAL THE COWS COME HOME (S).....		NL B54
THAT'S BERRY DARING.....		NL B36
THAT'S HOT! PINK.....		NL B68
THE BERRY THOUGHT OF YOU.....	GC.....	NL A75
UP FRONT & PERSONAL (S).....		NL B33
YOU ARE SO OUTTA LIME!.....	GC.....	NL N34

GELCOLOR

A GOOD MAN-DARIN IS HARD TO FIND.....	GC H47
A-PIERS TO BE TAN*.....	GC F53
A GRAPE FIT!.....	GC B87
ACT YOUR BEIGE!.....	GC T66
ALOHA FROM OPI.....	GC H70
ALPINE SNOW.....	GC L00
AMAZON...AMAZOFF.....	GC A64
ARE WE THERE YET?* (S).....	GC T23
ARE WE THERE YET? (PASTEL).....	GC 105
BASTILLE MY HEART* (S).....	GC F17
BIG APPLE RED.....	GC N25
BLACK CHERRY CHUTNEY (P).....	GC I43
BLACK ONYX**.....	GC T02
BOGOTÁ BLACKBERRY (P).....	GC F52
BRISBANE BRONZE* (S).....	GC A45
BUBBLE BATH (SH).....	GC S86
CAJUN SHRIMP.....	GC L64
CAN'T AFJÖRD NOT TO.....	GC N43
CAN'T FIND MY CZECHBOOK.....	GC E75
CAN'T FIND MY CZECHBOOK (PASTEL).....	GC 101
CHASING RAINBOWS* (GL).....	GC G04
CHICK FLICK CHERRY.....	GC H02
CHIFFON MY MIND (S).....	GC T63
COLOR SO HOT IT BURNS.....	GC Z13
COLOR TO DINER FOR* (S).....	GC T25
COSMO-NOT TONIGHT HONEY! (P).....	GC R58
COZU-MELTED IN THE SUN (S).....	GC M27
DESPERATELY SEEKING SEQUINS* (GL).....	GC G06
DINING AL FRISCO* (P).....	GC F54
DON'T BOSSA NOVA ME AROUND.....	GC A60
DO YOU HAVE THIS COLOR IN STOCK-HOLM?.....	GC N47
DO YOU LILAC IT?.....	GC B29
DO YOU LILAC IT? (PASTEL).....	GC 102
DO YOU TAKE LEI AWAY?.....	GC H67
DOWN TO THE CORE-AL.....	GC N38
DUTCH TULIPS.....	GC L60
DS PEWTER (RG).....	GC G05
FUNNY BUNNY (P, SH).....	GC H22
GARGANTUAN GREEN GRAPE.....	GC B44
GARGANTUAN GREEN GRAPE (PASTEL).....	GC 103
GO WITH THE LAVA FLOW (S).....	GC H69
GOING MY WAY OR NORWAY?*.....	GC N39
GOT THE BLUES FOR RED.....	GC W52
HELLO HAWAII YA?.....	GC H73
HERE TODAY...ARAGON TOMORROW* (P).....	GC E48
HOTTER THAN YOU PINK.....	GC N36
HOW GREAT IS YOUR DANE?.....	GC N44
I COULDN'T BARE LESS!.....	GC T70

*These shades available only while supplies last.

GELCOLOR (continued)

I EAT MAINLY LOBSTER (S).....	GC T30
I JUST CAN'T COPE-ACABANA.....	GC A65
I KNEAD SOUR-DOUGH* (P).....	GC F60
I REACHED MY GOLD!* (GL).....	GC G02
ICE-BERGERS & FRIES*.....	GC N40
I'M NOT REALLY A WAITRESS (P).....	GC H08
IS MAI TAI CROOKED?.....	GC H68
JUICE BAR HOPPING.....	GC N35
JUST LANAI-ING AROUND.....	GC H72
KEEPING SUZI AT BAY*.....	GC F57
KISS ME I'M BRAZILIAN.....	GC A68
KYOTO PEARL (P, SH).....	GC L03
LIFE GAVE ME LEMONS.....	GC N33
LINCOLN PARK AFTER DARK.....	GC W42
LIVE.LOVE.CARNAVAL.....	GC A69
LOUVRE ME LOUVRE ME NOT* (S).....	GC F13
LOST MY BIKINI IN MOLOKINI.....	GC H75
LOVE IS IN THE BARE.....	GC T69
MAKE LIGHT OF THE SITUATION (GL).....	GC T68
MALAGA WINE.....	GC L87
MIAMI BEET.....	GC B78
MOD ABOUT YOU.....	GC B56
MOD ABOUT YOU (PASTEL).....	GC 106
MUIR MUIR ON THE WALL* (S).....	GC F61
MY ADDRESS IS "HOLLYWOOD"* (S).....	GC T31
MY CHIHUAHUA BITES!.....	GC M21
MY DOGSLED IS A HYBRID.....	GC N45
MY GECKO DOES TRICKS* (S).....	GC H66
MY PRIVATE JET (S).....	GC B59
MY VAMPIRE IS BUFF.....	GC E82
MY VOICE IS A LITTLE NORSE (GL).....	GC N42
NEED SUNGLASSES?.....	GC B46
NEED SUNGLASSES? (PASTEL).....	GC 104
NO ROOM FOR THE BLUES.....	GC B83
ON PINKS AND NEEDLES*.....	GC A71
OPI...EURO EURO.....	GC E72
OPI INK. (S).....	GC B61
OPI ON COLLINS AVE.....	GC B76
OPI RED (P).....	GC L72
OPI SCORES A GOAL!*.....	GC A63
OPI WITH A NICE FINN-ISH* (P).....	GC N41
OY-ANOTHER POLISH JOKE!* (S).....	GC E78
PASSION (SH).....	GC H19
PEACE & LOVE & OPI* (P).....	GC F56
PEDAL FASTER SUZI!* (S).....	GC H60
PETAL SOFT (GL).....	GC T64
PINEAPPLES HAVE PEELINGS TOO!* (GL).....	GC H76
PINK FLAMENCO.....	GC E44
PIROUETTE MY WHISTLE (GL).....	GC T55
POLKA•COM* (GL).....	GC E71
POMPEII PURPLE (P).....	GC C09
PRINCESSES RULE! (S).....	GC R44
PUSH & PUR-PULL.....	GC N37
PUT IT IN NEUTRAL.....	GC T65
RED HOT RIO.....	GC A70
ROMEO & JOLIET* (S).....	GC S72
RUSSIAN NAVY (S).....	GC R54
SAMOAN SAND (SH).....	GC P61
SCHNAPPS OUT OF IT!* (P).....	GC G22
SHORTS STORY.....	GC B86
SKATING ON THIN ICE-LAND.....	GC N50
STRAWBERRY MARGARITA.....	GC M23
SUZI & THE 7 DÜSSELDORFS.....	GC G23
SUZI HAS A SWEDE TOOTH.....	GC N46
SUZI SAYS FENG SHUI*.....	GC H46
SUZI SHOPS & ISLAND HOPS.....	GC H71
TAUPE-LESS BEACH.....	GC A61
THANK GLOGG IT'S FRIDAY! (P).....	GC N48
THAT'S HULA-RIOUS!.....	GC H65
THE THRILL OF BRAZIL.....	GC A16
THIS COLOR'S MAKING WAVES (S).....	GC H74
THIS SILVER'S MINE! (P).....	GC T67
TOUCAN DO IT IF YOU TRY.....	GC A67
UNFOR-GRETA-BLY BLUE* (P).....	GC G24
VAMPSTERDAM (P).....	GC H63
VIKING IN A VINTER VONDERLAND.....	GC N48
WHERE DID SUZI'S MAN-GO?*.....	GC A66
YODEL ME ON MY CELL* (S).....	GC Z20
YOU ARE SO OUTTA LIME!.....	GC N34
YOU DON'T KNOW JACQUES!.....	GC F15
YOU PINK TOO MUCH* (GL).....	GC G03
YOU'RE SUCH A BUDAPEST.....	GC E74

P=PEARL | GL=GLITTER | RG=RAW GRANITE | SH=SHEER | S=SHIMMER
GC= AVAILABLE IN GELCOLOR



PROOF OF AUTHENTICITY



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