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World-Class Group of Salon Entrepreneurs Named Winners in First Ever Global Salon Business Awards

(London, England)— There's an adage in the business world that says: "Real leaders are ordinary people with extraordinary determination." Those words of wisdom certainly apply to the hairdressing salon professionals who were today named winners in the first-ever Global Salon Business Awards in London, England.

"The Awards pay tribute to entrepreneurial salon and spa owners around the globe whose business acumen and notable business accomplishments have had a lasting and positive impact on their local communities as well as their bottom lines," explains Paula Kent Meehan, the program's founder. Executive Director, Kristin Firrell, concurs. "This is the one and only program that honors, recognizes, and rewards hairdressing salon entrepreneurs that are leading the way, taking their businesses to entirely new levels of success".

The select group of winners representing 21 countries, including: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Ireland, Iceland, Italy, Mexico, Netherlands, New Zealand, Norway, South Africa, Spain, Sweden, Switzerland, the United Kingdom and the United States were recently chosen through an intense judging process conducted by an elite panel of judges, managed and administered by the University of California at Los Angeles, Anderson School of Management. The judging panel, whose ranks included prominent business leaders and academicians as well as members of the "who's who" of the hairdressing world and the professional trade press, assembled this past March to review hundreds of applications, scoring salon owners on such aspects as entrepreneurial culture, point-of-difference, level of risk taken, team education and training, team reward and recognition, client service initiatives, loyalty and retentions program, community service initiatives, marketing and promotional materials, and profitability.

"The judging process, administered and coordinated by the UCLA Anderson School of Management, Price Center for Entrepreneurial Studies, was actually influenced by my experience with the prestigious Ernst & Young Entrepreneur of the Year® Awards as well as the selection process of awards for excellence at the UCLA Anderson School," explains Dr. Alfred E. Osborne, Jr., Senior Associate Dean of the UCLA Anderson School of Management. "Our goal here was to design an independent and impartial process that yields objective judgment of the most successful entrepreneurs, and I think the system we created more than accomplished that."

Entrepreneur of the Year – Single Unit

The salons presented with the coveted SALON ENTREPRENEUR OF THE YEAR™ award were recognized for demonstrating outstanding performance in all five areas of judging criteria including entrepreneurial spirit, team and client philosophy, marketing and promotional programs and financial productivity. These salons clearly demonstrated unique and personalized services along with extraordinary career development opportunities for their salon team members, resulting in successful and profitable businesses.

The winners of the 2004 Salon Entrepreneur of the Year™ - Single Unit Category are:

Country	Salon Owner Name/s	Salon Name	City	State/Province
<i>Australia</i>	<i>Phillip Galbraith & Shane Henning</i>	<i>Noddy's on King</i>	<i>Sydney</i>	<i>New South Wales</i>
<i>Austria</i>	<i>Gerhard & Andreas Mayer</i>	<i>Intercoiffeur Mayer KG</i>	<i>Graz</i>	
<i>Canada</i>	<i>Daniel Benoit & Anna Pacitto-Merlo</i>	<i>Pure Coiffure</i>	<i>Montreal</i>	<i>Quebec</i>
<i>Finland</i>	<i>Liisa Virho-Kilponen</i>	<i>Salon Virho</i>	<i>Oulu</i>	
<i>Germany</i>	<i>Michael Müller</i>	<i>Klaus Peter Ochs Friseure</i>	<i>Frankfurt AM Main</i>	
<i>Ireland</i>	<i>Richard, Paul and Angie Dromgoole</i>	<i>Zeba Hairdressing</i>	<i>Dublin 2</i>	
<i>Italy</i>	<i>Gerry Santoro</i>	<i>Improve s.r.l.</i>	<i>Santa Corce Sull'arno</i>	
<i>Mexico</i>	<i>Kinoshita Ari Hiroaki & Takenaka Mishima Masami</i>	<i>Ken Hair Studio</i>	<i>Mexico D.F.</i>	
<i>Netherlands</i>	<i>Richard & Kim Koffijberg and Brigit Koffijberg Van Niele</i>	<i>Richard Koffijberg Hairdressers</i>	<i>Amsterdam</i>	
<i>South Africa</i>	<i>Frank Fowden</i>	<i>Frank Fowden Hairstylists</i>	<i>Cape Town</i>	
<i>Switzerland</i>	<i>Marco & Judith Sartori</i>	<i>Hairstyling By Marco Sartori</i>	<i>Kloten</i>	
<i>United Kingdom</i>	<i>Victor Pajak</i>	<i>Headquarters Hair Salon</i>	<i>Surrey</i>	
<i>USA West</i>	<i>Gary Howse & Manuel Benevich</i>	<i>Gary Manuel Salon</i>	<i>Seattle</i>	<i>Washington</i>
<i>USA East</i>	<i>Vincent Perri & Chris Lewis</i>	<i>Vincent Salon and Day Spa</i>	<i>Fort Myers</i>	<i>Florida</i>

The winners of the 2004 Salon Entrepreneur of the Year™ - Multi- Unit Category are:

<i>Australia</i>	<i>Anthony Martino</i>	<i>Heading Out Hair & Beauty</i>	<i>Fitlory</i>	<i>Victoria</i>
<i>Canada</i>	<i>Eveline Charles</i>	<i>EvelineCharles Salons Spas</i>	<i>Edmonton</i>	<i>Alberta</i>
<i>Finland</i>	<i>Annikki Hagros-Koski</i>	<i>Hiusakatemia</i>	<i>Helsinki</i>	
<i>France</i>	<i>Jean Bernard Claviere</i>	<i>Terre De Mienne</i>	<i>Sarrebouurg</i>	
<i>Italia</i>	<i>Fabio Messina & Claudia Silvestroni</i>	<i>Contesta Rock Hair</i>	<i>Milano</i>	
<i>New Zealand</i>	<i>Paul & Jacci Huege de Serville and Paul Jamieson</i>	<i>Servilles</i>	<i>Auckland</i>	
<i>Norway</i>	<i>Øistein Bjørndal</i>	<i>Adam og Eva</i>	<i>Oslo</i>	
<i>South Africa</i>	<i>Lewis John Thomas</i>	<i>Partners Hair Design</i>	<i>Cape Town</i>	
<i>UK</i>	<i>Alan & Linda Stewart</i>	<i>Rainbow Room International</i>	<i>Glasgow</i>	
<i>USA East</i>	<i>Randy Currie</i>	<i>Currie Hair, Skin, Nails</i>	<i>Glen Mills</i>	<i>Pennsylvania</i>
<i>USA West</i>	<i>Pamela McNair-Wingate</i>	<i>Gadabout SalonSpas</i>	<i>Tucson</i>	<i>AZ</i>

MARKETING & PROMOTION:

The Salons recognized as the winners of the ENTREPRENEURIAL EXCELLENCE FOR MARKETING and PROMOTION AWARD demonstrated extraordinary branding, image, position, a defined target market and offer the services and products that will appeal to that target consumer. These winning salons established a clear identity and image through their innovative marketing, promotion and publicity programs; earning them award winning distinction for excellence in marketing and promotion.

The Winners of the 2004 Entrepreneurial Excellence Award for Marketing & Promotion are:

COUNTRY	Owner Name	Salon Name	City	State/Province
Canada	Michele Spooner-Curry	Shear Heaven Free Your Creative Spirit Inc.	Cold Lake	Alberta
Germany	Holger Knievel	Friseurstudio Knievel	Dresden	
New Zealand	Larissa Johanna Sulzberger	Blue Cactus Hairdressing	Wellington	
UK	Jenny Brindley-Pye	Francesco Group	Stafford	
USA West	Andreas Zafiriadis	Salon Buzz	Chicago	Illinois
USA East	Vinnie Sullivan & William Hutt	Top It Off Salon & Spa	Fort Myers	Florida

CLIENT PHILOSOPHY:

The salons recognized as the winners of the ENTREPRENEURIAL EXCELLENCE FOR CLIENT PHILOSOPHY AWARD demonstrated outstanding and innovative methods for guaranteeing client satisfaction and loyalty.

The Winners of the 2004 Entrepreneurial Excellence Award for Client Philosophy are:

COUNTRY	Owner Name	Salon Name	City	State/Province
Australia	Jamie Carroll	Jamie Carroll Hair and Beauty	Sylvania Heights	New South Wales
Finland	Rauni Ahonen & Timo Ahonen	Salon Sensitive	Helsinki	
France	Jean-Luc Rousseau	Feelings	Auxerre	
Germany	Patricia Böhm & Alexander Normann	Böhm Haare!	Neuwied	
Ireland	Ciaran Nevin	Ciaran Nevin Hair Salon	Dublin	
Italy	Alessandro & Emanuele Santo Paolo	Contesta Rock Hair	Rome	
Netherlands	Rob Peetoom	Rob Peetoom Hair & Make-Up	Haarlem	
South Africa	Roy, Virginia and Clinton Valjeaux and Collette Di Loria	Jeauval Hair Salon	Sandton	
Switzerland	Carlo Zwahlen	Millennium Hair Design	Biel-Bienne	
UK	Malcolm MacNeil	Ishoka	Scotland	
USA	Dawn Blom	Dawn's Pizzazz Artistic Group & Day Spa	Danbury	Connecticut
USA	Eric & Mary Fisher	Eric Fisher Salon	Wichita	Kansas

TEAM PHILOSOPHY:

The salons recognized as the winners of the ENTREPRENEURIAL EXCELLENCE FOR CLIENT PHILOSOPHY AWARD have strong leadership, and typically warm and rewarding cultures, rich in trust and mutual respect along with a defined process for career development. These salon owners demonstrate extraordinary methods for attracting, training and retaining their team members. The key qualities assessed included a review of their compensation, benefit, education, retention, and recognition and rewards programs.

The Winners of the 2004 Entrepreneurial Excellence Award for Team Philosophy are:

Canada	Marcel Pelchat	Salons Marcel Pelchat	Quebec	Quebec
France	Didier Botlan & Elise Pepin	Caractère	La Ferte Alais	
Germany	Albert Bachmann	Frisor Albert Bachmann	Roßtal	
Netherlands	Ad Peters	Ad Peters Hair Company	Deventer	
New Zealand	Michelle & Douglas March	Surreal Hair and Body	Christchurch	
Norway	Lars Terje Skjaeveland & Terje Veastad	Modern Design AS	Sandnes	
Sweden	Johan Hellstrom & Peter Hagelstam	Björn Axén Institut AD	Stockholm	
Switzerland	Andreas Giorgio Gagliardi	Hair Salon Andrea Giorgio	Weinfelden	
United Kingdom	Jon Macleod	Paterson SA	Edinburgh	Scotland
USA West	Gretchen Brown & Tina Morshauer	Rejuvenation Spa Inc.	Madison	Wisconsin
USA East	Pat Helmandollar	Savvy Salon and Day Spa	Cornelius	North Carolina

FINANCIAL PRODUCTIVITY:

The winners of THE ENTREPRENEURIAL EXCELLENCE AWARD FOR FINANCIAL PRODUCTIVITY AWARD demonstrated extraordinary financial performance, including a strong return on investment, sales, profitability and the demonstration of continuous growth increases year on year.

The Winners of the 2004 Entrepreneurial Excellence Award for Financial Productivity are:

Australia	Dennis Langford	Toni & Guy Australia	Sydney	New South Wales
Canada	John, Elizabeth and Edwin Johnston	The Cutting Room Hair Design	Nanaimo	British Columbia
Finland	Sirpa Mansner	Beautyhair Sirpa Mansner	Helsinki	
France	Thierry Lothmann	Thierry Lothmann Gestion	Paris	
Germany	Sabine Frös & Oliver Nagel	Die Hairothek	Amberg	
Ireland	Teresa Connolly	Ritzys Hair Salon	Tullamore	
Italy	Piero & Fiorella Bastiani	Piero Bastiani United snc	Livorno	
Netherlands	Richard Koops & Jeannette Koops-Koorda	Silhouet V.O.F.	Veendam	
New Zealand	Grant Morgan	Talk Of The Town Hair Design	Blenheim	
Norway	Ruth Dokken, Lise Boye and Mette Jorgensen	Hexagon Frisor A/S	Oslo	
Switzerland	Friedrich Kaiser	Intercoiffure Kaiser	Biel-Bienne	
Scotland	Jon Macleod	Paterson SA	Edinburgh	Scotland
USA West	Gina Khan & Vijai Manilal	Gina Khan Salon/Yosh For Hair	San Francisco	California
USA East	Barbara Canty & Paula D'Allessandro	The Color Studio	Wellesley	Massachusetts

ENTREPRENEURIAL SPIRIT

Salons receiving top honors in this category epitomize the qualities and characteristics of an entrepreneur; namely the way a person thinks. the way in which he or she gets others to see and share their vision, the risk level that the person accepts

with confidence and conviction, and their relentless belief in possibilities. Salons selected to receive this prestigious award demonstrated outstanding skills in operating their successful business with entrepreneurial flair and a unique and enthusiastic spirit.

The Winners of the 2004 Excellence Award for Entrepreneurial Spirit are:

Australia	Mario & Liliana Murace	Shape Hair and Body	Warriewood	New South Wales
Belgium	Dirk Boudrez & Sofie Claus	Coiffure Boudrez	Deinze	
Denmark	Elmer Stuhr	Stuhr Men & Women	Virum	
Germany	Stefan Hagens & Rainer Kaemena	Art of Hairliner's	Bremen	
Iceland	Elsa Haraldsdóttir	Salon VEH	Reykjavik	
Luxembourg	Guy Mathias	Salon de Coiffure Mathias	Luxembourg	
Netherlands	Corne & Christine Snels	Hardy's	Tilburg	
Norway	Inger Ellen Nicolaisen	Nikita Frisor	Bodo	
South Africa	Johan Nortje	Isjon Intercoiffure	Halfway House, Gautneg	
Spain	Mikel Luzea	Mikel Luzea	Pamplona	
UK	Giselle & Paul Falltrick	Falltricks	Tiptree, Essex	
USA	Dennis Ratner	Hair Cuttery	Falls Church	Virginia
USA	Marlene Gadinis	Eco-tique Salonspa	San Diego	California

Using the themes of leadership, structure, creativity, and consistency, the 3-day event featured a stellar lineup that kicked off with a special, Award Winners Welcome Reception at London's Houses of Parliament. On day one, the Global Salon Business Forum was in high gear with top-drawer business-building presentations held at The British Museum, followed by an evening dinner cruise on the River Thames. Day two shone a spotlight on creativity, with presentations on the art of Visual Merchandising at Harrods Department Store, a networking session at the London Hilton and an evening champagne and dessert reception at The Design Museum. The education and networking seminar culminated on the last day with additional business-building presentations and a lavish Global Salon Business Awards Banquet hosted by Hollywood TV Personality, Leeza Gibbons. At this gala event, the 81 GLOBAL SALON BUSINESS AWARDS winners were recognized and honored for their entrepreneurial achievements in the salon services categories of Salon Entrepreneur of the Year™, along with Entrepreneurial Excellence Awards for Team Philosophy, Client Philosophy, Marketing & Promotion, Financial Productivity and Entrepreneurial Spirit.

In addition to delivering unsurpassed information on business management, leadership, and technology, the three day event featured a number of renowned keynote speakers, including business guru and best-selling author Tom Peters, Royal Family and celebrity photographer Lord Patrick Lichfield, Senior Associate Dean of the UCLA Anderson School of Management, Dr, Alfred E. Osborne, Jr., Intercoiffure Mondial president and salon owner Klaus Peter Ochs, Take Control President and educator Alan Austin-Smith, and Salon Consultants International President Peter Mahoney and Harrods Sr. Director of Visual Merchandising, Mark Briggs.

Founded by beauty-biz icon Paula Kent Meehan, the Global Salon Business Awards recognize the owners of successful salons and spas worldwide for their entrepreneurial achievements and seeks to inspire and inform the business community regarding the opportunities and achievements in the salon services sector.

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