

ness, which is why I am as happy with my hair dressing today as I was 40 years ago." Here, the mane master offers advice for making a name for yourself—and keeping it.

**\* Bring Out The Best:** "Hairdressing is a collaborative effort," reminds Jones. "You're trying to help people express their best selves, even if what they want is not necessarily what you see for them."

**\* Work Together:** "I always insist on doing a consultation [with a new client] because if we don't get along, then there is no point in us trying to work together," the renowned stylist says. "It's basically about working together. You can't do great hair on someone you have disdain for. But, you really want to please someone you really like a lot."

**\* Get Driven:** "The desire has to be there," Jones stresses. "You have to eat, sleep and drink what you do. You have to love—I mean *really* love—what you do. It has to be something you aggressively go out and seek."

**\* Be Patient:** "So many people in our society look at everything for instant gratification," the hair pro expresses. "Stylists come out of beauty school now, go into some salon and then expect to become an instant success overnight. It doesn't happen that way."

the salon, visit [www.angieshairstudio.com](http://www.angieshairstudio.com).

# industry news



Keynote speaker  
DeShawn Bullard

## healthy hair training

Maintaining the health and beauty of multicultural hair was the theme of the two-day CMBS Healthy Multicultural Hair Conference at the 2005 Chicago Midwest Beauty Show. This conference helped provide salon professionals with an impressive

opportunity to learn from experts like Judiffr Pearson, author of *Minding Your Own Business: What Every Salon Owner, Booth Renter & Independent Contractor Should Know*, stylists Kim Whitehurst and Maurice Bennett; and respected trichologist Dr. Tariq Madyun who discussed hair and scalp disorders specific to multicultural clients.

The conference featured businesswoman and hairstylist DeShawn Bullard as the keynote speaker who spoke about "The New Multicultural Hair." Additionally, Carnette Burnett and Andre Edwards of BIA International lead two workshops—"Color & Relaxers" and "Cut & Color."



The CMBS Healthy Multicultural Hair Conference covered a wide range of styles including cornrows, relaxed lengths and spiral styles.