

## TEAM NR. 1 HAIRSTYLE AND MANICURE SALOON

**Suggestion of Key words to be filled in the Business Model Structures:**

<b>BMV/BMC boxes</b>	<b>Key Words</b>	<b>Observations</b>
<b>Who helps you (<i>Key partners</i>)</b>	Family members Friends Mentors Lawyer Investors Social media Hotels Celebrities	Give 2 key words to team no. 2
<b>What you do (<i>Key activities</i>)</b>	Services make up, manicures, hair Events	Receive 2 key words 2 from team nr. 2
<b>How you help (<i>Value provided</i>)</b>	All services in one place Clear, simple, stable and affordable pricing Fast services for business women Openness to young people - new talents  Continuous training courses for employees Strategic location of the hairdressing salon	
<b>Who you interact with (<i>Customer relationships</i>)</b>	Suppliers Treatment resorts Young people who get married Rental house owners Presence on social media	
<b>Who you help (<i>Customer</i> )</b>	Individuals Business woman Friends Women	

<b>Who you are and what you have (key resources)</b>	Special touches like a room to get dressed in Salon design to keep groups together (Fun, music, playing, drinks) Personalised service Quality products Wellness High experienced personeel	
<b>How they know you (channels)</b>	Saloon Workshops Advertising Media recognition Website Mouth – to – mouth	
<b>What you give (Costs)</b>	Salary and benefits for employees Location rental Variable costs Fun waiting area Website maintenance Product line production	
<b>What you get (Revenue streams)</b>	Satisfaction Income Client portfolio Brand	