



Industry History & Career Paths

BUILDING BLOCK FOR SUCCESS - reusable across all programs

Applies to: Cosmetology, Barbering, Esthetics, and Nail Technology

Suggested time: 2 hours (theory and discussion)

How to use this plan: The lines under "Say" are scripted word for word so every class hears the same information - read them aloud. *Italic in brackets is what you do.* The jade "Teaching move" names the method; the "Students" line is their involvement.

Learning Objectives

By the end of this lesson, students will be able to:

- Describe how the beauty and grooming profession developed into a licensed trade.
- Identify the main career paths a license makes possible.
- Explain what a professional license legally allows and protects.
- Set a personal one-year and long-term career goal.

Materials and Equipment

- SGS chapter slide deck, projector, and whiteboard
- Career-path handout showing real roles in the industry
- Index cards for the goal-setting activity
- Student workbook or chapter handout

Key Terms

cosmetology, barbering, esthetics, nail technology, license, licensure, scope of practice, continuing education, commission, booth rental, entrepreneur, platform artist, educator.

Lesson Sequence

1. Opening Hook - 10 min

Teaching move: *Aspirational hook, then state the objectives.*

SAY (read aloud):

Welcome to the first day of the rest of your career. I want to start with a question. When you imagined yourself in this field, what did you see? *[Let a few students answer.]* Maybe you saw yourself behind a chair, maybe owning your own place, maybe on a stage doing hair for a show. Hold on to that picture, because today we are going to see where this profession came from, and all the places a license can take you.

By the end of class you will be able to describe how our profession grew, name the main career paths open to you, explain what a license really gives you, and set your own goal for this program. Let's begin.

- **Students:** share what first drew them to the field.

2. Where We Came From - 15 min

Teaching move: *Build pride in the trade.*

SAY (read aloud):



People have cared about grooming and beauty for thousands of years - it is one of the oldest trades there is. What changed over time is that it became a skilled, regulated profession. Today, to work on the public, you must be trained and licensed, because the work we do affects people's health and their confidence.

Why does that matter to you? Because you are joining a profession with deep roots and real respect. When you understand that, you carry yourself differently. You are not just learning a job - you are stepping into a craft.

- **Students:** name one way beauty or grooming shows up in their own family or culture.

3. What a License Really Gives You - 15 min

Teaching move: Define the term and make the stakes real.

SAY (read aloud):

Let's talk about the license you are working toward. A license is legal permission from the state to perform services on the public. It exists to protect the client, and it proves you have met a real standard of skill and safety. Without it, you cannot legally take a paying client.

Here is the exciting part: your license travels with you. It opens the door to a salon, a barbershop, a spa, your own business, a stage, a classroom, even film and television. The license is the key, and everything we do in this program is to earn it.

- **Students:** name one place a license could take them that they had not considered.

4. Career Paths - 25 min

Teaching move: Lay out concrete options, then open discussion.

SAY (read aloud):

Let me walk you through the paths in front of you. You can work behind the chair as a salon professional, barber, esthetician, or nail technician. You can become a platform artist who performs at shows, an educator who teaches future professionals, or a product educator for a brand. You can do editorial work for photo shoots, film, and television, or go mobile and bring services to clients.

You also choose how you work. Some professionals are employees who earn a wage or commission - a percentage of what they bring in. Others rent a booth and run their own small business inside a salon. And many become entrepreneurs who open their own place. There is no single right path. The point is, this license gives you options most careers never offer.

- **Students:** pick the path that interests them most and say why in one sentence.

5. Activity - Your Career Vision - 20 min

Teaching move: Goal-setting that makes the lesson personal.

SAY (read aloud):

Now make it yours. *[Hand out index cards.]* On your card I want two goals. On the top, write where you want to be one year from today. On the bottom, write where you want to be in five years. Be specific - not 'do hair,' but 'work in a color salon,' or 'open my own suite.'

When you finish, we will share. Saying a goal out loud makes it real, and it is the first step to reaching it. *[Collect or photograph the cards to revisit later in the program.]*



- **Students:** write one-year and five-year goals and share one aloud.

6. Check for Understanding - 10 min

Teaching move: Quick recall of the key ideas.

SAY (read aloud):

Quick check. What does a license legally allow you to do? *[Pause.]* Right - perform services on the public, and it protects the client. Name two career paths a license opens. *[Pause.]* And what is the difference between commission and booth rental? *[Pause.]* Commission is a percentage you earn as an employee; booth rental is running your own small business inside a salon.

- **Students:** answer each question aloud.

7. Recap and Closing - 15 min

Teaching move: Recap, then motivate.

SAY (read aloud):

Let's recap. Our profession is an old, respected, skilled trade. A license is your legal key, and it protects the public. And it opens more paths than almost any career out there - behind the chair, on a stage, in a classroom, or in your own business.

You wrote a goal today, and I want you to keep it. The work starts now, and everything we learn from here builds toward the professional you just described. Welcome to the profession. Let's get to work.

- **Students:** keep their goal card and state one action they will take this week toward it.

Assessment

- Written: short quiz on career terms (license, scope of practice, commission, booth rental).
- Participation: career-vision cards completed and shared.

Assignment

Read the History and Career chapter and complete the workbook pages. Write one paragraph about the career path that interests you most and why.

Instructor Notes and Safety

Keep the tone aspirational - this lesson sets the emotional tone for the whole program.

Save the goal cards to revisit at graduation.