
THE HAIR EXTENSION COACH

Hair Extensions: Everything You Need to Begin

by Nikki, The Hair Extension Coach

*A short, honest guide to starting
hair extensions from nothing.*



@THEHAIREXTENSIONCOACH_

I Started With Absolutely Nothing.

I grew up in a rough area, with not much money and not much opportunity. No qualifications. A daughter at 18. I didn't know anyone in the industry. I didn't have money to invest. I didn't have anyone showing me the way.

My first fitting took me five hours. Five hours on one head. I was sweating, panicking, going over the same bit again and again.

I didn't quit.

And that's honestly the only difference between where I was then and where I am now.



“Award-winning salon. Nine rooms. Training students across the UK and internationally. Three days a week. My daughter works alongside me.”

It started with a £25 chair from Facebook Marketplace.

THE NUMBERS

Less Time. More Money.

Forget big scary monthly targets. Look at it one client at a time, because that is how it actually builds.

ONE MAINTENANCE APPOINTMENT

Every client, every 6 to 8 weeks. Usually 1 to 2 hours.

£50 – £150

ONE NEW FITTING

One appointment. One new client on your books for good.

£150 – £200

2 REFITS A WEEK

A month. From two appointments a week, around your life.

£400 – £1,200

AND EVERY NEW CLIENT IS A BONUS

One new fitting a week on top of your refits adds another £600 to £800 a month. And she does not leave, she comes back every 6 to 8 weeks. You build a client once. She keeps paying you.

IF YOU'RE ALREADY A HAIRDRESSER

A blow dry takes an hour. You earn £30 to £40. A hair extension fitting takes the same time. You earn £150 plus.

You already have the chair. You already have the clients. You just need the skill.

Figures based on typical UK pricing. Your earnings depend on your location, method, and how you build your client base. Results vary, but the potential is real.



Less Than You Think.

“I started with a £25 chair from Facebook Marketplace and a £10 mirror off a barber's clearout. Clients came. They kept coming back.”

Doll's head and clamp

For practising before you go near a real person.

Chair

Facebook Marketplace or local selling pages. Cheap is fine. If you are mobile, get a portable one so you can set the height right for your back.

Mirror

Second hand, a barber's clearout, whatever you can find. A handheld one if you are mobile, so she can always see the back.

Scissors

Section clips, comb, brush

Hairspray

Your phone

Your portfolio starts here. Clean the lens before every shoot.

Ring light

Even a cheap one transforms your photos.

Straighteners or curlers

For the finish.

Method-specific tools

Only for your chosen method. Not all of them. Not yet.

Synthetic practice hair

Do not buy expensive human hair to practise on. Save that for paying clients.

You do not need a salon. You do not need thousands of pounds of kit.

You need good training, a basic setup, and the determination to start.

The Things You're Probably Wondering.

What if I don't finish quickly? Will I lose access?

No. Your access never expires. Take your time. There is no deadline, no rush, and no pressure. Learn at the pace that fits your life.

What if I fail my assessment?

You will not be left stuck. You get unlimited submissions, so if you need to resubmit, that is fine. Send in your models when you feel ready and we will give you honest feedback and guidance every step of the way. You pay once. That covers everything.

What if I am not good enough?

My first fitting took five hours. The women in my student group were teachers, nurses, dinner ladies. Nobody starts good. You start, you practise, and you get good. That is how it works for everyone.

I have no experience. Is that really okay?

It is actually ideal. You have no bad habits to unlearn. You will follow the training properly and build your skills the right way from the start.

What if I can't afford it right now?

All courses and packages are available with Klarna and Clearpay. Split the cost into three payments with no interest. You can start today and pay as you go.

Is this accreditation actually recognised?

Yes. ABT accreditation is recognised by insurance companies across the UK. When you qualify you can get professional insurance immediately, and as a student of mine you receive a 10% discount on it.

I'm a hairdresser. Do I really need this?

Your existing skills will help you enormously, but hair extensions are a completely separate technique. Most of my hairdresser students say the training was the best investment they made, because it gave them a service that earns more in an hour than almost anything else they offer.

YOUR NEXT STEP

When You're Ready, Here's How to Begin.

There's no wrong option. Just the one that makes sense for where you are right now. All courses are ABT accredited. Klarna and Clearpay on everything.

START SMALL

Single Method Course

£27

Learn one method. Get accredited. Start building confidence without a big upfront cost. The lowest risk first step.

One method of your choice · ABT certificate · VIP student group · Unlimited submissions · Lifetime access · Rewatch anytime

thehairextensioncoach.co.uk/extension-courses

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EVERYTHING INCLUDED

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Training and kit delivered to your door. All four methods, your full professional toolkit, practice hair and business training. The done-for-you option.

4 methods · Full kit delivered to your door · Doll's head and practice hair · Boss Mode · ABT accredited · VIP group · 12 months access

thehairextensioncoach.co.uk/career-launch

Not sure which one? Finish the podcast. By Episode 5 you will know exactly what feels right.

All courses include online access so you can learn anywhere, at any time. Send in your model work to be assessed and we will give you personal feedback and guidance. Unlimited submissions. No rush. Ever.

NIKKI X

*I grew up in a rough area, with not much
money and not much opportunity.
Left school with nothing.
Became a mum at eighteen.
Started with a £25 chair.*

*If I can build an award-winning salon from that,
there is absolutely no reason you cannot build
something you are proud of too.*

WHAT IT ACTUALLY GAVE ME

I make more now than I ever thought was possible. I holiday when I want, for as long as I want. I don't count the money in Asda. I fill the tank up without looking at how much it costs. I buy whatever we want at Christmas. And I don't miss a single school play or pick up.

That's what it's about for me.

Just do not wait until you feel ready.

Start.

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