



213

Display stock to promote sales in a salon
Clients are demanding more retail beauty and nail products than ever before. Celebrity endorsement has fuelled a large growth area for beauty and nail salons, with retail displays at the forefront of the salon. The display reflects the professional image of the salon, as well as playing a vital role in delivering sales. Within this unit you will gain an understanding of the main legal requirements affecting retail displays. You will learn how to display stock to attract clients and retail sales, and the importance of maintaining the display to achieve its maximum potential.

Assignment mark sheet

Unit 213 Display stock to promote sales in a salon

Your assessor will mark you on each of the practical tasks in this unit. This page is used to work out your overall grade for the unit. You must pass **all** parts of the tasks to be able to achieve a grade. For each completed practical task, a pass equals 1 point, a merit equals 2 points and a distinction equals 3 points.

What you must know	Tick when complete
Task 1a: display design plan	
Or tick if covered by a GOLLA online test	

What you must do	Grade	Points
Task 2: select materials and display stock		

Overall grade

Candidate name:

Candidate signature: Date:

Assessor signature: Date:

Quality assurance co-ordinator signature (where applicable): Date:

External Verifier signature (where applicable): Date:



What does it mean?

Some useful words are explained below

Consumer Protection Act

A law that protects clients from unsafe products.

Consumer and retail legislation

The different acts in place are to protect the client, for example the Trades Descriptions Act, the Prices Act, the Sale and Supply of Goods Act, the Consumer Protection Act, the Consumer Safety Act, and the Data Protection Act.

Data Protection Act

Legislation designed to protect clients' rights to privacy and confidentiality.

Health and safety legislation

Laws in place to protect people, which must be followed at all times.

Legal requirements

The rules and systems that must be adhered to by law.

Manufacturer's instructions

Explicit guidance by manufacturers or suppliers on the storage, handling, use and disposal of products, tools and equipment.

Prices Act

A law that prevents any false information being given to the client.

Sale and Supply of Goods Act

As a seller, you must ensure that the goods you sell are of satisfactory quality, fit for purpose and do anything you claim they can do.

Stock rotation

Placing new stock at the back of shelves, bringing the old stock forward to use first.

Trades Description Act

The law stating that products should not falsely or misleadingly describe quality, fitness, price or purpose, by advertisements, displays or description.



Follow in the footsteps of... **“**
Katie Filmer

Katie is studying Level 2 VRQ Beauty Consultancy at the Folkestone Academy. She has assisted beauty therapists and has experience in dealing with customers. Katie is hearing impaired and loves talking to people as this helps her confidence. She also enjoys creating window displays to promote hair and beauty products, especially when there is a theme. She was awarded the Year 10 hair and beauty Student Achievement Award. **Katie's advice to you is under the pink quote marks in this unit.**

What you must know

You must be able to:

- 1 state the purpose of a display
- 2 list the type of information required in order to plan a display effectively
- 3 state how the location and design of the display can attract attention and increase sales
- 4 describe how the location and design-related promotional materials can influence the effectiveness
- 5 describe safety considerations when assembling a display
- 6 describe the maintenance needs of a promotional display
- 7 outline the safety considerations when dismantling a display, disposing of materials and returning stock to storage
- 8 explain the key legal requirements affecting the display and sales of goods

Revision tip

It is important to display products away from direct sunlight and hot lights.



CHAMPNEYS



Always go outside and check the display look at different angles. Be critical of your work and ask for the opinion of others.

Image courtesy of Champneys Health Resorts (www.champneys.com)



Clean retail displays and products daily to remove any dust; otherwise, you'll lose sales.



Most big product suppliers produce an annual promotion planner and help salons with their retail promotions.

Displays!



Stock gift sets at the appropriate times of year, such as Christmas and Mother's Day.



In your displays, cluster products that work well together.



Before assembling a display, choose where you're putting it, carefully ensuring you don't block walkways or exits.

Must stock



You need to be able to pick up any product from the display, and know its benefits straightaway!

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Make sure your display products are priced correctly so that you don't make mistakes. I always try to learn about the products for sale so that I can tell a client about them if they ask.

What you must do

Practical observations

This page shows what you need to do during your practical task. You can look at it beforehand, but you're **not** allowed to have it with you while carrying out your practical task. You must achieve **all** the criteria; you can achieve 1 mark, 2 marks or 3 marks for the criteria indicated with *****.

Conversion chart

Grade	Marks
Pass	7
Merit	8–9
Distinction	10–11

- 1 Prepare the display area *
- 2 Select materials, equipment and stock to use
- 3 Determine the location of the display to maximise its impact
- 4 Assemble the display carefully and safely
- 5 Label the displayed products clearly, accurately and in a manner consistent with legal requirements *
- 6 Maintain the display area for the duration of the display period
- 7 Dismantle the display, restore the area and return stock to storage

Total

Grade

Candidate signature
and date

Assessor signature
and date

Display stock		
1	2	3
1		
1		
1		
1	2	3
1		
1		

What you must do

Practical observations descriptors table

This table shows what you need to do to achieve 1, 2 or 3 marks for the criteria indicated with * on the previous page.

	1 mark	2 marks	3 marks
1 Prepare the display area	Applies basic design principles.	Applies good design principles. Good use of colour. Interesting and attractive display.	Applies excellent design principles. Creative use of colour and materials. Eye-catching and effective display.
5 Label the displayed products clearly, accurately and in a manner consistent with legal requirements	Uses basic labelling techniques. Provides basic information. Legal requirements are met.	Uses good, clear labelling techniques. Provides some additional information to attract interest.	Uses high-quality, eye-catching labelling. Provides all relevant information to generate interest and enquiries. Display has significant impact in the location.



Change your display and promotions with the seasons to avoid clients getting bored and not taking an interest in your display.

Comment form

Unit 213 Display stock to promote sales in a salon

This form can be used to record comments by you, your client, or your assessor.



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When it's quiet, don't just sit there getting bored – review your product and ingredients knowledge!

Image courtesy of iStockphoto.com/lisart

Image courtesy of Champneys Health Resorts (www.champneys.com)



CHAMPNEYS
Opening January 2007
Charm Spa & All other Champneys
treatment facilities
Full range
Massage & Reflexology
& more
Charm Spa
Spa & Treatment
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