

# PET STYLIST

## Our Value Proposition

### At PetSmart...

- You'll know your schedule to balance your work and life.
- We guarantee hourly pay with additional earning potential through commission.
- You'll learn new tricks through continuous training whether you're a beginner or a seasoned stylist.
- You'll be part of a professional environment where you can grow and develop in your profession.
- We'll provide equipment, grooming tools and supplies so you focus on your masterpieces.
- Our brand recognition and cool marketing drives new and returning customers to help build your base.

### Consider...

- Our structured environment provides safeguards and standard operating procedures.
- While a multi-national chain presence, we operate at store level and are involved in the community.
- Beginner Stylists receive training above industry standard in services that differentiate us.
- We share sales dollars. For every service you receive 50% of the sale.
- You are part of the pack, there's always a team around to help you get things done.
- Pet and your safety is our top priority and our values and guidelines support a safe environment.
- Our established vet relationships are priceless and we cover all incident related vet bills.

### Other cool stuff:

- Paid time off and health benefits for full time associates.
- 401K/RRSP, tuition assistance, parental leave (US Only), relocation, Employee Assistance Plan, etc.
- Many corporate discounts (Wireless, Computer, Hotels, etc.)

## Let's compare to independent pet grooming salons.

Generally...

- Commission and tips are the only source of income. No base pay for down time and salon maintenance.
- Percentage of earnings goes to salon owners.
- Stylists are held to aggressive groom minimums (12+ dogs per day), which creates highly competitive environment.
- As independent contractor, no benefits like healthcare, paid time off or 401k are offered.
- They have little to no brand recognition and minimal marketing to drive new customers,
- Stylists are responsible for a portion of incident related vet bills.
- While there may be some training, formal training is not offered.
- Stylists experience many out-of-pocket expenses: workstation rental, pay for grooming tools, supplies, etc.

## How about mobile grooming?

Generally...

- The daily grooming volume is limited due to travel between sites.
- Heavy marketing and sales is required to build brand recognition and to establish clientele.
- Stylists are self-employed without any benefits like 401k, paid time off, health insurance, etc..
- There's a monthly overhead: van loan, gas, taxes, pet & van insurance, supplies, etc.
- The grooming workspace is small and cramped.
- Stylists safety may be unpredictable in unknown locations.
- Stylists are responsible for creating their own processes and safety procedures.
- Have to plan for out-of-pocket expenses: continuing education, equipment maintenance, incident related vet bills, etc.
- Stylists are responsible for business administration (licenses, client records, taxes, etc.)

*"I love working at PetSmart and working with my salon team".*

– PetSmart Stylist

*"I love being able to work with pets and pet parents on the day to day."*

– PetSmart Stylist

*"I love PetSmart and cant see myself happy working any where else."*

– PetSmart Stylist

**Check us out at:**

[petsmart.com/grooming](https://petsmart.com/grooming)

#lifeatpetsmart



*Groomed with love*