

## MIKAL SIX – the Ultimate Salon and Spa Marketing and Management System

Here is a quick overview of just a few of the many capabilities of the MIKAL program. You will be amazed at how our program uses the power of the computer to help you run your business more efficiently and profitably! Please call us for a detailed needs analysis and interactive on-line presentation 800-448-5420. We've been helping salons and spas operate more effectively since 1981 – we are the first and the best.

When your first start the system.....everyone has a number and password allowing you to

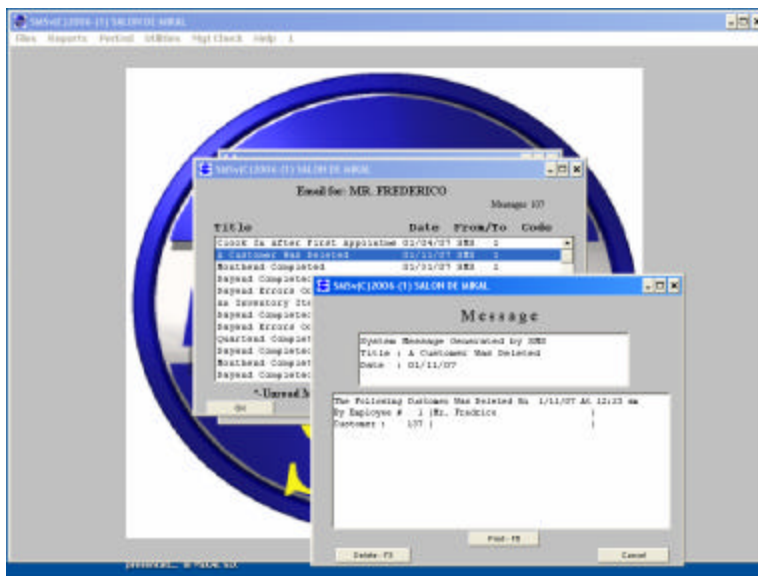


effectively lock anyone out of any report or screen you do not want them to have access to.

MIKAL secures your most valuable asset – your customer files, along with all of your confidential information.

MIKAL SIX will even back you out of screens to the user log in if the terminal is not used for a predetermined period of time.

MIKAL then shows you your internal e-mail. This program increases communication

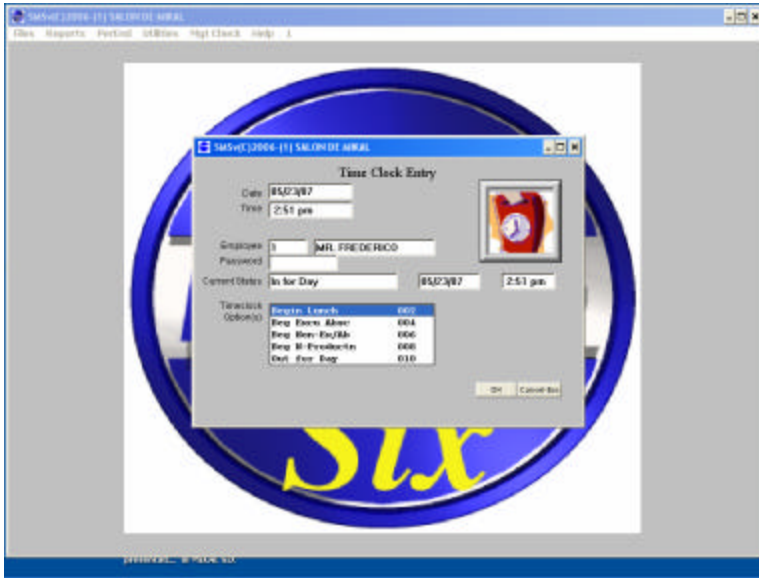


with your staff, eliminates all the scraps of paper around the front desk, and even tells you when someone is doing certain things like deleting clients and closing out the day improperly.

MIKAL SIX watches out for your business for you. The e-mail also assures you that staff receives their messages – even the date and time they read them!

MIKAL SIX also makes you clock in when you first log on to the system. That way all hours are tracked automatically. Notice the time clock is not just “in and out” but includes excused/unexcused absence time, lunch, and productive/nonproductive time.

The time clock combines with our powerful reporting system to give you dollars per hour, dollars per productive hour, and percentage booked to scheduled sales.



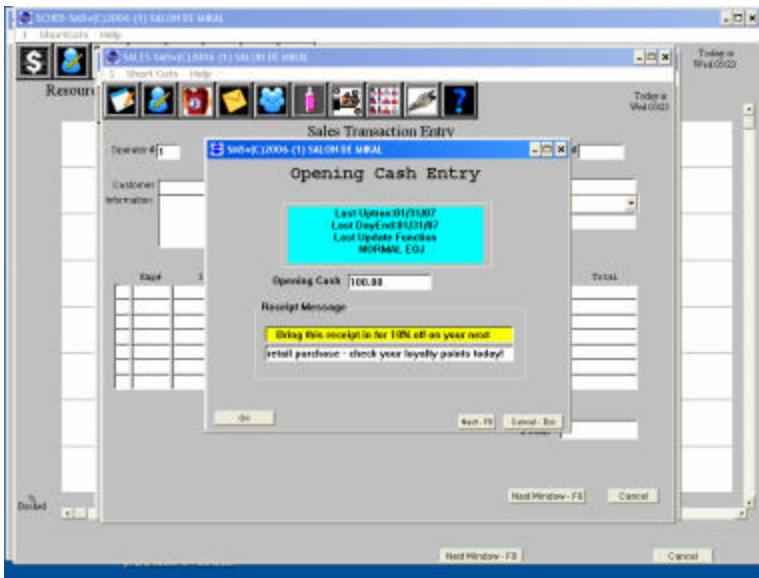
The Time Clock interfaces seamlessly with the Payroll for hourly pay and even figures hourly v.s. commission (whatever is greater). The time clock and payroll interface with payroll programs and service bureaus.

The Time Clock also interfaces with the HandPunch



Palm Scanning Systems to eliminate “buddy punching” and saving thousands of dollars in incorrect hourly pay. The HandPunch recognizes an employee’s hand in seconds and clocks them in our out automatically.

If you have logged into a terminal set up for Sales Transactions with the



Cash Drawer the Opening Cash Screen will display. Enter your beginning cash and a message that appears on the sales receipt. Turn this message into a Coupon good for a retail discount on the client’s next visit.

The receipt also prints the client’s next appointment and Loyalty Points!

The Point-of-Sales screen displays and allows you to check out clients using our Work Tickets in as few as 9 keystrokes or clicks! The system supports BarCodes, Internal Gift

Card processing, and interfaces with Credit Card processors.



MIKAL SIX is the fastest sales transaction in the industry and still tracks advertising reasons, referral credit, and client loyalty points.

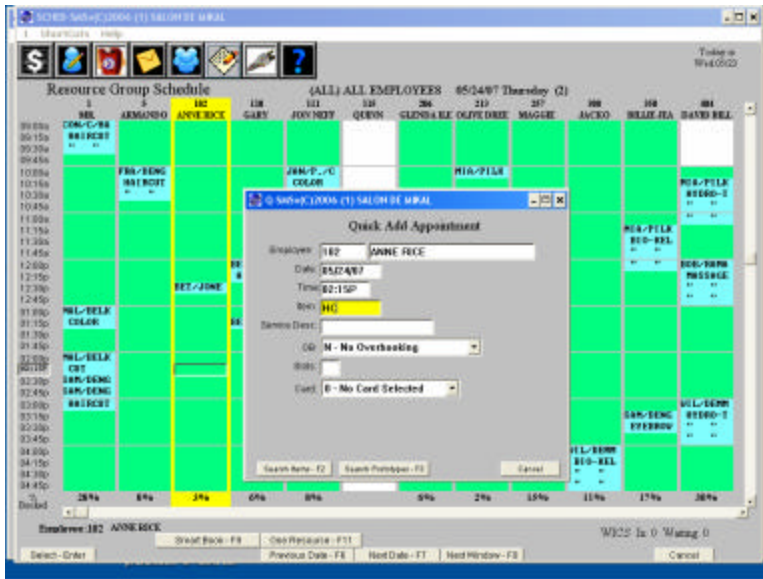
Notice that the Icons at the top of the screen give you instant access to other areas of the system.

Using the Icons you are one click from the appointment book, client information, time clock, e-mail, client check in, dispensary product usage, tip reporting, inventory receipts, programmable plug-ins (like silent pagers, tanning bed controllers, full reporting and management check) and field sensitive Help.

Using the Point-of-Sale screen updates client buying history, employee payroll, advertising tracking, referral credit, client loyalty points, inventory, cash transactions, credit card processing, and gift card/certificate information. Your paperwork is done!

Now let's click on the appointment book from the sales screen. Your book with 12

employees displays and is instantly available to quickbook an appointment.

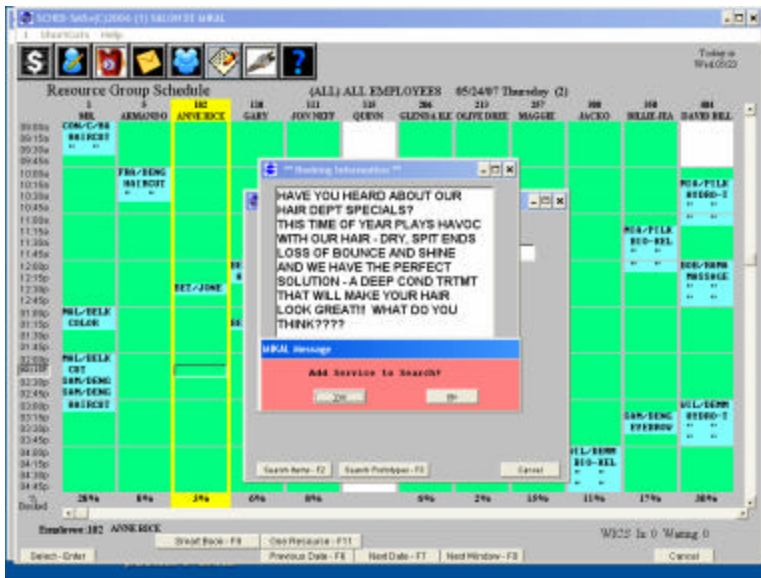


Just click on the time slot you want, fill in the service, and who the customer is and you are booked. Moving is as simple as clicking on the appointment and dragging to a different employee or day.

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Please note – MIKAL SIX will check to make sure the appointments work that you are booking. The system knows who can provide what services and even how long each person takes! The system also makes sure you have the resources to do the appointment (chairs for the pedicure, rooms for the facial) and confirms the appointment with an e-mail to the client.

MIKAL SIX will make your front desk the most profitable department in your salon/spa using our automatic Up-\$ell Scripts!



Now for the Money Making part of the appointment. MIKAL believes that the time to up-\$ell a client is when they call to book. We have a complete system of up-\$ell scripts, receptionist bonus programs and tracking reports built into the system.

Just by offering the script that pops up at booking time at least every sixth person will add the up-\$ell service!

Image the extra income if 15% of your clients added on a service; how much would that be worth to you? We also have the Up-\$ell scripts pop up during on-line booking – and the clients add on services.

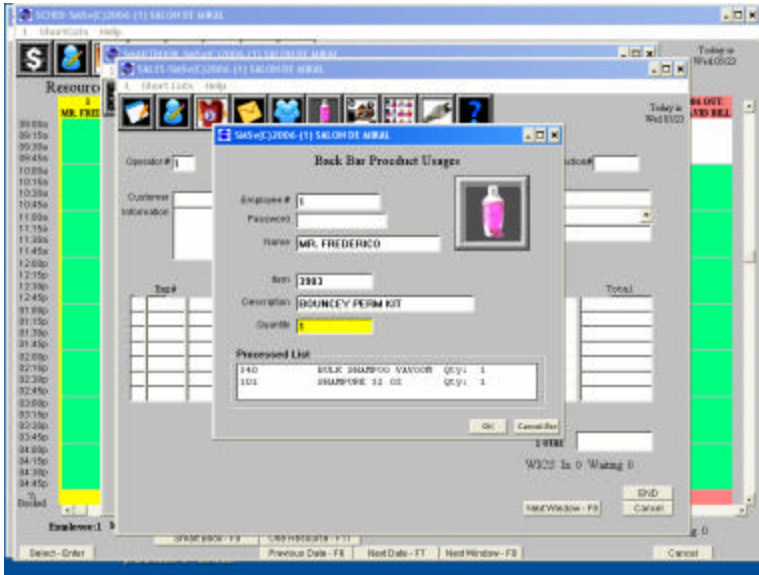
We also have SmartBook – the ability to book up to 12 services 9 different ways with groups of up to 9 clients in seconds. Your day-of-beauty can be booked in 45 seconds, bridal parties in a minute, and standings for two years in advance in less than a minute. Call us at 800-448-5420 for an on-line, internet presentation of this amazing part of MIKAL SIX.

A few other appointment book features include:

- Automatic offering of least booked (or most booked) employees first for non-requests
- Red warning when an employee is not clocked in 15 minutes before their first client
- Percentage booked at the bottom of the screen
- Easy and fast modification of work schedules or department/salon/spa schedules
- Automatic generation of work tickets (travelers) for each client
- Automatic generation of each employee's daily schedule
- Ability to view employee schedule via the internet
- Interface with silent pagers for alerting employees when clients check in
- Integration with the CyberPreceptionist for easy unattended client check in

Now let's go back to a few of the Icons you have instant access to at the top of the screen.

The Professional Product Usage screen tracks who is using what products. You can eliminate waste and cut your ordering time down to minutes a week by using this part of the program.

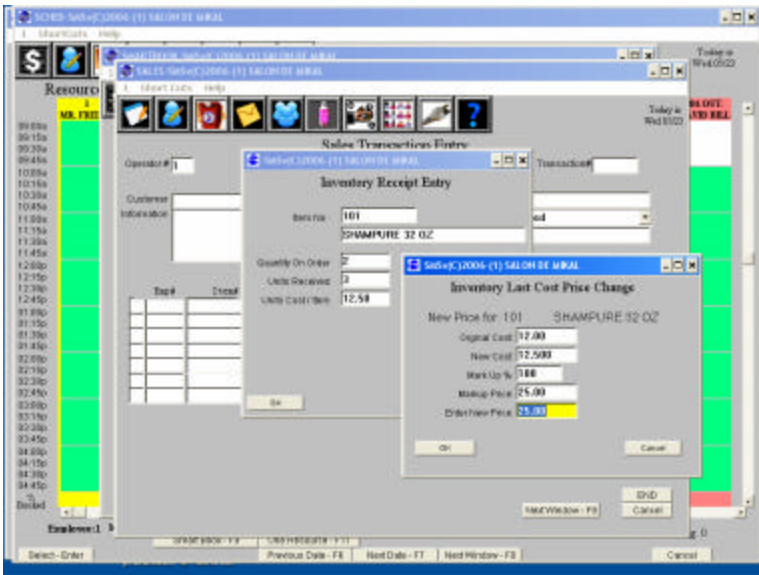


This screen can be located in the dispensary or accessed by the front desk or employees at other locations in the salon/spa.

Simply enter your number, scan the product used, and it will deduct from inventory and appear on the order reports.

Know who is using what products – and how much.

Inventory can also be received quickly at the front desk and displayed for sale.



MIKAL SIX tells you how many are on order, and if the cost changes will also suggest the proper selling price to maintain your margins.

With MIKAL you are selling at the new price as soon as the cost changes instead of selling out at the lower price and reordering in at the higher cost!

The Icons can also take you to After the Fact Tip Entry, Client Information, employee e-mail, time clock, client check in, and Plug Ins. You have instant access to the vital parts of the system without going through screen after screen.

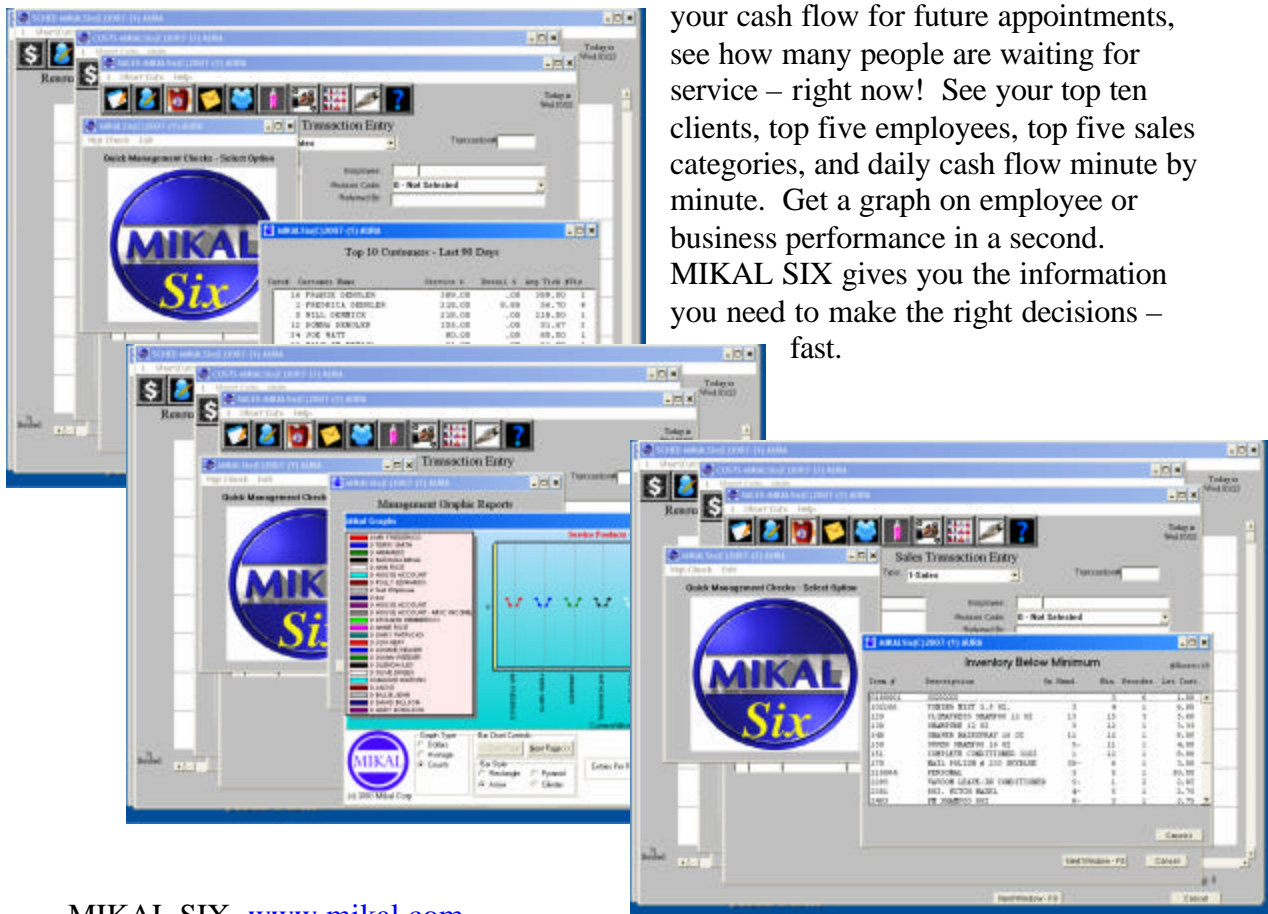
The Plug In Icon (electric plug) gives you even more access to areas of the system without leaving the sales/appointment book.



These Plug In programs can access the Client Gift Card Balances, Silent Pagers, Tanning Bed Controllers, even your calculator and calendar!

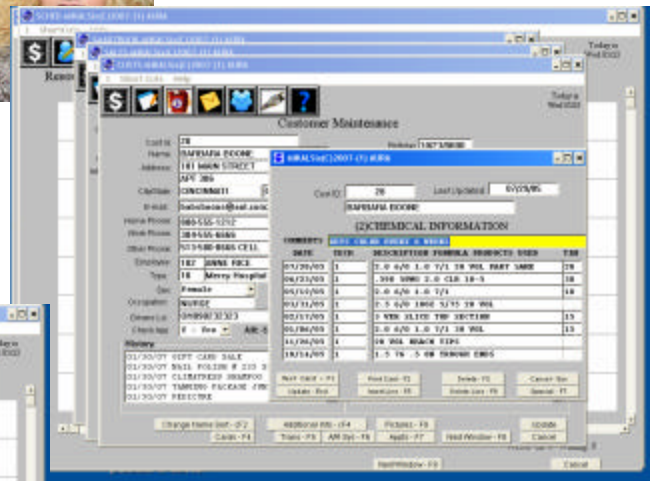
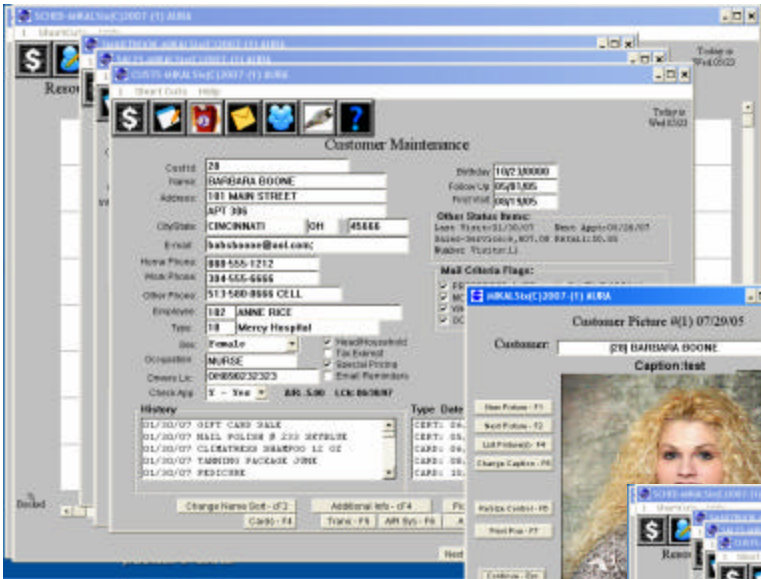
The most powerful areas of the Plug Ins are the Management Check and Quick Reports. You have access to amazing information on your business in just a quick click or two.

Management Check is the ultimate Dashboard Control system for a salon or spa. Know your cash flow for future appointments, see how many people are waiting for service – right now! See your top ten clients, top five employees, top five sales categories, and daily cash flow minute by minute. Get a graph on employee or business performance in a second. MIKAL SIX gives you the information you need to make the right decisions – fast.

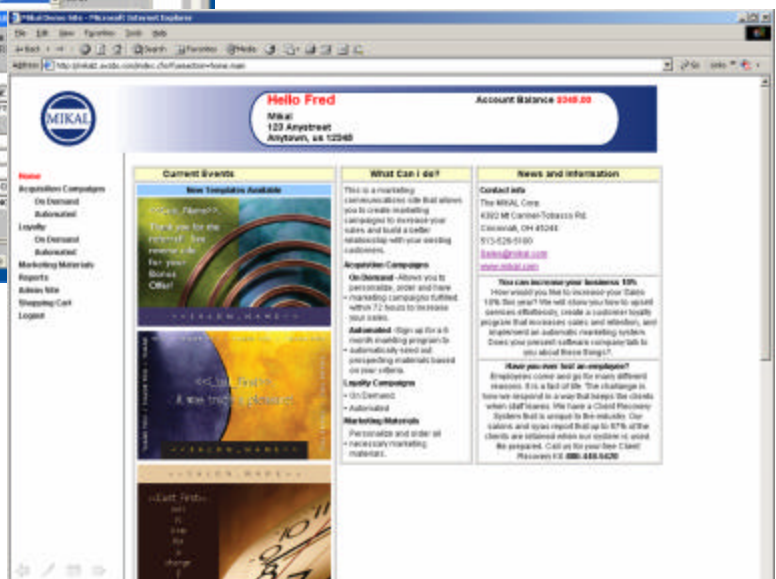


So what about Client information and marketing? We have it all!

Our client information includes personal information, a second personal information file (second address critical to HIPPA confidentiality and mailing requirements) unlimited buying history, eight user defined 1800 character client technical cards, an unlimited free form notes card (for our medispas) gift card, certificate, accounts receivable, unlimited appointment history, and detailed loyalty points and referrals.



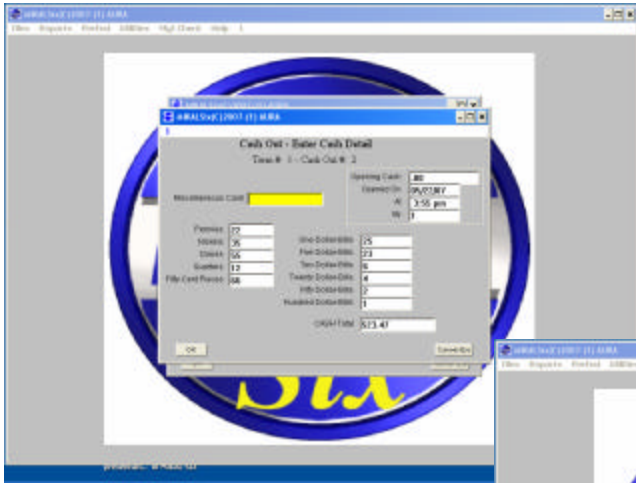
Wow – now imagine having all that information at your fingertips and available for automatic autopilot marketing. That is MIKAL SIX.



Take all this information and send out mail and e-mail automatically – ask us how!

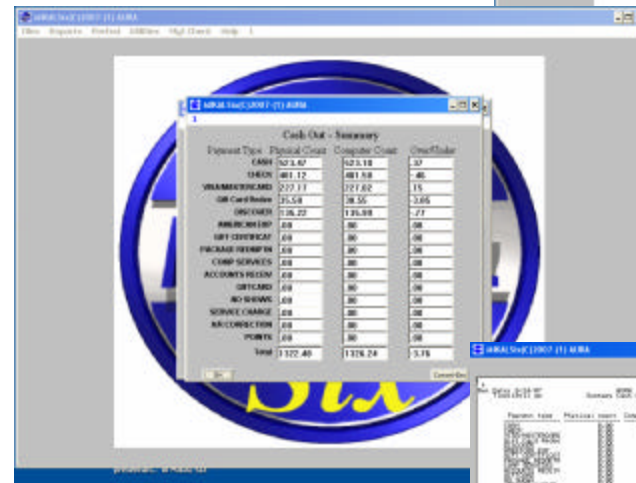
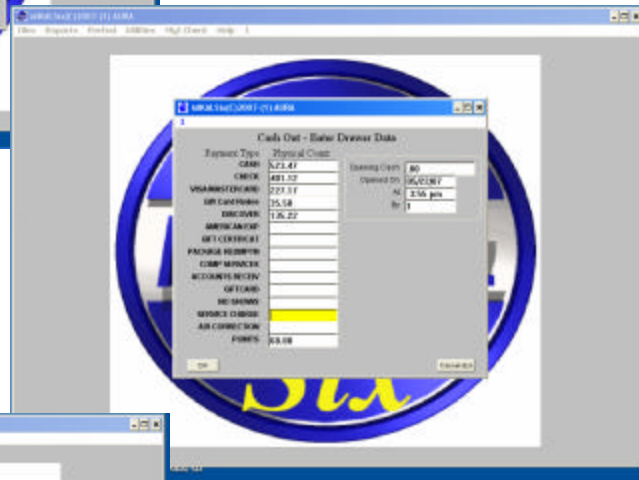
800-448-5420  
[sales@mikal.com](mailto:sales@mikal.com)

Now let's finish up the day and do our cash drawer count and clock out. MIKAL SIX makes this last job of the day a breeze!



Enter your change and cash – MIKAL SIX keeps track of what is in the cash drawer. All you have to do is count the number of each denomination and we run the total for you.

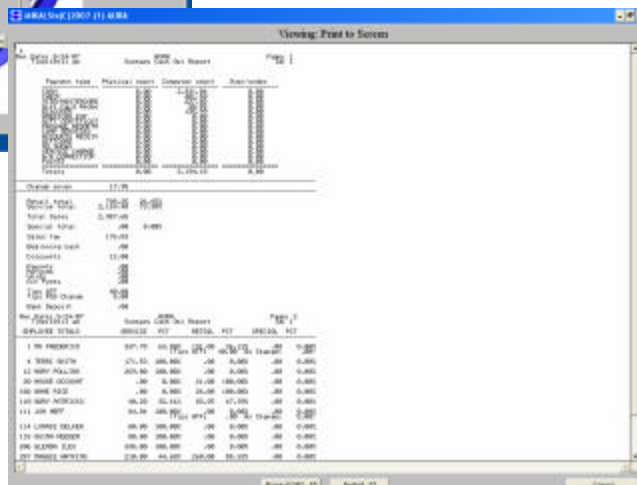
Then you fill in your counts for checks, charges, and gift certificates/cards. You have up to 20 paytypes for detailed tracking – even client loyalty points redeemed.



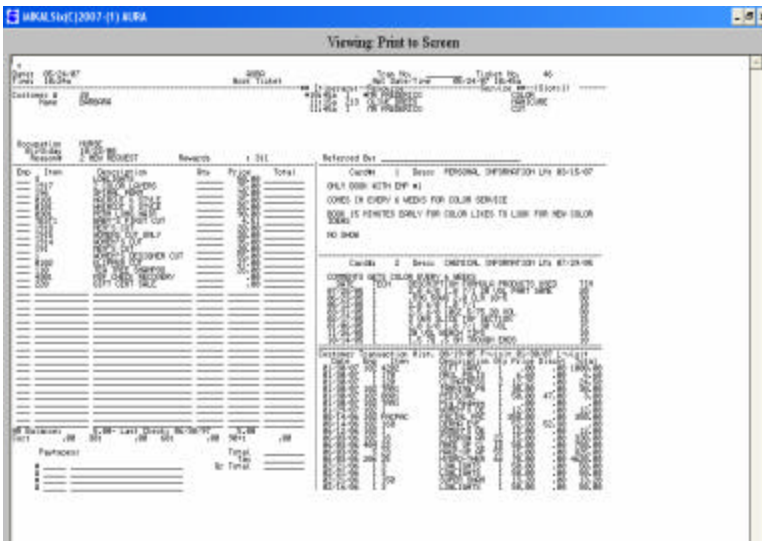
MIKAL SIX tells you if you are over or under and by how much. You can then run a detailed transaction list of just the paytype you need to look at and make the correction quickly.

Get a detailed report with payouts, refunds, voids, and sales by employee to review.

This way your numbers are right every day – so you know your week, month, and year are perfect!

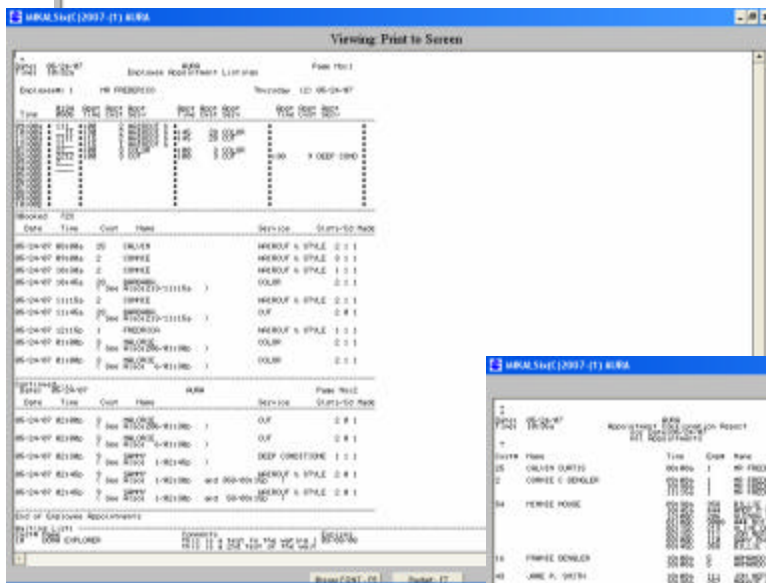


MIKAL SIX also automatically prints out your employee schedules for the next day and each person's worktickets. Your staff can come in the next morning and quickly prepare for the day.



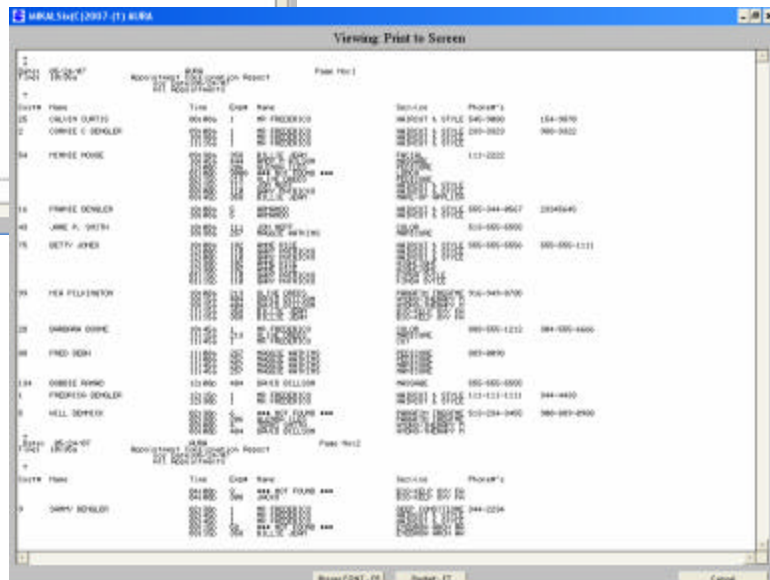
The workticket has the client information on the left side (as much as you want to display) and the sales ticket information. The services and prices shown are customized by employee.

The left side of the ticket shows the client routing at the top (or itinerary) and two technical cards. Below the technical cards you have detailed buying history.



Everything you need to service the client – on a half or full sheet of paper.

Each employee also receives a daily schedule that includes client names, services, and who else the client is to see.



The bottom of the schedule shows anyone on the waiting list – for last minute walk ins or to fill cancellations.

We also can print a confirmation list or export it to an automatic confirmation system.

If you use our on-line booking we can also send e-mail confirmations out automatically!

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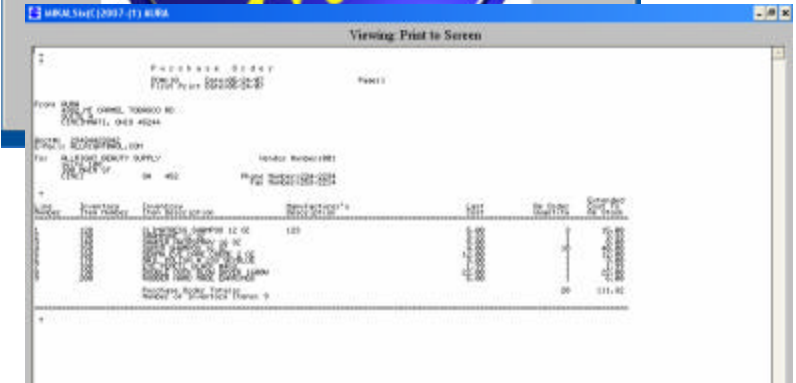
800-448-5420

MIKAL SIX prints reports automatically based on your daily, weekly, monthly, and quarterly needs. The system features detailed sales, employee, inventory, and vendor reports.

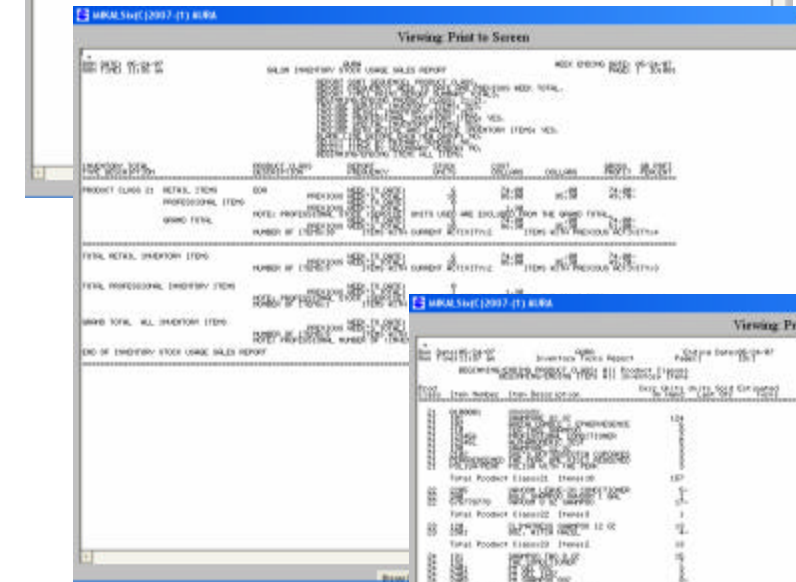


MIKAL SIX Inventory features order reports, purchase orders, price and barcode label printing, sales and margin reports and cost reports.

The system will automatically recalculate your reorder amounts and optimize your on hand and order quantities based on your sales.



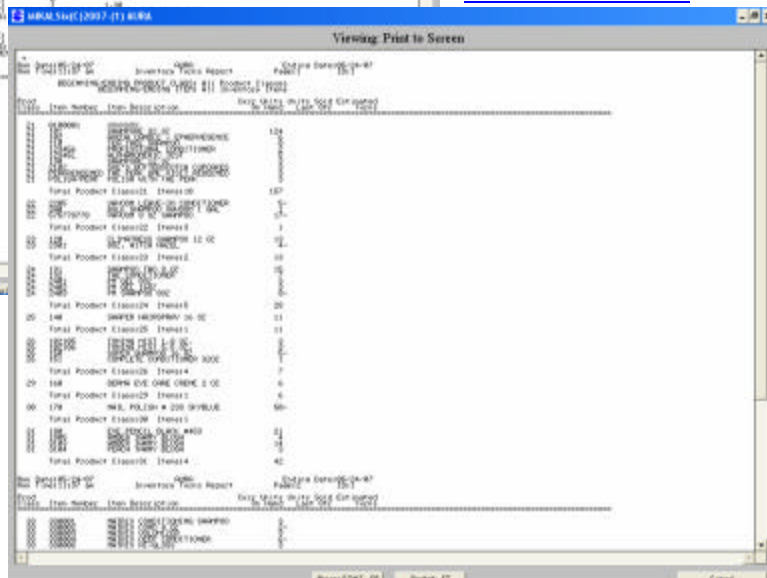
We can help reduce your stock levels up to 20% and cut your inventory time in half. Ask us for details on our inventory control ideas. We have articles and reports available to help you get your



inventory under control. We also have a retail sales strategy that can double your retail sales with two easy steps. Call us at 800-448-5420 or [sales@mikal.com](mailto:sales@mikal.com).

MIKAL SIX has advanced inventory reporting like Inventory TURNS reports and Gross Margin reports.

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MIKAL SIX has the most powerful Employee Analysis system in the industry. We combine detailed sales tracking with advanced evaluations and goal setting and tie the goals into a dynamic payroll system. This combination will help you to create a

compensation and goal setting system that rewards performance and retention will constantly challenging your staff.

Reports include Ranking reports that rank performance in the business or among peers in a department using 8 criteria including average ticket, requests, and retail sales.



MIKAL Six(2007) (1) AURA

Viewing: Print to Screen

STAFF	TIME	TOTAL	SERVICE	NETO	GRG TOT	GRG SER	GRG NET	# OF	# OF
AURA	NAME	NAME-SALES	NAME-SALES	NAME-SALES	NAME-TICKET	NAME-TICKET	NAME-TICKET	TICKET	SUBS
1	FRANCESCO	11	1002.00	11	97.40	41	102.70	40	142.00
404	DAVID BELLON	21	840.00	21	840.00	21	840.00	21	840.00
206	BLENDON JLES	31	450.00	31	450.00	31	450.00	31	450.00
102	WINE RICE	41	290.00	41	290.00	41	290.00	41	290.00
5	SHAWDO	51	100.00	51	100.00	51	100.00	51	100.00
800	ANDKO	61	274.00	61	274.00	61	274.00	61	274.00
111	JOHN HOFF	71	250.00	71	250.00	71	250.00	71	250.00
89	HOUSE ACCOUNT - RISC ENGINE	81	139.47	81	139.47	81	139.47	81	139.47
257	SHAGIE MATINE	91	105.00	91	105.00	91	105.00	91	105.00
213	ALVIN CRANE	101	98.00	101	98.00	101	98.00	101	98.00
920	WILLIE JOAN	111	85.00	111	85.00	111	85.00	111	85.00
110	SUPRI PEEBIR	121	80.00	121	80.00	121	80.00	121	80.00
118	SHAF PATRICKO	131	72.00	131	72.00	131	72.00	131	72.00
200	HOUSE ACCOUNT	141	11.24	171	6.00	81	11.24	171	6.00
GRAND TOTALS		881.24	2700.00	100.00	248.00	100.00	248.00	100.00	248.00

Delivered that covers for 500 of Service Sales. Total: 20,000.00

Delivered by the Service Ticket of \$40.00

The Retention reports track new and repeat retention through a five visit cycle. Our Advanced Retention offers you're a detailed snap shot, client by client of staff and business retention.

The Payroll Analysis gives you ladder commissions, product and service deductions, retention bonuses, hourly and salary calculations, bonus tracking. We will help you combine your compensation system with our goals setting and evaluation tracking for up to a 10% average increase in staff productivity!

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Viewing: Print to Screen

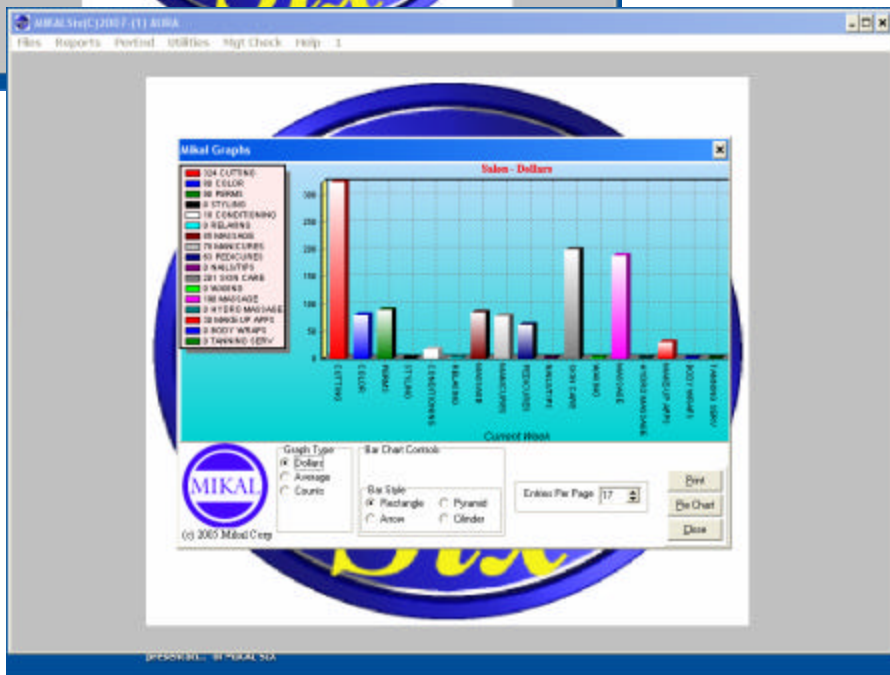
STAFF	DATE	FROM	TO	PROF	CHRG	REPORT	WEEK	WEEK
FRANCESCO	07-14-07	07-14-07	07-14-07	07-14-07	07-14-07	07-14-07	07-14-07	07-14-07
FRANCESCO	07-14-07	07-14-07	07-14-07	07-14-07	07-14-07	07-14-07	07-14-07	07-14-07
GROSS SERVICE SALES		420.00	1234.00					
GROSS SERVICE TICKETS		20.00	100.00					
TOTAL GROSS SALES		440.00	1334.00					
SERVICE CHARGES		3.00	0.00					
PROFESSIONAL CHARGE DETAIL:								
TOTAL PROFESSIONAL CHARGES		30.00	700.00					
TOTAL CHARGES		33.00	700.00					
NET SERVICE SALES		407.00	1334.00					
TOTAL NET SALES		444.00	1334.00					
NUMBER OF CUSTOMERS SERVICED		11	18					
TOTAL COMMISSIONS		.00	.00					
ESTIMATED TIME-HOURS DETAIL:								
TOTAL ESTIMATED TIME-HOURS		6.75	179.00					
TOTAL DETAIL PRODUCTIVE HOURS		30.00	20.00					
TOTAL DETAIL NONPRODUCTIVE HOURS		36.00	20.00					
TOTAL DETAIL HOURS PAY		36.00	20.00					
QUANTITY HOURS		.00	.00					

MIKAL SIX has the business management reports that will take you to the next level. You can see 2 years of trends and analysis on one easy to read report. We don't bombard you with hundreds of confusing reports but instead give you key numbers that will help you make decisions that are fast and accurate.



MIKAL features Sales performance reports with 2 years of history in up to 50 sales categories or profit centers. Each area is tracked in sales dollars, clients, average ticket, and percent of contribution to your business.

Find out what is making you money and what needs attention. If a certain category needs work run the exact same



reports by employee to see where the effort needs to be placed!

Get a visual look at your business with dynamic bar and pie graphs. All graphs can be run by employee also.

Increase communication and effective decision making with our reporting.

Want to see more?

We have a real time on-line booking system to give clients 24/7/365 booking ability.

Quiet your phones and increase sales for \$13.50 a week!

We have the CyberPreceptionist – a kiosk terminal for your front area that will allow clients to check in, view history, book future appointments, and update addresses without the receptionist. Increase client satisfaction with our touch screen solutions!

We have the Preceptionist and Autopilot Marketing programs that will streamline your front desk and generate new business automatically!

Call us at 800-448-5420 for a free consultation and needs analysis. [www.mikal.com](http://www.mikal.com)