

MY SALON Suite Franchise Location Opens at Springhurst Towne Center, Leasing Private Suites

By Kevin Gibson | May 28, 2019



Looking for a place to get a hairstyle, pedicure and deep tissue massage, all in one place? If so, MY SALON Suite, which recently opened in Springhurst Towne Center, might be your place.

The salon suite chain, which has more than 100 locations in the United States and Canada, brings together health and beauty services by leasing private suites. Not only does it become a one-stop shop for the consumer, it helps entrepreneurs get started without the prohibitive start-up costs associated with a stand-alone business.

The Louisville location, located at 3521 Springhurst Blvd., is 4,619 square feet and has 25 salon suites. A Kirkland's home furnishing store previously occupied the space.

The franchise is locally owned and operated by David and Nancy James, who are looking for beauty and health professionals to become "members" of the local

MY SALON Suite. These members, as part of their leasing fees, get local and national marketing support, operations support, suite and building maintenance and business development assistance as part of their lease membership.

In addition, each spa will have access to a scheduling point-of-sale platform commonly used in the salon and spa industry.

David James has worked in the health care industry with a focus on business development and also founded a successful consulting firm, while Nancy has a background in high-end kitchen design and contracting. Both are graduates of the University of Kentucky.

“My passion is getting in and growing companies,” he said. “I’ve done this for other people, and we decided, ‘Let’s do this for ourselves.’”

The couple had looked at these types of concepts and decided a MY SALON Suite franchise was the best option.

The Jameses particularly liked the focus on recruiting members into a larger focus rather than treating them as individual clients, he said. In addition, the couple saw a demand in Louisville for high-end salon suites that offer privacy, style and talented estheticians, hair stylists and other beauty professionals.

So far, James said, eight members have signed leases. His hope is to be at 90 percent capacity within six months, if not sooner. He said one of their daughters is providing leasing help and property management, while their other daughter is doing social media and marketing.

“It’s all in the family,” he said.

Suite sizes average 136 square feet, with the smallest being 125 and the largest being 175. The Jameses customize each suite for the member leasing it. The high-end concept also includes a security system, available bathrooms, a lobby the services the complex and suite options with windows looking across the shopping center.

The New Orleans-based MY SALON Suite plans to add 200 franchise partners and 300 salons in the next five years. Visit the website for suite leasing information.