

Salon Suite Opens in Niles' Four Flaggs Shopping Center, Offers Hair Care, Massage, etc.

January 13, 2020

Capitalizing on the trend of aggregating many beauty professionals in their own suites behind a single entrance door, MY SALON Suite opened this fall in Niles' Four Flaggs Shopping Center at 8307 W. Golf Rd.

The company says the concept gives beauty professionals a chance to own their own businesses without the upfront costs of buying a salon.

The Niles location, MY SALON's third in Illinois, includes 28 suites in a total 5,455 square feet, according to a company press release. Since its 2010 founding, MY SALON suite includes more than 100 locations in about 30 states.

Toni Gozali, owner of the Niles location, said Individual professionals can sign a one-year lease, paying weekly on a suite that then becomes theirs. He offers suites for various salon-type services, such as haircare or spa.

Gozali said his educational background and work experience focused on business and product development. When the company where he worked moved out of state, "I looked at 10 or 15 types of franchise concepts," Gozali said. "This interested me because of the support the franchise is giving the owners. They help them from the beginning."

Choosing a location became an important business decision, and Gozali said the suites' proximity to Golf Mill Mall was a positive.

"That's historical; a lot of people know it," Gozali said. "It's a very diverse community."

MY SALON Suite beauty professional Carly Hauri said she's always loved haircare, and worked at a Niles salon for 10 years.

"I used to work at a salon two doors down from MY SALON Suite," Hauri said. "It was a concept I was interested in already."

Hauri said she saw the layout of the suites and saw them being built. By late October, she was moving into her own Kalon Salon, a Greek word meaning moral and physical beauty.

"It's a great word, and my family is Greek so I thought it fit perfectly," Hauri said.

Gozali said some members began reserving suite space last summer. Six beauty professionals have opened suites; two are awaiting their licenses.

"When you become a member, they give you some tutorials to watch on how to build your business," Hauri said, and Gozali said he shares his own business best practices.

Gozali said MY SALON Suite features large rooms, modern equipment, and 24/7 electronic security monitoring.

It's "user-friendly," Hauri said, with lots of cabinet space, specific spots for items and cords plugged in from behind, reducing tripping risk.

"It's very eco-friendly," Hauri said, with lights that are on a sensor, turning off automatically when a suite isn't in use.

"I like the décor of everything," she said. "I feel it's modern and will appeal to everyone."

Gozali said he's interested in opening two more MY SALON Suite locations, and considering Cook, Lake and DuPage counties. He's also joined the Niles Chamber of Commerce and Industry.

"I joined the chamber of commerce to be their [members'] ears, and find out what's happening through the area," Gozali said. That led to some of the art in the suites being provided by Niles Artisan Guild members.

"I'm looking forward to growing my business in a spot where I feel comfortable and where my clients feel comfortable," Hauri said.