



## What's Happening in the ASPYA World | October Edition

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### Congratulations!

We would like to congratulate the following Salons who has reached their ASPYA Milestones in October:

#### 5 Years

- Cut Inn Hair Studio, WA
- Mundijong Hair, WA
- Tayke Hair Design, WA

#### 10 Years

- De Nardis Hair, VIC
- Inspiration Hair Design, VIC

### Product of the Month

PRODUCT OF THE MONTH  
Elements Sandstorm



Cost: \$40<sup>50</sup> (3 + 1 no charge)  
RRP: \$27<sup>00</sup> each Value: \$108<sup>00</sup>  
Exclusive to ASPYA and Salons

Acrylic Glorifier \$10<sup>00</sup>  
Decal 679500

Available 30/9/24 – 29/11/24





**Social Media Posts/Images**

Located on the ARC under Marketing (then Marketing Artwork).



**Current ASPYA Promotions**

Located on the ARC under Marketing (Promotions & Offers) are the current ASPYA Promotions. Make sure you check them out online or ask your Account Manager for full details and ordering processes.

<p><b>CHRISTMAS BON BON CHRISTMAS GIFTS</b></p> <p>Cost: \$10<sup>95</sup> – RRP \$19<sup>95</sup>          Cost: \$13<sup>72</sup> – RRP \$24<sup>95</sup>          Exclusive to ASPYA and Salons  <small>27/10/24 – 24/12/24 – All ASPYA &amp; Salons</small></p>	<p><b>CHRISTMAS BON BON DEAL</b></p> <p>Cost: \$259<sup>10</sup> (24 x pre-selected Bon Bon gift packs + window/mirror decals)          Value: \$567<sup>95</sup>          Exclusive to ASPYA and Salons  <small>Additional Mirror Decals can be ordered if 24 Bon Bons are purchased.          27/10/24 – 24/12/24 – All ASPYA &amp; Salons</small></p>
<p><b>INSTANT CHRISTMAS GIFT GIVING</b></p> <p>Cost: \$35<sup>72</sup>          RRP: \$64<sup>95</sup> each    Value: \$88<sup>50+</sup>          Exclusive to ASPYA and Salons  <small>27/10/24 – 24/12/24 – All ASPYA &amp; Salons</small></p>	<p><b>PRESCRIPTIVE SOLUTIONS LUXURY GIFT GIVING</b></p> <p>Cost: 43<sup>97</sup>          RRP: \$79<sup>95</sup> each    Value: \$125+          Exclusive to ASPYA and Salons  <small>27/10/24 – 24/12/24 – All ASPYA &amp; Salons</small></p>



**Christmas Merchandising Display Competition**  
Contact your Account Manager to order your Christmas Packs!

DE LORENZO

**CHRISTMAS  
MERCHANDISING  
DISPLAY  
COMPETITION**

**\$500  
GIFT CARD**  
TO BE WON PER STATE

**TO ENTER:**  
post images of  
your display on  
Instagram with  
#delorenzoxmas

**ASPYA Conference 2025**

[Click here to access all the online web version of the Conference Brochure](#)

Get your Booking Forms in quickly to secure your spot as there are only 160 available!

So excited to see you all there!



<https://professional.delorenzo.com.au/aspya-conference>



## De Lorenzo Education for October

Our FREE Online zoom sessions schedule for October is out now. There are two free live Zoom sessions lined up for you to take part in:

**DE LORENZO**  
**UPCOMING EDUCATION**  
FOR THE MONTH OF OCTOBER

**ONLINE FREE ZOOM SESSIONS**

- Oct 14th 10.30am AEST Nova Blondes
- Oct 28th 10.30am AEST Hi-Lifts and ULBM

**WORKSHOP DATES**

October 14th	Ryan King   A La Carte Cutting	Melbourne
October 14th	Becky McEvoy   Palette	Sydney
October 14th	ASPYA Collaboration	Rockingham
October 21st	Power of Placement	Melbourne
October 28th	Novacolor Core	Melbourne
October 28th	Lisa Polini   Mirror Image	Perth

**TO JOIN ZOOM SESSION'S VISIT**  
[www.dlearning.thinkific.com](http://www.dlearning.thinkific.com)

**FOR MORE INFORMATION AND BOOKINGS ON CLASSES VISIT**  
[www.delorenzo.com.au/professional](http://www.delorenzo.com.au/professional)

To join these sessions visit <https://dlearning.thinkific.com>

Unlock your potential with our upcoming education sessions and join us to expand your knowledge, enhance your skills, and achieve your goals.

Click the link below to book your spot today or for information you can email [education@delorenzo.com.au](mailto:education@delorenzo.com.au)  
<https://events.humanitix.com/host/5d91688487d010001120e623>

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## **ASPYA Roadshow 2025 – Bookings Now Open Creating Empowered Teams**

### **About Estelle Carroll**

*“Salon Mumpreneur Coach”*

Estelle owned a successful salon in a regional area with her superpower being able to create empowered teams so that she had more choices - the choices of where to spend her money and time. This enabled her to have 14 weeks off each year with her children, and only work on her salon floor 10 hours a week - then eventually only 4hrs working 'on the business.

Estelle is all about the Language of Leadership - a skill developed over the years and as a certified Master practitioner of Neuro-Linguistic Programming.

### **About BOSS Coaching**

BOSS Coaching is about empowering salon owners to create the salon and life of their dreams through personalised leadership and business coaching. This unique approach focuses on truly listening to our clients' needs and providing tailored support, strategies, and training that drive real results.

Estelle has developed and proven strategies that have transformed her own salon and numerous other salons from merely surviving to truly thriving. Her programs are infused with insights and techniques that bring freedom and success to salon owners across Australia and New Zealand.

She understands the importance of a systematic approach to salon management. She has created a comprehensive program that not only guides salon owners but also empowers their teams. T

Through these facilitated training sessions (one for Salon Owners and the other for Salon Managers), Estelle will ensure that every attendee learns the strategies for:

- Building a Profitable Business
- Developing a High-Performance Team
- Achieving Financial Abundance
- Enhancing Leadership Skills

### **BOOKINGS NOW OPEN**

#### **Sydney:**

Salon Managers: <https://events.humanitix.com/creating-empowered-teams-salon-managers-sydney>

Salon Owners: <https://events.humanitix.com/creating-empowered-teams-salon-managers-sydney>

#### **Melbourne:**

Salon Managers: <https://events.humanitix.com/creating-empowered-teams-salon-managers-melbourne>

Salon Owners: <https://events.humanitix.com/creating-empowered-teams-salon-owners-melbourne>

#### **Brisbane:**

Salon Managers: <https://events.humanitix.com/creating-empowered-teams-salon-managers-brisbane>

Salon Owners: <https://events.humanitix.com/creating-empowered-teams-salon-managers-brisbane>

#### **Adelaide:**

Salon Managers: <https://events.humanitix.com/creating-empowered-teams-salon-managers-adelaide>

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Salon Owners: <https://events.humanitix.com/creating-empowered-teams-salon-owners-adelaide>

**Townsville:**

Salon Managers: <https://events.humanitix.com/creating-empowered-teams-salon-managers-townsville>

Salon Owners: <https://events.humanitix.com/creating-empowered-teams-salon-owners-Townsville>

**Perth:**

Salon Managers: <https://events.humanitix.com/creating-empowered-teams-salon-managers-perth>

Salon Owners: <https://events.humanitix.com/creating-empowered-teams-salon-owners-perth>

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**Business Partner Spotlight**

**Kitomba Salon and Spa Software**

Kitomba Salon and Spa Software is the complete business management software that's been helping thousands of salons achieve success for over two decades.

Kitomba has all the features you need to successfully manage your business day-to-day, including an industry-focused appointment book, efficient point-of-sale, fully-featured online booking, marketing functionality, industry-leading reporting, effective stock management, digital forms and so much more.

Providing you with free, unbeatable support has always been important to us. Our dedicated support team is available to help you by phone, email or web chat six days a week, with emergency support available on Sundays.

**Exclusive ASPYA offer:**

New customers signing up to the Kitomba Diamond package will receive free installation and training, valued at \$749.

When you re-sign with the Kitomba Diamond package you'll receive 500 free text messages per month for 6 months and an hour of training, valued at \$519.

Kitomba customers who identify themselves as ASPYA members are eligible to have De Lorenzo product lists added to Kitomba free of charge as required. Please note updates to current product lists are not included, however we can provide a short 'how to' video.

**To redeem this offer contact:**

1800 161 101

[sales@kitomba.com](mailto:sales@kitomba.com)

kitomba.com

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**Feedback**

I would love to hear your feedback! Please feel free to email me, phone me on 02 9748 8900 or you can post feedback (which can be anonymous – just fill in a dummy name or email address) through the Contact Us page on the ARC.

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