

Nail salon tech independent booth rental contract Tutorial

Nail Salon Tech Independent Booth Rental Contract: A Comprehensive Guide

A nail salon tech independent booth rental contract is a vital document that outlines the terms and conditions between a salon owner and a nail technician who rents a booth within the salon. This contract not only clarifies the responsibilities of each party but also helps prevent misunderstandings and legal disputes. For both salon owners and independent technicians, understanding the components of an effective booth rental agreement is essential to ensure a smooth and profitable working relationship.

What Is a Nail Salon Tech Independent Booth Rental Contract?

A nail salon tech independent booth rental contract is a legally binding agreement that grants a nail technician the right to operate independently within a salon space. Unlike employees, booth renters are self-employed and typically pay a fixed fee or percentage of their earnings to the salon owner for the use of the booth and amenities.

This contract serves as a blueprint for the business arrangement, detailing aspects such as rental fees, services offered, working hours, supplies, and liability issues. It provides clarity, protects both parties' interests, and ensures compliance with local laws and licensing regulations.

Key Components of a Nail Salon Tech Independent Booth Rental Contract

A comprehensive booth rental contract should cover several critical areas. Here are the essential components:

1. Parties Involved

- **Salon Owner:** Full legal name, business name, address, and contact details.
- **Independent Technician:** Full legal name, license number, contact information, and business name if applicable.

2. Description of Rental Space

- Specific location within the salon (e.g., booth number or designated area).
- Details about the workspace provided, including furniture, equipment, and amenities.

3. Rental Terms and Payment Details

- Rental fee structure (e.g., flat weekly/monthly fee, percentage of earnings, or a combination).
- Payment schedule and method (e.g., weekly, bi-weekly, or monthly payments; cash, check, electronic transfer).
- Late payment penalties or fees.

4. Duration of the Agreement

- Start date and end date of the rental agreement.
- Renewal terms and procedures.
- Termination clauses, including notice periods and grounds for termination.

5. Services and Scope of Work

- Types of services the technician is authorized to perform.
- Restrictions or limitations on services offered.

6. Supplies and Equipment

- Whether the salon provides supplies and equipment or if the technician must bring their own.
- Policies regarding the use, maintenance, and storage of shared or personal equipment.

7. Licensing, Insurance, and Compliance

- The technician must hold valid licensure and certifications.
- Insurance requirements, such as liability insurance or workers' compensation.
- Compliance with health and safety regulations, including sanitation standards.

8. Operating Hours and Schedule

- Allowed working hours and days.

- Policies regarding overtime or changes to the schedule.

9. Policies on Customer Interactions and Marketing

- Handling of client appointments and payments.
- Use of salon branding, signage, and promotional activities.
- Policy on client referrals and cross-promotions.

10. Confidentiality and Non-Compete Clauses

- Protection of salon proprietary information.
- Restrictions on working with competitors during or after the rental period.

11. Liability and Indemnity

- Clarification of liability for damages, injuries, or mishaps.
- Indemnity clauses to protect the salon and technician from legal claims.

12. Dispute Resolution and Legal Considerations

- Procedures for resolving disagreements.
- Applicable jurisdiction and governing law.

Benefits of a Well-Drafted Booth Rental Contract

Having a detailed nail salon tech independent booth rental contract offers numerous advantages:

Clarity and Expectations

- Clearly defines each party's responsibilities and expectations.
- Prevents misunderstandings about fees, working hours, or services.

Legal Protection

- Protects both parties in case of disputes or legal claims.

- Ensures compliance with state and local licensing laws.

Professional Relationship

- Establishes a professional framework for collaboration.
- Promotes mutual respect and accountability.

Financial Security

- Outlines payment structures and penalties.
- Ensures consistent income for salon owners and fair earnings for technicians.

Tips for Drafting an Effective Nail Salon Booth Rental Contract

To maximize the benefits of a booth rental agreement, consider these best practices:

1. Be Clear and Specific

- Use precise language to define terms.
- Avoid ambiguous clauses that could lead to disputes.

2. Include All Necessary Details

- Cover aspects like rental fees, hours, supplies, and liabilities.
- Address potential scenarios such as early termination or damage.

3. Consult Legal Professionals

- Have an attorney review or draft the contract to ensure compliance with local laws.
- Tailor the agreement to your specific business needs.

4. Keep Documentation Updated

- Review and revise the contract periodically.
- Ensure all parties sign and retain copies of the signed agreement.

5. Communicate Openly

- Discuss terms thoroughly with the technician before signing.
- Maintain open channels for ongoing communication.

Conclusion

A nail salon tech independent booth rental contract is an indispensable tool for establishing a successful, professional, and legally compliant working relationship between salon owners and independent nail technicians. By including detailed terms on rental fees, services, liability, and operational policies, both parties can enjoy a mutually beneficial arrangement free from misunderstandings. Whether you're a salon owner looking to expand your business model or a technician seeking independence within a reputable salon, investing time in drafting a comprehensive booth rental agreement is a crucial step toward long-term success.

Remember, a well-crafted contract not only protects your interests but also fosters trust and professionalism—key ingredients for thriving in the competitive beauty industry.

Nail Salon Tech Independent Booth Rental Contract: An Expert Guide to Choosing the Right Agreement

In the bustling world of nail salons, the decision for technicians to operate independently through booth rentals has become increasingly popular. This model offers flexibility, autonomy, and potential for increased income, but it also comes with legal and operational considerations that must be carefully navigated. Central to this setup is the nail salon tech independent booth rental contract, a vital document that defines the terms, responsibilities, and expectations of both the salon owner and the technician.

This article provides an in-depth, expert review of booth rental contracts in the nail industry, dissecting each element to help salon owners and technicians understand what to look for, how to negotiate effectively, and why a comprehensive contract is essential for a successful and compliant business arrangement.

Understanding the Purpose of a Booth Rental Contract

A booth rental contract is a legally binding agreement that formalizes the relationship between a salon owner (or landlord) and a nail technician (or renter). Unlike traditional employment, where the technician is an employee, booth rental positions typically classify the technician as an independent contractor.

Key Objectives of the Contract:

- Clarify the scope of services offered
- Define financial obligations, including rental fees and commissions
- Establish operational guidelines and hours
- Outline liability, insurance, and compliance requirements
- Protect both parties' rights and responsibilities

A well-drafted contract minimizes misunderstandings, ensures legal compliance, and creates a professional environment conducive to business growth.

Essential Components of a Nail Salon Tech Independent Booth Rental Contract

A comprehensive booth rental agreement should cover multiple critical areas. Below is an in-depth look at each section.

1. Parties Involved and Definitions

- Identification of Parties: Full legal names and addresses of the salon owner and the technician.
- Definitions: Clarify terms like "rental space," "commission," "client list," and "business hours" to prevent ambiguity.

2. Description of the Rental Space

- Specific location within the salon (e.g., booth number, designated area).
- Size and amenities included (e.g., storage, sink, lighting).
- Any shared spaces or facilities (e.g., waiting area, restroom).

3. Term and Termination Conditions

- Duration: Fixed-term (e.g., 6 months, 1 year) or month-to-month arrangements.
- Renewal Policies: Procedures for renewal or extension.
- Termination Clauses: Conditions under which either party can terminate, notice periods, and penalties for early termination.
- Post-termination obligations: Handling of client lists, supplies, and outstanding payments.

4. Rental Fees and Payment Terms

This section is pivotal, as it directly impacts the technician's profitability.

- Rental Rate: Fixed weekly, monthly, or daily fee.
- Payment Schedule: Due date, late payment penalties.
- Additional Fees: Common areas, utilities, cleaning fees, or maintenance charges.
- Profit-Sharing or Commission Structure: If applicable, details of how revenue from services is split.

Best Practices:

- Clearly specify whether the fee is gross or net.
- Include provisions for rent adjustments (e.g., annual increases).

5. Use of Space and Operational Guidelines

- Service Offerings: Types of services permitted.
- Hours of Operation: Scheduled working hours, flexibility, and overtime policies.
- Client Management: Handling bookings, cancellations, and no-shows.
- Branding and Signage: Rules regarding signage, advertising, and branding to maintain salon standards.
- Supplies and Equipment: Who supplies consumables, tools, and equipment.

6. Licensing, Insurance, and Compliance

This section is critical for legal and safety compliance.

- Licensing Requirements: The technician must hold valid cosmetology or nail technician licenses.
- Insurance: The technician should carry liability insurance; the contract should specify coverage levels and responsibilities.
- Health & Safety Protocols: Adherence to OSHA standards, sanitation practices, and COVID-19 guidelines.
- Indemnity Clauses: Protecting both parties from liability resulting from negligence or misconduct.

7. Client Relationships and Confidentiality

- Client List Ownership: Clarify whether clients are considered the salon's or the technician's.
- Referral and Non-Compete Clauses: Restrictions on soliciting clients or working with competitors during or after the agreement.
- Confidentiality: Protecting proprietary salon policies, client information, and trade secrets.

8. Supplies, Equipment, and Maintenance

- Supply Responsibilities: Whether the technician supplies their own products or the salon provides them.
- Equipment Use and Maintenance: Responsibilities for cleaning, repairs, and replacement.
- Inventory Management: Procedures for inventory tracking and restocking.

9. Dispute Resolution and Legal Provisions

- Governing Law: Jurisdiction governing the contract.
- Dispute Resolution: Mediation, arbitration, or litigation clauses.
- Amendments: Process for modifying the contract.
- Severability: If part of the contract is invalid, rest remains enforceable.

Legal and Practical Considerations for Both Parties

While the contract is a formal document, understanding the underlying legal and practical implications enhances its effectiveness.

For Salon Owners:

- Ensuring compliance with local licensing laws and employment classifications.
- Maintaining clear boundaries to avoid misclassification as an employee.
- Protecting intellectual property, client data, and brand reputation.
- Regularly reviewing and updating contracts to reflect changing regulations or business needs.

For Technicians:

- Reading and understanding all contractual obligations before signing.
- Verifying licensing and insurance coverage.
- Clarifying expectations about client management and revenue sharing.
- Keeping copies of the contract and related documents.

Benefits of a Well-Structured Booth Rental Contract

Investing in a detailed contract offers numerous advantages:

- Legal Protection: Clearly defines rights and responsibilities, reducing risk of disputes.
- Financial Clarity: Sets transparent rental and commission structures.
- Operational Efficiency: Establishes consistent policies and procedures.
- Professionalism: Demonstrates a commitment to a reputable business environment.
- Compliance Assurance: Helps ensure adherence to licensing, health, and safety standards.

Common Pitfalls and How to Avoid Them

While booth rental agreements are beneficial, common issues can arise if contracts are poorly drafted:

- Vague Terms: Ambiguous language can lead to misunderstandings; always specify details.
- Unclear Payment Terms: Specify exact amounts, due dates, and consequences of late payments.
- Ignoring Legal Requirements: Failing to include licensing, insurance, or health standards can lead to penalties.
- Neglecting Termination Clauses: Without clear exit strategies, disputes can escalate.
- Overlooking Confidentiality: Protect sensitive client and business information.

Expert Tip: Always consult with a legal professional experienced in salon or small business contracts to tailor the agreement to specific needs and ensure enforceability.

Conclusion: Crafting a Win-Win Booth Rental Agreement

A nail salon tech independent booth rental contract is more than just a legal formality; it's the foundation of a professional, compliant, and mutually beneficial relationship. Whether you're a salon owner seeking reliable, independent professionals or a technician aiming for autonomy without sacrificing security, understanding the intricacies of this agreement is key.

Invest time in drafting or reviewing a comprehensive contract that addresses all critical areas, from rental terms to liability issues. Doing so ensures clarity, minimizes risks, and fosters a productive environment where both parties can thrive.

By prioritizing transparency, legal compliance, and clear communication, the booth rental model can become a sustainable and profitable arrangement in the vibrant world of nail services.

Question What should be included in a nail salon tech independent booth rental contract? **Answer** A comprehensive contract should include details about rent amount, payment schedule, booth usage hours, services permitted, equipment responsibilities, sanitation standards, termination clauses, and liability waivers. How can I ensure my rights are protected in an independent booth rental agreement? Review the contract thoroughly, seek legal advice if needed, clarify terms regarding rent increases or termination, and ensure all agreed-upon terms are documented in writing before signing. Are there specific licensing or insurance requirements for booth renters in nail salons? Yes, booth renters typically need to hold valid cosmetology or nail technician licenses and carry liability insurance to comply with state regulations and protect against potential claims. What are common pitfalls to avoid when signing a nail salon booth rental contract? Avoid vague or ambiguous terms, ensure clear understanding of rent and additional fees, verify the salon's compliance with health regulations, and be cautious of restrictive clauses that limit your flexibility. Can I negotiate the terms of a booth rental contract with the salon owner? Absolutely; many terms such as rent, hours, or additional services are negotiable. Open communication and a professional approach can help you reach a mutually beneficial agreement. How do I handle contract disputes or disagreements with my nail salon landlord? Start by reviewing the contract terms, communicate directly with the salon owner to resolve issues, and if necessary, seek legal advice or mediation to address unresolved disputes professionally.

Related keywords: nail salon booth rental agreement, nail technician lease contract, independent booth rental terms, nail salon lease agreement, beauty salon booth rental, nail tech contract template, booth rental rules, salon lease agreement template, independent contractor agreement, nail technician rental terms

income expense for salon

income expense for salon is a critical aspect of managing a successful beauty business. Whether you own a small boutique salon or a large chain, understanding and optimizing your income and expenses can significantly impact your profitability and long-term growth. Proper financial management ensures that your salon remains sustainable, competitive, and capable of delivering high-quality services to clients. In this comprehensive guide, we will delve into the various elements that contribute to your salon's income and expenses, providing practical tips and strategies to improve your financial health.

Understanding Income for a Salon

Income, often referred to as revenue or turnover, is the total amount of money your salon earns from

providing services and selling products. Accurate tracking of income helps in assessing business performance and planning future growth.

Sources of Income in a Salon

A salon's income typically comes from multiple revenue streams, including:

- **Service Revenue:** This is the primary source of income, generated from haircuts, styling, coloring, skincare treatments, manicures, pedicures, waxing, and other beauty services.
- **Product Sales:** Selling hair care products, skincare items, styling tools, and accessories to clients both in-store and online.
- **Memberships and Packages:** Offering subscription plans, loyalty packages, or prepaid services that encourage repeat business.
- **Special Events and Promotions:** Income from hosting bridal parties, corporate events, or seasonal promotions.
- **Training and Workshops:** Revenue generated from beauty classes, tutorials, or certification programs offered to clients or aspiring professionals.

Maximizing Income Opportunities

To boost your salon's income:

- Offer diversified services to cater to a broader clientele.
- Upsell premium products and add-on services during appointments.
- Create attractive loyalty programs to retain clients.
- Leverage social media and online marketing to attract new customers.
- Partner with local businesses or event organizers for collaborations.

Understanding Expenses in a Salon

Expenses are the costs incurred to operate your salon. Managing these costs effectively is essential to maintaining profitability.

Categories of Salon Expenses

Salon expenses can be classified into fixed and variable costs:

Fixed Expenses

These are recurring costs that remain relatively constant regardless of salon business volume.

- **Rent or Lease Payments:** Cost of leasing the salon space.
- **Utilities:** Electricity, water, gas, and internet services.
- **Salaries and Wages:** Staff salaries, including stylists, receptionists, and managerial staff.
- **Insurance:** Property, liability, and worker's compensation insurance.
- **Licensing and Permits:** Renewal fees for business licenses and certifications.

Variable Expenses

These costs fluctuate based on business activity and include:

- **Supplies and Materials:** Hair colors, shampoos, conditioners, skincare products, and other consumables.
- **Product Inventory:** Stock of retail products for sale.
- **Marketing and Advertising:** Promotional campaigns, social media ads, flyers, and website maintenance.
- **Cleaning and Maintenance:** Supplies and services to keep the salon clean and operational.
- **commissions and Bonuses:** Incentives for staff based on performance or sales.

Cost Control Strategies

Effective expense management can be achieved through:

- Regularly reviewing vendor contracts and negotiating better deals.
- Monitoring inventory levels to prevent overstocking or shortages.
- Implementing energy-saving measures to reduce utility bills.
- Training staff on cost-efficient practices without compromising service quality.
- Using software tools for financial tracking and expense analysis.

Balancing Income and Expenses for Profitability

Achieving a healthy balance between income and expenses is vital for the financial success of your salon. Here are key strategies to optimize profits:

Financial Planning and Budgeting

Developing a detailed budget helps in planning expenses and setting revenue targets. Regularly

compare actual performance against your budget to identify areas for improvement.

Pricing Strategies

Set competitive yet profitable prices for services and products. Consider factors such as your target market, location, and competitors? pricing.

Increasing Revenue Streams

Diversify your income sources by introducing new services, retail products, or memberships. Upselling and cross-selling during client visits can also significantly boost earnings.

Cost Management

Identify and cut unnecessary expenses without affecting service quality. Negotiate better deals with suppliers and consider bulk purchasing.

Monitoring Financial Metrics

Track key performance indicators (KPIs) such as gross profit margin, net profit, average ticket size, and client retention rate to gauge your salon?s financial health.

Tools and Technologies for Managing Income and Expenses

Modern salon management software can streamline financial tracking, appointment scheduling, inventory management, and marketing efforts. Benefits include:

- Automated invoicing and payment processing
- Real-time financial reporting
- Inventory management alerts
- Customer relationship management (CRM) features

Popular tools include Salon Iris, Vagaro, Meevo 2, and Square for salons. Choosing the right technology facilitates better decision-making and reduces manual errors.

Legal and Tax Considerations

Ensure your salon complies with local laws and tax regulations:

- Register your business and obtain necessary licenses.
- Maintain accurate financial records for tax reporting.
- Understand applicable taxes, such as sales tax on retail products.
- Consult a financial advisor or accountant for personalized advice.

Proper legal and tax planning avoids penalties and optimizes your financial position.

Conclusion

Managing the income and expenses of a salon is a dynamic process that requires ongoing attention and strategic planning. By diversifying revenue streams, controlling costs, leveraging technology, and understanding your financial metrics, you can build a profitable and sustainable business. Remember, consistent financial analysis and adaptability are key to thriving in the competitive beauty industry. Whether you aim to expand your services, improve client retention, or increase retail sales, a solid grasp of your income and expenses forms the foundation for achieving your business goals.

Keywords for SEO Optimization:

income expense for salon, salon revenue, salon costs, salon profit, salon financial management, salon expenses, increase salon income, reduce salon costs, salon business tips, salon profitability strategies

Income and Expense for Salon: A Comprehensive Guide to Managing Your Salon's Financial Health

Running a successful salon goes beyond mastering hairstyling techniques or providing excellent customer service. One of the most critical aspects of sustaining and growing your salon business is understanding and managing your income and expense for salon. Effective financial management ensures that your salon remains profitable, competitive, and capable of weathering economic fluctuations. Whether you're a seasoned salon owner or just starting out, having a clear grasp of your income streams and expense categories is essential for making informed decisions, planning for growth, and maintaining long-term stability.

Understanding Salon Income

Your salon's income is the total revenue generated from all services, product sales, and other income sources. Properly tracking and analyzing your income helps you identify your most profitable services, optimize pricing strategies, and plan marketing efforts.

Primary Income Sources

- Service Revenue

- Haircuts, styling, and blowouts
- Coloring services (highlights, balayage, tinting)
- Chemical treatments (perms, relaxers)
- Bridal and special event styling
- Skincare, massage, or other spa services (if applicable)

- Product Sales

- Haircare products (shampoos, conditioners, styling products)
- Hair tools and accessories
- Skincare or spa products

- Additional Revenue Streams

- Membership or loyalty program fees
- Gift card sales
- Rental income from booth rentals or chair rentals (if applicable)
- Workshops, classes, or training sessions

Factors Affecting Income

- Pricing Strategy: Setting competitive yet profitable prices
- Service Mix: Offering high-margin services
- Customer Retention: Building a loyal client base
- Marketing & Promotions: Advertising special offers or packages
- Location & Client Demographics: Attractiveness of your salon's location and target audience

Understanding Salon Expenses

Just as important as revenue is controlling and understanding your expenses. Expenses are the costs incurred in operating your salon and directly impact your profitability.

Major Expense Categories

- Labor Costs
 - Salaries and wages for stylists, estheticians, receptionists, and other staff
 - Commissions or tips
 - Payroll taxes and benefits (health insurance, retirement plans)
- Rent and Utilities
 - Monthly rent or mortgage payments
 - Electricity, water, gas
 - Internet and phone services
- Product Costs
 - Purchasing hair color, styling products, and retail items
 - Supplies such as towels, capes, gloves, and applicators
- Equipment and Maintenance
 - Styling chairs, washing stations, and other furniture
 - Salon tools (blow dryers, straighteners, clippers)
 - Repairs and routine maintenance
- Marketing and Advertising
 - Digital marketing campaigns (social media ads, Google ads)
 - Print advertising, flyers, or signage
 - Website hosting and management
- Administrative Expenses

- Software subscriptions (booking, POS systems)
- Office supplies
- Insurance (liability, property, workers? compensation)

- Training and Education

- Workshops, certifications, and ongoing education for staff

- Miscellaneous Expenses

- Laundry services
- Taxes and licensing fees
- Decor and ambiance enhancements

Analyzing Income and Expenses for Better Financial Control

Effective financial control requires regular analysis of your income and expenses. Here are steps to help you maintain healthy financials:

1. Record Keeping and Bookkeeping

- Use accounting software tailored for salons (e.g., QuickBooks, Salon Iris)
- Keep detailed records of all transactions
- Separate personal and business finances for clarity

2. Regular Financial Review

- Monthly income statement (profit and loss statement)
- Cash flow analysis
- Balance sheet review

3. Budgeting and Forecasting

- Set realistic revenue goals

- Forecast expenses based on historical data
- Prepare for seasonal fluctuations

4. Cost Control Measures

- Negotiate supplier contracts for better pricing
- Monitor inventory to prevent overstocking
- Optimize staff schedules for efficiency
- Implement upselling and cross-selling strategies

Strategies to Maximize Income

- Upselling and Cross-Selling: Offer add-on services or retail products during appointments.
- Loyalty Programs: Encourage repeat business with rewards.
- Special Packages: Create bundled services for special occasions.
- Online Booking & Promotions: Increase accessibility and attract new clients.
- Social Media Marketing: Showcase your work to reach a broader audience.

Strategies to Minimize Expenses

- Bulk Purchasing: Buy supplies in larger quantities at discounted rates.
- Energy Efficiency: Use energy-saving appliances and lighting.
- Staff Scheduling: Align staff hours with peak business times.
- Review Vendor Contracts: Regularly assess and renegotiate supplier deals.
- Reduce Waste: Proper inventory management to avoid spoilage or overstocking.

Key Financial Metrics for Salons

To gauge the health of your salon's finances, track these metrics:

- Gross Profit Margin: Revenue minus cost of goods sold (COGS), divided by revenue
- Net Profit Margin: Net income divided by total revenue
- Average Ticket Size: Total sales divided by the number of clients
- Client Retention Rate: Percentage of repeat clients
- Labor Cost Percentage: Staff wages divided by total revenue

Conclusion: Achieving Financial Success in Your Salon

Mastering the income and expense for salon is fundamental to ensuring your business's longevity and profitability. Regularly monitoring your financial statements, controlling costs, and leveraging income opportunities will position your salon for growth and stability. Remember, financial management is an ongoing process—stay diligent, adapt to market changes, and continually seek ways to improve your revenue streams while minimizing unnecessary expenses. By doing so, you'll not only sustain your current operations but also set the stage for expansion and success in the competitive beauty industry.

Question What are the key income sources for a salon business? The primary income sources for a salon include haircuts, styling, coloring, treatments, skincare services, retail product sales, and additional services like waxing or massage. Diversifying services can help increase overall revenue. What are the main expenses involved in running a salon? Major expenses include rent or mortgage, employee wages and commissions, salon supplies and products, utilities, marketing and advertising, equipment maintenance, and licensing or insurance costs. How can a salon effectively manage its income and expenses? Implementing detailed bookkeeping, tracking daily sales and expenditures, setting budgets, and regularly reviewing financial reports help salons manage income and expenses efficiently. Using accounting software can streamline this process. What strategies can salons use to increase income and reduce expenses? Salons can increase income by upselling services, offering memberships or packages, and expanding retail sales. To reduce expenses, they can negotiate better supplier deals, optimize staff scheduling, and minimize wastage of supplies. How does understanding income and expenses help in the growth of a salon business? Understanding income and expenses allows salon owners to identify profitable services, control costs, make informed pricing decisions, and plan for future growth or investments, ultimately leading to a more sustainable and profitable business.

Related keywords: salon financial management, salon revenue, salon expenses, hair salon profit, beauty salon budgeting, salon cash flow, salon revenue tracking, salon cost analysis, salon profit margin, salon financial planning

Read the full article online: [INCOME EXPENSE FOR SALON](#)