

# THE BARBER & STYLIST CHEAT SHEET.

40+ industry terms, a consultation script, and the pro moves clients will never find on Google. Keep it on your phone for every chair.

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# BUILT FOR THE CHAIR.

This isn't a textbook. It's a quick-reference for consults, walk-ins, and the moments a client says something vague and you need to translate it into a clean game plan.

## **01** OPEN ON YOUR PHONE

Save the PDF to your home screen. No signal needed at the chair.

## **02** USE THE TRANSLATOR

Page 6 turns client-speak into the actual cut you should run.

## **03** RUN THE SCRIPT

Page 7 is a 30-second consult script. Use it on every new client.

# FADES & TAPERS.

## TAPER

Gradual length change around the ears and neckline. Natural-looking, never goes to skin.

## FADE

Hair blended from skin (or near-skin) up to longer length. Sharper contrast than a taper.

## SKIN FADE

Faded all the way down to bare skin. Maximum contrast. Also called a bald fade.

## LOW FADE

Fade starts just above the ear. Most conservative. Great for office clients.

## MID FADE

Fade starts at the temple. The most-requested fade in 2025–2026.

## HIGH FADE

Fade starts above the temple. Bold, makes the top look bigger.

## DROP FADE

Fade curves down and around the ear instead of staying level.

## BURST FADE

Fades around the ear in a half-circle. Pairs with mohawks and mullets.

## TEMPLE FADE

Just the temples are faded — rest of the cut stays full. Cultural classic.

## SHADOW FADE

Fade that leaves a faint shadow instead of going to skin. Softer look.

### PRO MOVE

## Always confirm the height

Before you start: "Low, mid, or high fade?" Three seconds. Saves the cut.

# GUARDS & LENGTHS.

## #0 / BALD

No guard. Skin. Used for the bottom of a skin fade or full shave.

## #0.5

1/16" — between skin and #1. Used for super-tight blending.

## #1

1/8" — very short, still shows a bit of hair.

## #2

1/4" — common starting point for low fades.

## #3

3/8" — buzz-cut territory.

## #4

1/2" — common men's short cut.

## #5

5/8" — medium-short, used for blending into scissor work.

## #6

3/4" — longer guard, soft transition into the top.

## #7

7/8" — pushing into longer length.

## #8

1" — typically the longest standard guard.

### PRO MOVE

## Call out the number

Say the guard out loud as you start: "Going in with a 2." Clients trust what they can hear.

# CUTS YOU'LL RUN DAILY.

## CREW CUT

Short, tapered sides, slightly longer flat top. Classic, low-maintenance.

## BUZZ CUT

One guard all over. Clean, fast, brutal in the best way.

## CROP

Short textured top, fringe forward. Trendy, works on most face shapes.

## POMPADOUR

Volume + height on top, swept back. Needs product and length.

## QUIFF

Softer pompadour. Less polished, more lived-in.

## UNDERCUT

Disconnected sides — no blend. Strong contrast.

## MULLET

Short on top + sides, long in the back. Back in a big way.

## MOHAWK

Strip of length down the center, faded or shaved sides.

## CAESAR

Short, even all-around with a straight fringe.

## TEXTURED CROP

Crop with point-cut or razored top for visible texture.

### PRO MOVE

## Pull the reference photo

Never start a new cut without an image on the mirror. Words lie. Photos don't.

# WHAT THEY SAY. WHAT THEY MEAN.

"Just clean it up."	→ Same shape, 1 length shorter. Re-line, no major change.
"Take a little off."	→ 1/2 inch max. Confirm with fingers before you cut.
"Faded on the sides."	→ Ask: skin, low, mid, or high? Don't assume.
"Blended."	→ Taper, not a fade. Natural growth, no skin.
"Trim my beard."	→ Shape + 1 guard down. Always confirm length.
"Like last time."	→ Pull their photo or notes. Never guess.
"Textured on top."	→ Point-cut or razor — break up weight, keep length.
"Low-maintenance."	→ Longer guard, softer line. No skin fades.
"Something different."	→ Show 2 photos. Let them point. Don't freestyle.
"Whatever you think."	→ Most dangerous sentence. Pull a reference anyway.

# THE SCRIPT.

Run this on every new client. Cuts re-dos by 80%.

**01**

## **ASK FOR A PHOTO**

"Show me a picture of what you're going for — or one you've had before that you loved."

**02**

## **NAME THE FADE**

"That's a mid skin fade with textured length on top. Sound right?" Use the term. They feel heard.

**03**

## **CONFIRM THE NUMBER**

"We'll go #1 on the sides up to here, scissor work on top." Touch the head where the line lands.

**04**

## **SET THE TIMELINE**

"This holds clean for 3 weeks. After that you'll want a touch-up." Books the next visit before they leave.

**05**

## **GIVE ONE PRO TIP**

Recommend one product or one habit. Builds trust. Builds the rebook.

KEEP GOING

# THIS IS JUST THE START.

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SCAN TO OPEN →

