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1ST PLACE EXPERIENCES

by Josh Freund

I was really excited to attend the International Beauty Sharpeners Association (IBSA) Convention in Las Vegas, November 1-3. This year's convention had a decent turnout of about 35+ sharpeners. I am looking forward in the years to come to an even bigger turnout. Conventions like these give sharpeners like us the opportunity to meet fellow sharpeners around the world, giving us fresher ideas and different perspectives on our industry. My main goal for attending this event was to compete, and

Continued on Page 6 . . .

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I can accept failure, everyone fails at something. But I can't accept not trying.

– Michael Jordan

. . . Continued from the sidebar on Page 4

in the Wolff Set Adjusting Tool about half an inch **behind** where the problem is. You should then bend the blade inward, working your way up the blade to the tip.

Most of the time, working just the inside blade by bending it into the outside blade will solve the problem. If this doesn't work, give me a call at Wolff and I, or one of the Technicians, will do our best to help you overcome the problem.

WOLFF/ EDGE PRO SHOW

By Jim O'Donnell

Howdy! I just wanted to give you a heads up that Wolff and The Edge Pro are working on putting on a combined show together. It looks like the show will be mid-March and in Ankeny, Iowa so we can do tours and visits with Jason at his shop. We've run into a few scheduling issues, so I don't have a firm weekend yet, we will hopefully have that stitched up the first week of this month. Once I have a firm date you will see an

Continued in the sidebar on Page 6 . . .

A goal is a dream
with a deadline.
– Napoleon Hill

. . . Continued from the sidebar
on Page 5

announcement here, in a Wolff
Prints I'll put out from Wolff In-
dustries, and on my blog Jim
Sharp:
www.jimsharp.blogspot.com

In the meantime, if you'd like to
get notification before anyone else
because you plan to come, please
give me a call at Wolff at 800-888-
3832 or call The Edge Pro at 866-
963-1990. There will be limited
seating, so it will be first come first
serve as usual. The show will be
over a weekend, most likely March
14-15; **but remember** we are still
firming everything up, so that may
still change. The price to attend will
be \$89.00 per person and as al-
ways, the show will be jam packed
with information that will help you
both on the sharpening side and
the business side of your business.
If you have any questions concern-
ing any of this, please feel free to
call or email me, I'm always happy
to help. I look forward to seeing
many of you at the show.

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. . . Continued from Page 5

get certified with the IBSA. It was my very first time competing
at any of the sharpeners conventions. However, I am proud to
share that I took 1st place in this year's sharpeners competition!
It was fun, but nerve racking; considering the 2 1/2 hour time
limit and also having to sharpen 4 different types of shears.
Although I took first place, judging this year was a little more
strenuous in that we had to have a score of 900 or more to
qualify for Master sharpener and also to win the grand prize of
\$3,000. I was just 15 points short of achieving that status.

I look forward to attending this event next year and competing
to try again at Master sharpener. A master at their skill is some-
one who is constantly growing, expanding, and evolving and I
look forward to having the opportunity to prove myself again.
As an authorized Wolff trainer, it's a new prospective I can give
my students to prep them for any future competitions they may

Continued on Page 7 . . .

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Entrepreneurship is neither a science nor an art. It is a practice.
– Peter Drucker

GATE KEEPERS

By Stephen Toth

Editor's Note:

Over the past two months I've had a huge number of calls asking me how to get past gate keepers in salons. A few years ago a friend and fellow sharpener wrote this article below for me that I thought would be helpful to share with my readers again. If you have any questions about this article or if you're having trouble getting past gate keepers, please give me a call at Wolff and I'll give you even more pointers I've learned over the years. Here's what Stephen wrote:

Over the years, *On the Edge* has shared many articles with us regarding the "dreaded gate keeper." Perhaps you will read this and think, "Yes, I have tried that," but hopefully, it will give you another approach to have in your arsenal.

Many sharpeners neglect to pay these receptionists the same amount of personal attention that we shower our stylists with; mainly because we feel we can't make any money from them. In an industry

Continued in the sidebar on Page 8 . . .

. . . Continued from Page 6

choose to enter as well. Even though I didn't win the \$3000.00 prize, I didn't leave empty-handed for 1st place. I was informed by Rob Sheets, one of the convention organizers, that I will be awarded a \$500 prize! More importantly than prize money though was my fellowship with other sharpeners, networking, and meeting new vendors who shared with me their personal history in this industry; as well as getting the opportunity to see new shears coming to the market. Especially notable to me, was meeting Mr. Yasuhiro Ono of the Navi Shear Company from Japan. He has some really interesting methods for hammering set in shear blades, free-hand sharpening, and stropping of shear blades.


In closing, venues like these ultimately help us sharpeners to raise our standards, build more confidence in our practice, improve our skill sets, and eventually make more money. I look forward to attending more sharpeners conventions like these to stay on the "cutting edge" of our industry! :)

Editors Note:


Joshua Freund is a:
Warranty Master Sharpener Fromm and Jaguar
An Authorized Wolff Trainer
and Owner of Kut Above Perfection Sharpening
www.kutaboveperfection.com

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