

Laura Paullin, Lisa Vanklinken and Leslie Miller own two successful salons in Washington State.



Three's the Charm

By Jan Hillenmeyer

IF TWO HEADS ARE BETTER than one, then three are better yet. Identical triplets **Leslie Miller, Lisa Vanklinken** and **Laura Paullin** have been in sync all their lives, including collaborating on two successful salons, one in Yakima and one in Kennewick, Washington.

As business partners for their salon, The Massage & Lash Image, and best friends, they have found a formula for working as a unit and finding time for busy family lives.



The Glamour Girl Beauty Bar is a favorite birthday party location for the younger set.

How did you decide to pursue a career in beauty?

LESLIE MILLER: "We were working together in a different industry and wanted to make a change. And, all three of us were pregnant. I decided to attend beauty school, and then Laura and Lisa followed. We all got jobs and also worked nights, saved our tips and spent two years renovating a space before opening our first salon. I specialize in lash services, Lisa is an esthetician and master lash specialist, and Laura is a massage therapist and esthetician. We love the beauty industry and are really convinced we have the best jobs in the world."

What products and services do you offer?


LM: "Lash extensions are our number one service. Living in the Lash Lane, we call it. I also train other salon professionals in lash extensions. We offer brow services, massage, facials, waxing, spray tan and other spa treatments. We host girls' night out and birthday parties in our Glamour Girl Beauty Bar where we

have everything from brow sculpting and lash tinting to glitter tattoo art. The younger clients love it and we host teen and tween birthday parties, complete with a birthday toast and treats like chocolate-covered strawberries. We also have couples' services. Laura is a certified massage therapist and we discovered some insurance companies that do not cover chiropractic care will cover massage. We have treated many whiplash and auto accident patients who have been referred to us for treatment."

How do you divide the day-to-day business duties?

LM: "I handle the core lash business and the training. Laura and Leslie assess the product needs and do all the ordering and purchasing. Being together all the time has its ups and downs and when there is an argument, we have a simple formula—walk out of the room for 10 minutes and then walk back in. That usually works for us and we have so much fun together that keeping the positive energy flowing creates a fun atmosphere for our clients as well."

How do you balance your personal and professional lives?

LM: "We work as a team with our families, as well as in the salon. Being triplets is obviously a special relationship and our personal lives really parallel each others. We have 12 year olds and three year olds and I also have a 9 year old. One of us will drop off the kids while two of us open the salons and get ready for the day. We love to go out together with our families and always find time for that." 

YEARS IN BUSINESS: 3.5

EMPLOYEES: 15

MOST POPULAR SERVICE:
eyelash extensions

AVERAGE TICKET: \$100

PRODUCTS: Minky's Lashes, Premier lash products, Bioelements