

MASTERS Audio Club, November 2016

Scott Cunha

Celebrity Stylist for Miley Cyrus and the Kardashians
Stylist at Andy Lecompte Salon



Scott Cunha has made his mark on Hollywood, creating unforgettable looks for the Oscars, Grammys, Golden Globes, SAG Awards, fashion spreads, and various other events. With over 356,000 Instagram followers, Scott is a favorite among fashion and Hollywood's elite: his clients include Nicole Richie, the Kardashians (Kim, Khloe, and Kourtney), Kendall and Kylie Jenner, Miley Cyrus, Lucy Hale, Colton Haynes, Nicole Scherzinger, Padma Lakshmi, and Jayson Blair.

Interviewed by **Winn Claybaugh**, this overnight success (13 years later!) stylist and educator has the passion and youthfulness on which our industry thrives.

Winn: Hi everybody, Winn Claybaugh here. Welcome to another issue of MASTERS. And a lot of times with these interviews, I get the chance to meet somebody who has been doing this for a long time. So they're 30 years into their career and now they got this title and this accolade and this award and this credibility, and I latch onto them 'cause I want to hear their story of what they've been through. Other people, you get to meet them at the—*[laughs]* the beginning of their careers and then to meet up 13 years later to see what they've turned into—

Scott: *[laughs]*

Winn: —and what they've accomplished is pretty remarkable and that's what today is all about. I'm sitting here with Scott Cunha. Scott, welcome to MASTERS.

Scott: Hi. How are you?

Winn: This is going to be a fun interview.

Scott: I'm very excited.

Winn: So, I'm going to read a lot of this but Scott Cunha, he's a stylist—again, only 13 years, but the people that you're working with in such a short period of time—and I want you to tell your stories but I'll just kind of give a little

background. Let's see, you've worked with major magazines all over the world from *Russian Vogue*, *German Vogue*, *Spanish Vogue*, *Town & Country*, *Maxim*, *Complex*. That goes on and on. Then you recently joined E!'s Style Collective as a beauty expert. You have done hair for, let's see, the Oscars, the Grammys—

Scott: *[laughs]*

Winn: —the Golden Globes, the SAG Awards, fashion spreads, various other events. Your clientele—the people that you work with—your first tour was actually with Miley Cyrus, right?

Scott: Yes, yeah.

Winn: Which we'll talk about that.

Scott: Okay.

Winn: So that's kind of like the big first break for you.

Scott: That was my first celebrity, if you will.

Winn: Okay.

Scott: Air quotes.

Winn: Okay.

Scott: Yeah.

Winn: But since then, you know, you're working with Sienna Miller, Emma Roberts. You also work with Nicole Richie; Kim, Khloe and Kourtney Kardashian; Kendall and Kylie Jenner.

Scott: *[laughs]*

Winn: My gosh.

Scott: *[laughs]* Those are pretty much it. I mean, that's a good clientele—

Winn: Oh, that's pretty much it?

Scott: *[laughs]* That's a good clientele roster.

Winn: Isn't Kim Kardashian a full-time job right there?

Scott: Yes.

Winn: *[laughs]*

Scott: They all are. All the girls. They work every day so keeps me really busy.

Winn: Well, good for you.

Scott: Yeah.

Winn: In addition to all of that, you also work in Andy Lecompte's salon.

Scott: Yes.

Winn: Which has quite the reputation, as well, so we have a lot to talk about. And there are other people who have similar résumés but I've seen your journey from the very, very beginning. I feel blessed to know that you graduated from one of my schools.

Scott: Thank you, yeah.

Winn: And you were recently at one of my schools.

Scott: In Rhode Island.

Winn: Your alma mater.

Scott: *[laughs]*

Winn: You went back to the school that you attended 13 years later to—

Scott: Yep.

Winn: —share your story.

Scott: Yes.

Winn: Which is a great message in itself because sometimes people just forget about that and they don't realize that you were sitting in that chair 13 years ago and you were that person who needed somebody to come in and say, "Here, you need to dream bigger."

Scott: Yes.

Winn: So thanks for doing that, too.

Scott: Of course, any time. I love it.

Winn: Now, I knew you as Scotty. Are you Scott now?

Scott: *[laughs]* No, everyone calls me Scotty still. *[laughs]*

Winn: Okay. So I can still call you Scotty.

Scott: *[laughs]* Yeah. I introduce myself as Scott but everyone just calls me Scotty.

Winn: Okay.

Scott: It's fine. I love it. It's cute.

Winn: How many followers do you have on Instagram?

Scott: *[laughs]* Not enough. No, just kidding. Right now I think it's 353,000.

Winn: Three hundred and fifty three thousand followers.

Scott: Yeah, but I want a million.

Winn: You want a million. Well—

Scott: *[laughs]*

Winn: —sounds like you're kind of on your way.

Scott: I'm trying, I'm trying.

Winn: And I went there to see what you're posting, and you're posting fun stuff. You're posting—but you're also posting relative stuff.

Scott: Yes. I like to kind of post my life and hair. I try not to make it all work, but work is really important to me, so. And a lot of my work has gotten me a lot of the followers but I also try to like be myself and show my real life. I think people really like that.

Winn: I interviewed somebody recently who has a huge following as well on Instagram, and so people come to him all the time and say, you know, "Gosh, can you give me some ideas on how I can increase this?" And he was like, "Well, with all due respect, you know, what are you trying to sell here?"

Scott: *[laughs]*

Winn: "Cause it—"

Scott: It's true.

Winn: "You know, what I see is you're just a party girl."

Scott: *[laughs]*

Winn: You know?

Scott: Ooh, ouch.

Winn: You know, “I see a lot of pictures of drinking and partying but nothing of hair.”

Scott: *[laughs]*

Winn: You know, and your brand—what you’re selling—is hair. So you’ve got to have that in there, too, right?

Scott: Totally. I agree.

Winn: Okay.

Scott: Although I am in my Speedo a lot.

Winn: Okay.

Scott: In my photos. *[laughs]* But I have done hair in my Speedo on a boat, so that counts.

Winn: Why and where did you do hair? For a shoot, right?

Scott: Yeah, yeah.

Winn: And it was on a boat.

Scott: More like on the beach, you know.

Winn: Right.

Scott: It’s kind of hard to—you know, you don’t want to be sweaty. You need to, you know, kind of be on set if it happens to be a beach or a boat, you kind of have to get into the rhythm of doing hair in a comfortable outfit.

Winn: Okay.

Scott: *[laughs]*

Winn: You know, I get thousands of emails and a lot of them are, “Winn, can you help me get into the entertainment world?”

Scott: Really?

Winn: A lot.

Scott: Yes.

Winn: Like the majority of them are. You know, I love it when I get an email that, “Winn, I want to land a job at a great salon and just build my clientele. I want to assist for two years, Winn.”

Scott: Yes. I assisted for four years.

Winn: I love those. I love those emails.

Scott: Yeah.

Winn: You know, 'cause some people—what do they call this? The microwave generation.

Scott: Yes.

Winn: They want things instantly.

Scott: Instantly.

Winn: “I just graduated. Can I be famous tomorrow?”

Scott: Yes.

Winn: And how often do people say, “Well, you’re just an overnight success, aren’t you, Scotty?”

Scott: *[laughs]* I just—

Winn: It’s not overnight.

Scott: *[laughs]* Not at all. Not at all.

Winn: Okay, so take us through your journey. So, you know, why the beauty industry?

Scott: I think the beauty industry helped me but I was very artistic and I worked with my hands a lot. I drew a lot. I loved art and I loved fashion. I loved all that stuff, and I was bad at science and math. I went to summer school every summer.

Winn: *[laughs]* You had to?

Scott: Every summer. From middle school to high school, every summer I went to summer school. I just was bad at school. I wasn’t good at tests and book-smarts and all that stuff. And right now there’s a lot of people who, you know, when they see someone’s not excelling in something, you know, there’s a lot of schools that have arts and you can go to separate schools. I think it’s definitely expanded more but when I was going to high school, you—you know, there was this thing where you met with your guidance counselor. You had to pick a school that you were going to go to for four years and get a degree. That’s all you could do, you know? So it was just difficult for me so I went against the grain and I decided that I needed to do something that had to do with my hands and I randomly was driving around and Paul Mitchell was

opening. It wasn't even open yet. I was the first class at that Paul Mitchell School.

Winn: Hm.

Scott: And—

Winn: In Rhode Island.

Scott: In Rhode Island.

Winn: Okay.

Scott: The first class in Rhode Island.

Winn: So you're not an LA boy. You're not—

Scott: No, I'm East Coast.

Winn: —privileged to this—

Scott: *[laughs]* No, no, no.

Winn: —clientele—

Scott: No.

Winn: —that you now work with.

Scott: No, I'm from the East Coast. I moved to LA right after beauty school and I actually went to beauty school in California, as well, in Costa Mesa, because it was—you know, California requires more hours than Rhode Island at the time so I had to go to school for another three months, basically. And I went to the Paul Mitchell in Costa Mesa and I was like—I don't know if that's how it is now but it was six to eight months to even get your license date to like get your test for your state board. So I was, you know, trying to find a job. No salons would hire me without a license, at the time. So I had to work at Starbucks and go to school. And I was working at Starbucks and Ulta and then going to school in Costa Mesa, which was an hour and a half away, but it was the only school that I get into because it was Paul Mitchell.

Winn: So talk about Starbucks. 'Cause I think that there's something—

Scott: Starbucks is the hardest job I've ever had in my entire life. It's the most labor-intensive job.

Winn: But you did what you had to do.

Scott: Yeah.

Winn: And that's the message.

Scott: Yes. I worked at Starbucks. I got in trouble 'cause I tried to like pop my collar and I wore the tightest Polo and the tightest pants.

Winn: *[laughs]*

Scott: *[laughs]* I tried to style my Starbucks apron in like different ways. I always got in trouble for that. But, yeah, Starbucks was great. I'm so glad I did it. I'm always nice to my barista and that was it. And then I finally got a job at José Eber as a front desk person.

Winn: Okay.

Scott: Because, at the time, they were making you do each thing. So you had to do the front desk, then you had to shampoo and then you could assist someone.

Winn: Okay.

Scott: So I dropped off my résumé at every single salon in Beverly Hills 'cause Beverly Hills was where I had to work.

Winn: Right.

Scott: It was really like fancy. And so I wanted to work there and then the first place that called me José Eber. José Eber, I was working the front desk. I hated it. It was so hard dealing with clients and, you know, people—you know, if someone's running late—it was a really—actually, I thought it was going to be so easy but it's actually hard working the front desk. I—front desk people get it the worst from clients. And then I got a call from this salon, Jonathon Salon which was on a show, *Blow Out*, which I thought was a really big deal. And I was really excited and I was like, "I want to work there. I want to work there. It's so cool. They're on TV. This is such a big deal." And they called me to be an assistant and they said, you know, "We loved you. You were really great. Are you okay with being on TV?" And I was like, "Of course! I can't wait. This is why I moved here."

Winn: *[laughs]*

Scott: *[laughs]* "I've only been here for six months. I'm already going to be on TV? Like, I'm living the dream." So it was really fun. It was a really great experience. But I assisted for four years. I assisted Jonathon, I assisted stylists, I was a general assistant, and I assisted for four years at Jonathon and then—

Winn: What do you say to people who are right out of beauty school who don't want to assist? They want to—

Scott: Really?

Winn: —skip over that. Oh yeah, I get it all the time.

Scott: *[laughs]* Oh my God. Well, first of all, now with the Internet—which is crazy, I can't even get over it. It's so crazy that people, you know, do YouTube tutorials and think that they can do hair and makeup. You know, it's really difficult. I'm so glad that I assisted as long as I did because I really worked on my craft and I think that that will stand the test of time as someone who can just do a certain hairstyle and maybe they can—they're really good at just waves but when your client wants something else, you don't know how to do it. And I think that if—you need to assist so that you learn the spectrum of hair. There's so many different hair types, so many different ways to style hair. And it's easy to say, "Oh, this cute model is doing her hair on YouTube 'cause she's—you know, has fine, blonde hair." Of course it's going to be easy. But when your client, you know, has different textures of hair, different colors, it's—you don't know that stuff and you go in kind of—you know, it's really difficult. There's so many different types of clients and hair and styles, and I think even assisting—not only did I learn about hair but I learned about personalities and how to socialize with people and all that stuff. So, to me, it was really important. I was so glad that I did that and I learned so much. And I still learn. I'm still learning from it.

Winn: How did you financially sustain yourself during those four years of assisting, living in a very expensive city?

Scott: Well, I had three roommates. *[laughs]* And I did everyone's hair that I could. Even for \$20. I would cut everyone's hair. I would cut all my friends' hair for literally \$20 and I would work all day at the salon. I would assist on photo shoots if I could. I would assist every stylist. Some stylists would need a personal assistant so I would assist them and be a general assistant, so I was crazy, crazy busy. And, yeah, I just tried to do every single job that I could. I said yes to every single thing.

Winn: Hm. So you left Jonathon's salon. What was that—

Scott: Yes. When I left Jonathon Salon I was kind of in a rut. I wasn't feeling inspired. I felt like I was doing the same thing every single day and I knew who this stylist was, Andy Lecompte. He was one of my mentors. I was following him. He had really great clients and I found out that he was opening a salon. So one of—me and my friends went to the salon when it was under construction and we broke in to like see it.

Winn: *[laughs]*

Scott: See if anyone was there. *[laughs]* And no one was there, just like construction workers are like, "Excuse me?" We're like, "Oh sorry, we were just checking out the space. We were lost." So we like ran away and then one of my friends

that I worked with used to assist him and she was like, “I’m going to Andy’s salon. Do you want to come with me?” And I said, “Yes, please.” And Jonathon packed up my stuff and made someone deliver it to me. So I couldn’t go into the salon to get any of my things and then I met with Leanne, Andy’s business partner, and she had recognized me from the show, thank God. I thought, you know, I was like, *I wasn’t even on the show that much. Who cares.* But she actually like remembered me from the show so I was so glad that I did the show. And we met and she was really excited and Andy was actually on tour with Madonna and he was like, “Send me pictures, send me pictures,” ’cause he wasn’t even there. So Leanne later told me that she was like sneaking pictures of me and like I had to do a test. I had to like do a client. So she was sneaking pictures, which was so funny. And then, yeah, I got the job and that was kind of my first real job. My first real—like, where I took clients and I was learning and, you know, Andy like taught me how to use a thinning shear ’cause I didn’t know what I was doing but everyone was really into like, you know, thinning shears at the time so Andy like took me aside and like taught me how to do it, which was really funny. And one of my friends that I worked with, her agent was like, “Do you know anyone who is available to go on tour, who’s kind of, you know, a little bit younger but, you know, he has to go on tour with this client. He has to be with this client, they need someone every day.” And she recommended me and that’s when I met Miley and I did a first job with her. It was a Walmart commercial. I remember, I’ll never forget, it was such a huge production. I was so scared.

Winn: With Miley Cyrus.

Scott: With Miley Cyrus, yes.

Winn: Okay.

Scott: It was a Walmart commercial. Miley had—it was kind of like right at the end of *Hannah Montana*. So Miley had a huge Walmart commercial. It was the biggest production I’ve ever been on, ever. I was so scared. I did her hair, it was really great, and she loved me. And we were literally together every day for a year. It was insane. It was a whirlwind. I did the last season of *Hannah Montana*. We went on tour. I did movie press, like all this stuff. We traveled the world for a year. It was amazing.

Winn: Now, how did you do that and the salon? So you didn’t do the salon? Did you put the salon on hold for a while?

Scott: I put the salon on hold, and Andy was really great ’cause he totally gets it and that was really what was great about—

Winn: Well, he toured with Madonna—

Scott: Yeah.

Winn: —and many others.

Scott: Yes. Everyone.

Winn: So he knew what that world was like, as well.

Scott: Yeah. That's the thing that I knew, like he would understand going on tour and all that stuff. And he was really supportive of me and so was Leanne and they've always been supportive and every single thing that I've ever wanted to do. So they're really great business partners and I love having them as kind of my mentors and bosses, if you will.

Winn: I've heard that from people. They say, "Well, Winn, I want to work in a salon but I also want to do these other things, too." And so my advice is like, "Well, then make sure that that salon understands that, too."

Scott: Yeah.

Winn: 'Cause some salons wouldn't—

Scott: No.

Winn: —allow that.

Scott: Some salons—

Winn: They would say, "No, you choose this or you choose that but you can't have both."

Scott: Yes.

Winn: You know, so people say, "Well, I want to be an educator, too." "Well, no."

Scott: Yeah.

Winn: Then get a job in a salon where the owners and other stylists are also educators in addition to that, so that they understand the process.

Scott: Yes. Leanne and Andy are really good like that. They have their people that they need for the salon and they say, "Hey, do you want to be salon?" And they have great colorists. "Do you want to stay in the salon?" And they have stylists for that. And then they know that, you know, they have a little spot for me because I'm traveling all the time. So, it's really great. I'm very lucky.

Winn: Vogue.com said that Andy Lecompte's Salon is LA's most appointment-worthy, celeb-heavy beauty spot.

Scott: *[laughs]* That's—

Winn: That's pretty cool, huh?

Scott: I know, that's really great. *[laughs]*

Winn: Dang.

Scott: I mean, it is. It's such a great spot and—

Winn: So now, how often are you in the salon taking clients?

Scott: Right now my clients are killing me but I'm usually there once or twice in the same week a month.

Winn: Okay.

Scott: So I try to get everyone in and I—

Winn: In one week a month, then you're gone for three weeks?

Scott: Yes.

Winn: Okay.

Scott: So I try to—

Winn: And what do you charge for a haircut?

Scott: Right now I charge \$350.

Winn: Three hundred and fifty.

Scott: Three hundred and fifty dollars, yeah.

Winn: Okay.

Scott: For a haircut.

Winn: And are you doing color, as well?

Scott: No, I just cut and style.

Winn: Just cut and style.

Scott: Yes.

Winn: Okay.

Scott: Color is really hard. *[laughs]*

Winn: *[laughs]* Okay. I won't debate you on that but—

Scott: Yeah. I just cut and style.

Winn: Yes, 'cause you have to take tests and study in books—

Scott: *[laughs]*

Winn: —to learn color.

Scott: Yeah, no, no, no. Not for me, not for me.

Winn: Okay. Okay, good.

Scott: No.

Winn: So describe the salon a little bit more 'cause it's very well known, even though it's not all that old. It hasn't been around all that long. So describe the people who work there and the ambiance and the vision of the salon.

Scott: Yes. I actually started when the salon first opened. It was four of us, you know, 'cause Andy was away and he was kind of—they were waiting to see who would come and follow them from the other salon that they worked at so there was like a group of four of us that started out there, which was really great. And I actually am so grateful that I started there with Leanne because I saw what she was going through to open a salon, and back in the day I was always like, "Ah, I want a salon. I want a Scott Salon, blah, blah, blah." But when I saw what they had to go through and how hard it is to run a business, I was like, "I'm definitely never owning a salon." Like that's so not for me.

Winn: *[laughs]*

Scott: It's the hardest business to run and it's so hard dealing with clients and stylists. It's so hard. So I was really grateful that I started with them. And, yeah, everyone there has been there the whole time. It's been about seven years. We're a little family. It's super great. And we've all been together. We've all worked together. We all share clients. We all get along. It's a small salon, there's maybe 12 chairs. So, you know, we're a really tightknit family.

Winn: Hm. Good for you.

Scott: Yeah, it's great.

Winn: And good for Andy and Leanne.

Scott: Yeah.

Winn: That's wonderful.

Scott: They're amazing.

Winn: Okay, so you get this gig with Miley Cyrus where you're on the road with Miley for—how was that?

Scott: It was amazing. It was life-changing. I didn't realize how—I always said when I was going to school that I was going to move to LA and be a celebrity hairstylist but I didn't really know what that was *[laughs]* 'cause I just—I mean, I read like hairstyle—like *Celebrity Hairstyles*. I didn't know what that entailed. So I actually traveled the world and I—you know, it was exhausting but amazing and I learned so much.

Winn: Her tour doing concerts or—?

Scott: Yeah, so she went—so we did the six-month tour, basically. So all over Europe and all over America. So I've literally been everywhere in America, even like Little Rock, Arkansas, which was actually kind of cute, and then—

Winn: So what's it like on tour? Are you in a city for—

Scott: Maybe 24 hours. It depends.

Winn: Okay.

Scott: Yeah. It's depends on—

Winn: So it's not like you're, "Wow, we're in Paris and—"

Scott: No. *[laughs]*

Winn: "—let's take tours."

Scott: *[laughs]* No, no.

Winn: "And let's go to the Louvre." You're like—

Scott: No. No. Maybe we had one day off in London, which was really fun. I think we might have two days off in London and we like shopped at Topshop because we didn't have Topshop yet so it was like a really big deal. And we—they opened the store for us and it was just like me and Miley and the makeup artist shopping at Topshop by ourselves. They closed the store for us. It was amazing.

Winn: Huh. And what kind of hotels are you staying at?

Scott: The nicest.

Winn: I'm asking this because—

Scott: *[laughs]* No.

Winn: —people that are listening to this just like, “Winn, ask him this.”

Scott: *[laughs]* Okay.

Winn: “Why did you leave that out?”

Scott: Yeah, okay, so—

Winn: You’re staying at the nicest hotels.

Scott: Yes. We were very lucky. Some people who—you know, I mean, some bands that are starting—like, you know, music industry is tough. Not all people are, you know, living the most glamorous life on tour. It’s not—you know, some tours are really hard. Traveling was really hard and exhausting but we were really lucky. We always had the best accommodations and we were always together and we got along really well: me, the makeup artist, and the manager and, you know the crew and the dancers. We all got along so we would always have dinner together or we—you know, so you never felt like you were alone. But sometimes when you did want to be alone you were kind of annoyed because you were with everyone. *[laughs]* You’re with these people every single day. But when you’re feeling homesick, it’s good to have those people, you know?

Winn: And so you just styled her hair for concerts and—

Scott: I styled—yes. So on tour basically—

Winn: But who colored her hair?

Scott: She would fly in her colorist.

Winn: Okay.

Scott: Yeah, or if we were in—

Winn: Maybe you should learn color.

Scott: *[laughs]* I—well now—it’s so crazy now that people are doing both, like hair and makeup. I could never do makeup. But sometimes now people travel with one person, you know? So. But I could never do makeup. So yeah, she’d fly her colorist in or if we were in New York, we’d have a couple days off in New York, she would get her color done or if we were in LA—

Winn: Mm-hm.

Scott: —she would get her color done in LA. So it depends. But, yeah, we would basically, you know, wake up, work out, have lunch, and then we’d start getting ready at three. And, you know, there’d be rehearsal and a sound

check and all that stuff, and then the show would go on about eight. It was a relatively early show. And then we would have to leave that night, right after the show, depending on how far the city was.

Winn: And how would you get from one city to the next?

Scott: The bus. We would take the bus. Like we had our tour bus, or if we were going some—like when we went to Europe, obviously we flew but then when we were in Europe we were going to like London and Manchester, Liverpool, all that stuff, we would have our like London bus and we were obsessed with the London bus 'cause it was two floors.

Winn: Huh.

Scott: *[laughs]*

Winn: Huh.

Scott: So it was like really fun.

Winn: And how many people were on this bus? One bus?

Scott: No, no, no. Like—

Winn: Oh.

Scott: —we had—there was like 13 buses.

Winn: Oh, okay.

Scott: But we had like the hair and makeup bus and the stylist. So it was me, the stylist, and makeup, and then she had her like own bus.

Winn: Right.

Scott: So like there was like, you know, we were always kind of on the same like bus schedule but there was other buses that had to leave like right away or early or, you know?

Winn: And they would like drive how many hours in between gigs?

Scott: It'd be like six to seven hours, usually.

Winn: So you'd be sleeping on the bus—

Scott: Yeah, we would sleep and then—

Winn: —get into the city.

Scott: Yeah, but then one—

Winn: And then check into a hotel?

Scott: Yeah, we would check into a hotel and then one time when she was sick, we had to like drive back to the location 'cause it was the only—we had to like redo that show, which was 14 hours on the bus, which was devastating. We were so crazy. We were stir crazy. We just like—

Winn: Wow.

Scott: —did not know what to do. *[laughs]* But, you know.

Winn: Wow.

Scott: It was really fun. I'm glad I did it.

Winn: Do you still work with Miley now?

Scott: I don't but we're still friends. I see her out or I say—you know—

Winn: Hm.

Scott: —we talk to each other.

Winn: Cool. Then that kind of led into working with the Kardashians or other—Lucy Hale.

Scott: Yes.

Winn: Kristin Cavallari. So talk about some of these other things.

Scott: So basically after tour, you know, I was getting really busy with clients and I needed someone—I didn't know what this was but my friend who was a stylist was like, "You should be meet my agent and he can book you on jobs and help you deal with all this stuff." And so when I met my agent, who I'm still with today—Kent, he's amazing, I love him—he was, you know, kind of a savior to me where I didn't know that there was this other world and there was like these other jobs and there was photo shoots and you had, you know, people were negotiating your rates and all this stuff and travel. So yeah, I've been with him for six years now.

Winn: Mm-hm.

Scott: And he started his own agency and I went with him, which is amazing. It's called The Only. And, yeah, so he kind of introduced me to the Kardashians.

Winn: Okay.

Scott: And that's how I kind of got—also my friend, Jack, who's a publicist, got me Kristin. And he—you know, with Erika Jayne, who I love, who's on *The House*—she's not just a housewife but she's on *The Housewives of Beverly Hills*.

Winn: Okay.

Scott: Yeah.

Winn: Okay, so—'cause people want to know—so tell us about—and, by the way, we're not just doing E! TV right now.

Scott: *[laughs]*

Winn: We're not just—this isn't the celebrity gossip—

Scott: *[laughs]* It's okay.

Winn: —thing. There—all of this is going to be backed up with some pertinent questions on—

Scott: Of course, of course.

Winn: —what it takes. But people want to know.

Scott: Yeah.

Winn: And I don't think you're shy about—

Scott: Oh no, not at all.

Winn: Good. But some people are. People, “No, no. I don't want to talk about—you know, I don't want to name-drop.” And I'm not asking you to name-drop—

Scott: Oh, it's all about name-dropping.

Winn: Oh, okay, okay.

Scott: *[laughs]* I mean—

Winn: Well then, you're okay with that?

Scott: —I live in LA. I live in West Hollywood. *[laughs]* Like—

Winn: Well, people want to know 'cause they want to aspire to something, too. So if we don't say—

Scott: Yeah, of course.

Winn: —what you've accomplished then what do they know to shoot for? So.

Scott: Yeah.

Winn: Okay.

Scott: Oh no, honey, we can name-drop.

Winn: Okay, okay. So let's get into the Kardashians then.

Scott: I love them. I've been working with them for a long time, as well. They're very loyal so once you get in, you're in. That's it. It's been a great experience. My first job ever was supposed to be with Kim and so I was like really nervous but she actually had a job before that and so she had her hair and makeup done for the photo shoot that I was supposed to do her and since I was new, she kind of like threw Kourtney on me to make sure I wasn't crazy. So she actually like kind of threw Kourtney under the bus, so I had to do Kourtney for this photo shoot, which was amazing and Kourtney's my favorite and we're like besties. So, it was really funny 'cause I was like so nervous and then I was doing Kourtney, which was so funny. But anyway, it was a great photo shoot. So that was my first photo shoot and then—

Winn: What was that for? Do you remember?

Scott: It was called *Fabulous* magazine. It was on the cover, I was so—

Winn: Oh, I read it all the time.

Scott: *[laughs]* I don't know if it's still in print.

Winn: *[laughs]* Okay.

Scott: But I have the photo.

Winn: Okay.

Scott: *[laughs]* At the time, they had a line with Sears and so I did Kim for their lingerie shoot and they asked me to do the show. And so I kind of started that, and that's been so crazy. They work Monday through Fridays when they're filming and so that's when I started doing Khloe. And then when Kendall and Kylie started to get a little bit older and they were working a lot, I started to do them. And so I've been working—I just worked with Kendall and Kylie for their line for Pacific Sunwear and they have a Kendall and Kylie Topshop line and a Kendall and Kylie Neiman Marcus line. So.

Winn: Wow.

Scott: Yeah.

Winn: So when you work with them on their show, what does that mean? What does that look like?

Scott: Basically they're filming so I don't have to stay—it's basically—you know, they're filming a TV show. I don't have to stay on set but usually we get ready in the morning and they have glam for two hours and then—

Winn: They have "glam" for two hours?

Scott: Yeah.

Winn: That's what you call it?

Scott: Yeah. *[laughs]*

Winn: So "glam" for two hours is getting hair and makeup done?

Scott: Glam is for two hours is hair and makeup and—

Winn: And what time does that start?

Scott: It depends. It depends on their filming schedule. It could be 6:00 a.m. It could be 8:00 or, you know, if they're not filming 'til later then we usually do, you know, 12:00 or 1:00. It depends. It's different every day.

Winn: Okay.

Scott: Yeah.

Winn: So every day you're on call or every day you know—

Scott: We usually—

Winn: —you're supposed to show up?

Scott: Well, yeah, like usually at the beginning of the season we sign a contract and so, you know, it's such a, like a machine. So basically there's like three or four groups of hair and makeup teams. So, you know, they'll know like, "Hey, reach out to all these people and then we'll find out like, 'Are you available?'" and then, you know, they'll give us the time. But, you know, if we have other jobs and stuff like that, we're allowed to—you know, that's why they have backups and things like that. We're allowed to do other jobs and stuff, so. It's great, you know? It keeps you busy, you know?

Winn: Now I'm going to get personal here. Could you earn a living just doing that?

Scott: Yes, for sure.

Winn: Okay. And you—

Scott: For sure, it's great. It's a steady paycheck.

Winn: Okay. What is your rate?

Scott: Um—

Winn: So like if you got hired to come in for a one- or two-day thing, it has nothing to do with these ongoing contracts that you have, they're hiring you for a gig, what is your rate?

Scott: I mean, it depends. It depends on the client. *[laughs]*

Winn: What pays more? Like a catalog would pay more—?

Scott: Basically for me, right now, campaigns are the most. So we're doing, you know, a full-day photo shoot, call time 8:00 a.m. to 6:00 p.m. If it's a major brand like Kendall and Kylie for PacSun, that's the most.

Winn: Okay.

Scott: Usually if it's just, you know—but even if it's editorial, that's like—that's just like for street cred. Which is—

Winn: Like \$75 or—

Scott: A hundred fifty, maybe.

Winn: A hundred fifty! Oh.

Scott: Yeah. It's kind of—it's—

Winn: How can you afford Starbucks on \$150?

Scott: *[laughs]* That's why you have to do your campaigns.

Winn: Okay, okay.

Scott: So—

Winn: And the campaigns—

Scott: Or, you know, a TV show that's every day, you know, Monday through Friday. Yeah, campaigns—what's my—it's depends—or also if I'm traveling.

Winn: Give me a range.

Scott: Anywhere from \$1,500 to \$3,500.

Winn: A day.

Scott: Yeah.

Winn: Okay. So you don't have three roommates anymore?

Scott: No, no.

Winn: *[laughs]*

Scott: I have a great apartment. *[laughs]* It's called Rosé Gardens, actually 'cause I have a patio and it's super cute.

Winn: Okay, good.

Scott: Yeah. 'Cause I live by myself. I have a washer and dryer.

Winn: Wow.

Scott: Still single.

Winn: You're moving up.

Scott: Yeah.

Winn: Moving up.

Scott: But, yeah. So it depends. A lot of—you know, sometimes, you know, there's certain things where you're doing a favor for a client or a house call or a haircut. Obviously I don't—I wouldn't charge some of my clients that get me huge day rates for a haircut. Like, obviously, they're getting me huge jobs so I'm going to give them a free haircut. Do you know what I mean?

Winn: Right.

Scott: So it depends. You know, if—it's all on how you know your client, how well you know your client. It's really hard. I mean, just recently—I haven't had a new client in a really long time.

Winn: New client meaning—?

Scott: Like I've been working with my clients for six, seven years.

Winn: Okay.

Scott: The same people.

Winn: Right.

Scott: Which I, you know, pride myself on. I think, you know, it says something about me.

Winn: Mm-hm.

Scott: So I've had, you know, the same clients for six or seven years and I love them and I'm obsessed with them and it's really hard to kind of work with a lot of people because you're so busy with that one person, you know?

Winn: Mm-hm.

Scott: So I just recently had a new client and she like wasn't into me and I didn't understand what was happening. *[laughs]*

Winn: *[laughs]* "How can this be happening?"

Scott: *[laughs]* Yeah, I was—

Winn: "I'm Scotty!"

Scott: No, I was—

Winn: "People love me."

Scott: No, I know! I was so—I was like, "What's happening?" I was in shock. I was like, *Wait, she's not laughing at my jokes and she's not really making eye contact and she's kind of just like uninterested.* And I was trying to keep—like be myself and be bubbly and try to like have conversation with her and ask these questions and she kind of was just like—did not care. She was like ready to go, you know, she was like talking to her friend and like didn't care, and I just was like, *Oh my God. This is so crazy. Am I that like hairstylist that's just like I—.* It was like a learning moment for me where I kind of had to be like—

Winn: What did you learn?

Scott: I just learned to not take my life for granted and realize how amazing my clients are. And, you know, I was—it was kind of like it got me on my toes. Like I was kind of like, "Oh okay, like I have to like actually work." But not just do hair but I have to like—like I can't be bitchy. I can't be like bitchy back to her, you know, so I was just still like smiling the whole day, being my bubbly self. And like, you know, after they left I just was like, "Ahhh." I like took a deep breath. I was like, "That was work." Like I was exhausted, not just from doing hair, like being on that whole time, you know? Sometimes I show up to work, we're like, "Hey Boo, what's going on?" *[makes double kiss noise]* And then we just like do hair and that's it.

Winn: Wait, was this in the salon that she came to the salon? Was it—

Scott: No, it was a photo shoot.

Winn: Oh, okay.

Scott: Yeah, it was my first—

Winn: And how long ago was that?

Scott: It was my first job after being away for a month on vacation, like living the life. And it was my first job back so I was like ready to work. I was so excited. This was last week.

Winn: And did she call back?

Scott: Not yet. *[laughs]*

Winn: Okay. *[laughs]*

Scott: So, you know? We'll see. I don't know, but.

Winn: Do you ever sometimes feel like you can coast?

Scott: Yes, all the time. I—

Winn: And this was like—

Scott: This was a wakeup call.

Winn: —like you can't. You can't coast.

Scott: No. You cannot coast. And I was just like, "Wow." So it was, you know, it was eye-opening, which was good.

Winn: So you said it was a learning experience for you. So what is your number-one tip for keeping your hair—not just your skills with hair but with your career? How do you not coast? How do you not take it for granted?

Scott: Yes. I would just—right now, for me and my point in my life, I would say to stay conscious of like where you're at, at the point that you are in your life. And I think, you know, always be yourself and, you know, try to be happy and not take for granted where you're at in your life because you need to like live in that now and really pay attention to what's going on around you. Because if you're paying attention to what's—"Oh God, I need to do this," or like, "I need to—like what's next?" Like, you know, "Why am I doing this photo shoot? I need my own blow dryer." And you're not paying attention to that moment, it's going to go by you or you're not going to work with that client again or they're going to feel like you're not paying attention to them. Or—so even with my salon clients, they're always like, "Oh, your clients are so famous. How do you have time for me?" And I'm like, "I love you. You're my number one. You're my rock?" you know?

Winn: Hm.

Scott: So. So yeah, live in the moment, literally. I know that sounds cheesy but it's true.

Winn: How much of the reason why you have these clients for so many years, that they stay with you and you stay with them for so many years, how much do you think that is because of your talents as a hairdresser and how much of it is because of you and your personality? I think you've used the word *bubbly* about five times during this interview.

Scott: *[laughs]* I know.

Winn: *[laughs]*

Scott: Yeah, I would say personality is a lot. I would say personality is a lot. Also, like I know that I'm not going to be the last person to do my client's hair and the first person to do my client's hair. So, you know, when people want a messy pony or undone beach hair, Brigitte Bardot sexy hair, they know to call me, you know? And that's what I've based my talent on and I've, you know, perfected that. And so people also like to hang out with me, and I'm always on time, and they know that if they ask me to be at work the next day that I'm going to show up. They're confident in that they know that I will be there no matter what. So I think being on time and, you know, being happy, be yourself, people like that.

Winn: I did not suspect that you were going to say, "Be on time."

Scott: Really?

Winn: I'm glad you did, though.

Scott: *[laughs]* Oh yeah, that's like—when people don't show up—

Winn: I am never late. I'm never late.

Scott: I mean, I'm not never late but—

Winn: *[laughs]* Okay.

Scott: I'm not never late but—I think I was five minutes late today—but I—

Winn: You think that that's important.

Scott: Yeah.

Winn: And—

Scott: I think it's very important to make sure that you show up and be on time. Yeah, I think people respect that and, you know, your clients are working, too. So—

Winn: Right.

Scott: You have to kind of be respectful of that.

Winn: Okay. I'm going to take you all over the place. Okay, so you already sort of did, but explain your style of—

Scott: Hair.

Winn: —hair. What'd you call it? The Brigitte Bardot messy beach look?

Scott: Sex—yes.

Winn: Sexy, okay.

Scott: Yeah, exactly.

Winn: So, okay.

Scott: *[laughs]* Yeah.

Winn: What does that mean?

Scott: *[laughs]* Just, you know, kind of effortless, chic, not too done, not too product-y. I kind of—I mean, unless I'm doing a photo shoot, then, you know, for photos I use a lot of product but just for every day I kind of do effortless, kind of wavy, undone, very sexy, you know, gorgeous, touchable hair.

Winn: Okay. Is that hard to do?

Scott: I think—yes, I think it is hard to do and you have to, you know, you have to kind of make sure the hair is going to last, as well, even if you're working on a TV show or working for your clients. You know, you kind of want to do like the right amount of product but not too much so that they can like touch their hair but you don't want it to be flat by the end of the day. So I think you kind of have to master that. Also like, you know, the beach hair, like the flatiron wave. That's taken a lot of practice, you know?

Winn: Okay.

Scott: So yeah, I mean, it says effortless but it's not.

Winn: Right.

Scott: *[laughs]* You know?

Winn: No, totally makes sense.

Scott: *[laughs]*

Winn: So what is your number-one tip for keeping hair fresh and vibrant in humidity?

Scott: Oof. I would just go with the humidity and go with a slick look and, you know, everyone loves a good slick topknot or like a low, chic, tight bun.

Winn: Hm.

Scott: So, that's what I would say.

Winn: Hm.

Scott: You know, you don't want to fight, you know, your texture. Like, you know, if you have curly hair, you know, you're not blowing it out to then go outside in Miami. You're going to be miserable. Your hair is going to curl up again, you know. Or weigh it down, then it's going to be greasy with product.

Winn: So where'd you learn all that?

Scott: *[laughs]* I think just traveling and kind of working in different areas of the country.

Winn: Hm.

Scott: Yeah.

Winn: What is your ongoing training now?

Scott: I actually—

Winn: So, to better your skills?

Scott: I actually just taught a class with my friend Jen Atkin. She has a blog called *Mane Addicts*. And she started this thing called Mane University, which is amazing. I'm so proud of her. And—

Winn: M-A-N-E?

Scott: M-A-N-E.

Winn: Oh, that's cool.

Scott: University. Yeah.

Winn: Huh.

Scott: It's really cute.

Winn: Hm.

Scott: And we went to Hawaii and we taught a class and it was amazing. I couldn't believe how much I learned from being like onstage teaching these kids. I was like, "Oh, wait," you know, and I learned from Jen and her tricks that she did and, you know, tricks that I was doing. And then I realized like, *Oh, I'm, you know, adding pieces to a hair where usually I would like only have a certain type of hair but I didn't at the time.* So I was like, "Oh," and I like knew how to like clip it up and make it look good. So I think education is really important. Honestly, I didn't realize how important it was until Jen started asking me to do these things and when she did—and I, you know, I've done a lot for her blog and, you know, I've done questions and, you know, my go-to hair tips and all this stuff and so, you know, I didn't realize how important it was just until recently. So I'm really excited that I took the opportunity to do that 'cause it helped a lot and I want to continue kind of helping people educate and educate myself as well.

Winn: In addition to the clients that you do and the celebrities that you do, are you also a go-to person? Like, do magazines and beauty editors call you for your tips and advice?

Scott: Yes. I'm very lucky that I have friends in the beauty industry and clients that are publicists.

Winn: Mm-hm.

Scott: And writers and bloggers. So, you know, these people are my friends and clients so it's—you know, they email me and I text them right back with anything. It could be anything. I just—I kind of respond right away and I'm very lucky that those are my friends who are writing the blogs and working for the magazines.

Winn: Hm. So where have you been quoted?

Scott: Where have I been quoted? *[laughs]*

Winn: Magazines.

Scott: A lot. *Allure, Racked LA*, which was such a great blog. I've done interviews for *Mane Addicts, Women's Wear Daily, LA Times*.

Winn: Hm. Let me ask you, how much do you still have to hustle?

Scott: Oh, it's a hustle every day. *[laughs]*

Winn: Talk about that 'cause everybody's waiting for the phone to ring, you know? I'm—like I did an event yesterday for AT&T. It was like a women's group for AT&T.

Scott: Okay.

Winn: This network that they have, right?

Scott: Okay.

Winn: I begged them to be there. The phone didn't ring. I invited myself to that event.

Scott: Really?

Winn: You know, now that I've done the event—

Scott: Yeah.

Winn: —now they want me here and they want me there—

Scott: Yeah, yeah, yeah.

Winn: —and they want me there but I never waited for the phone to ring—

Scott: Yeah, no.

Winn: —for that event.

Scott: Oh I—yeah, yeah, yeah. I mean, yeah, you've got to like go after for what you want. I mean, when I travel and I'm not with my clients, I email every single client and I'm like, "Hey, I'm back. What's going on?" I mean, thankfully with social media they know and so they're like—I'll say on Facebook or Twitter like, "Hey, I'm back in the salon this day," or "Hi, I'm back," or, you know? So that's really helpful. But yeah, if I need something or want something I have to like, you know, ask people. Like I'm doing Fashion Week for this really chic shoe brand called NewbarK. She's actually with my agent. There's two, they're sisters, and one of the sisters is actually with my agent and she's a stylist and I've worked with her before. And so their brand is nominated for a CFDA, which is Counsel of Fashion Designers of America. And, you know, a team of people like Anna Wintour and a couple others—

Winn: Wow.

Scott: —pick the winner. So they're nominated for that, which is a really big deal. I'm really excited. And I asked—you know, with fashion, you know, it's really hard and I wanted to get like a really chic line to represent us and, you know, I reached out to my friend who's PR—also a client—and I was like, "Hey, can

you get me this line? Can you get me this line, Leonor Grey! Like I'm doing the fashion show, will you sponsor me? Will you sponsor the show?" And she was like, "Of course." So that, you know, I had to like reach out to my sources, you know? So that was really great.

Winn: Hm.

Scott: I just did a whole look at the *Mane Addicts* thing with the new Awapuhi line.

Winn: Hm.

Scott: From Paul Mitchell.

Winn: Good for you.

Scott: Yeah, it was great. It smells amazing.

Winn: *[laughs]*

Scott: I'm obsessed with it.

Winn: So you're—

Scott: As a leave-in.

Winn: —always hustling.

Scott: Always hustling.

Winn: Yeah.

Scott: Hustle.

Winn: Hustle, hustle, hustle.

Scott: But I also take time for myself, like a month off for vacation but in the summertime.

Winn: I haven't taken a month off for a vacation—

Scott: *[laughs]*

Winn: —so you'll have to—

Scott: Yeah, it's really—

Winn: —tell me how you pull that one off.

Scott: It's really fun. *[laughs]*

Winn: So who are your mentors? Who inspires you?

Scott: Oh, so many people.

Winn: And where do you get that inspiration? Is it—

Scott: So many people.

Winn: —you know, is it through magazines? Is it, you know, through the Internet? Is it through—

Scott: I think it's people that are around me. I kind of—my mentors are kind of people that I get to see every day and talk to, which is really—I'm really thankful about. You know, one of my main mentors is actually my agent, Kent. He's so smart and so business savvy and, you know, he's done so well for himself. He wasn't afraid to start his own agency and, you know, kind of leave this kind of like little nest egg and start something new, which is really inspiring to me 'cause I feel like, my whole life I've always kind of whenever I'm over something or it's not working for me, I've kind of like, you know, gone on to the next thing and made—

Winn: You abandoned it without—*[laughs]*

Scott: —make sure—and make sure—not abandon but like, you know, like the salon. Like I wasn't happy at the salon so I broke into a construction site.

Winn: *[laughs]*

Scott: Like, you know, stuff like that or, you know, like I want to start tools so, you know, I'm working on samples for a blow dryer. Like that's, you know, you have to kind of really like put yourself out there. So, he's a major person for me because he has put himself out there and he's doing incredible and very successful and happy, you know? So he knows how to kind of like enjoy his life, which I love.

Winn: Hm. And where do you get your inspiration for—

Scott: Hair?

Winn: —art and hair and—?

Scott: Most of my inspirations come from—I would say, yeah, fashion. I'm always obsessed with like—I love, like Mary Kate Olsen. I'm obsessed with her. I just saw her the other day like from a paparazzi shot. I was obsessed with her outfit and her hair. She's so cool. My best friend in the whole wide world, my number one, Fisher, he's so cool and so smart. He's working on a TV show right now. He's a costume designer. He's amazing and I always ask him for

ideas or I always ask him if this is cute, if my outfit looks cute, and he'll tell me if it's not.

Winn: *[laughs]*

Scott: And then *[laughs]* who else? Like I'm obsessed with Karl Lagerfeld. I think he's a brilliant, amazing man. Yeah.

Winn: I read somewhere that you said that you also gain a lot of inspiration from timeless movies.

Scott: Timeless movies. Oh my God, yes. Like *All About Eve*. I'm obsessed with that movie. *[laughs]* And—

Winn: Just that movie or that whole era?

Scott: That movie and—well, that's my number one and then—*All About Eve* is so good. And what's another one of my favorite timeless movies?

Winn: Is it just that you mean—meaning that the fashion and the—

Scott: The fashion, the hair, the story.

Winn: The attitude.

Scott: Yeah.

Winn: Right.

Scott: That's one that sticks out for me. Yeah, I mean, that's my major—when I— that's my major kind of like throwback to that hairstyle that will never—I think it's always like—you know, learn that roller set 'cause it's always good to shake things up and just do a plain, good old roller set and brush it out and everyone's like, "Oh my God. Old Hollywood glam is back."

Winn: Huh.

Scott: *[laughs]*

Winn: I'm going to take you a different angle here.

Scott: Okay.

Winn: You know, there can be a lot of, you know, gossip and cattiness and stuff in that world.

Scott: Yeah.

Winn: How much do you participate or do you not participate? Are you—

Scott: *[laughs]*

Winn: —purposeful in staying out of it? And—

Scott: Do you want me to answer honestly?

Winn: Yeah, I do, of course.

Scott: *[laughs]* I—

Winn: 'Cause my answer would probably be different than your answer which is—

Scott: I actually—

Winn: Everybody is sick of me, you know, I need—they need somebody else's answer for a change.

Scott: I actually, I'm very nice but I can't help myself. Like, I kind of love to gossip but I'm very nice. But I do like to know—

Winn: What does that mean?

Scott: *[laughs]*

Winn: You're a nice gossiper.

Scott: I like to know what's going on at all times.

Winn: Okay.

Scott: So if people want to tell me gossip, I listen.

Winn: Okay.

Scott: So, but I'm not like standing in the corner like, "Oh, don't gossip." Like I'm like, "Oh, what happened? Tell me everything."

Winn: Okay. *[laughs]*

Scott: But, you know, I can't help myself. *[laughs]*

Winn: Right.

Scott: So yeah, that's my true, honest answer.

Winn: Who is it that said—

Scott: But I'm not—

Winn: —you know, “If you have nothing nice to say, sit next to me.” *[laughs]*

Scott: *[laughs]* Yeah, or I try not to, like, be malicious but I do listen to gossip.

Winn: Okay. So I guess my next question is what about the privacy of your clients?

Scott: Yes.

Winn: Of your celebrity guests?

Scott: I know who—

Winn: Because you’re privy to stuff.

Scott: Yeah.

Winn: You see stuff, you know?

Scott: Yeah. I know when—

Winn: You leave there and then divulge that information or share it?

Scott: No, no, no, no, no. No. I know when and where to gossip.

Winn: Okay.

Scott: And I know people trust me and so I know when something is not obviously supposed to be talked about, which I think is something you have to be really smart about. And, you know, if a client really does, you know, confide in you, then, you know, they need to be able to trust you and you should always be trustworthy in that fact and let them know that they can trust you. ‘Cause then, you know, they sometimes might not hire you ‘cause they won’t feel comfortable, you know? So you have to make sure that they can trust you as well.

Winn: So how do you earn that trust? How do you gain that or how do you let them know that you’re trustworthy?

Scott: I think just kind of, you know, listening. Not really like talking. Or like if someone is saying something, you know, don’t come like with a, you know, word of advice or if you think that you know or, you know, just kind of listen. I think listening is really important and then when you get comfortable with your client or if they’re actually asking you for advice, then you can give it. But I think you really have to learn to listen at first and just kind of like sit back, listen, and just like, you know, let them divulge and, you know, if they do ask for advice then, of course, give them what you think, you know—if you’ve had that life experience, then that’s great. But I would just say like listen first so that they know that they can trust you and you’re not being judgmental or, you

know, trying to like just get more information from them or, you know—and people talk, too. So like, you know, obviously if you're talking about your clients or saying that something they said, they're obviously going to find out so, you know, you have to be careful.

Winn: Well, but I think in your world—I mean, it's the world of reality TV. I mean—

Scott: Yeah.

Winn: —aren't they divulging their privacy—

Scott: Yeah, they are—

Winn: —for—

Scott: —but, you know, we usually know about it before it comes out. *[laughs]*

Winn: Okay, got it. *[laughs]* You have to bite your tongue—

Scott: We're the first—

Winn: —until it—

Scott: Yeah, we're the first to find—

Winn: —until it's released.

Scott: We're the first—yeah, we're the first to, you know, kind of know everything, so—

Winn: Okay.

Scott: —you know.

Winn: I'll tell you the reason why I wanted to have you on today is 'cause, first of all, I like your bubbly personality.

Scott: *[laughs]* Thanks.

Winn: No, I like you and I—it's been fun to watch you go from—

Scott: I know I can't—

Winn: —Starbucks to 325,000 Instagram followers to—

Scott: Three hundred and fifty-three.

Winn: Three hundred and fifty-three thousand, sorry.

Scott: *[laughs]* That's okay.

Winn: And, you know, that's exciting. It's exciting for a lot of people, which is why, obviously, reality TV exists.

Scott: Yes.

Winn: It's why there's paparazzis outside the restaurant I ate at last night—

Scott: Where'd you go?

Winn: —but not for me. Il Piccolino on Robertson.

Scott: Oh yeah, so good.

Winn: I love that place.

Scott: I know. It's really good.

Winn: Yeah.

Scott: Who was there?

Winn: I was actually with Leeza Gibbons and her—

Scott: Oh!

Winn: —husband Steven, so.

Scott: Oh fabulous.

Winn: Yeah. So they weren't—the paparazzi wasn't for me but, you know.

Scott: *[laughs]*

Winn: Here, now I'm name-dropping.

Scott: *[laughs]*

Winn: See, I hang around you—

Scott: It's all right, it's all right.

Winn: —and I start to turn into a name-dropper. I had dinner with Leeza Gibbons last night.

Scott: I know, I know, it's my fault. I asked.

Winn: *[laughs]* You asked. Yeah. But that's why that stuff exists and, you know, I guess MASTERS, every once in a while we have to, you know, name-drop and bring somebody fun on that—

Scott: Mm-hm.

Winn: —'cause people are sitting in wherever they're sitting and they're, "Gosh, I wonder who does Kim Kardashian's hair. Gosh, I wonder who toured with Miley Cyrus."

Scott: Yeah.

Winn: "I wonder—" And so I thought it'd been fun to have you on.

Scott: Yeah. I'm so happy.

Winn: So, believe it or not, we have to start to wrap this up. It's already been that long. So I want to ask you two questions.

Scott: You bet.

Winn: Number one, your best advice for somebody to pursue their dream job. And then I want to get a final comment from you.

Scott: Okay, my number-one thing that I have always, you know, brought with me and I always say to myself every day when I wake up and before a job and to other people is, "Always be yourself." I think that's really important. People want to be with you. They don't want to be with someone else. The reason that you're there at that job every day and the reason your clients come to you is for you. And so I think it's really important to be yourself and stay true to who you are and be authentic.

Winn: So what—do you have a final message for our listeners? Realizing that our listeners—you know we have a lot of students that listen to this.

Scott: Yeah.

Winn: We also have veteran salon owners who, I'm sure, are—

Scott: Yeah.

Winn: —having a great time listening to this, too. *[laughs]*

Scott: *[laughs]*

Winn: So do you have a final message?

Scott: You know, always be yourself, stay strong, don't give up, live in the moment, and really enjoy where you're at in your life. And be happy and just really appreciate where you are in life and be happy about it.

Winn: Cool.

Scott: Is that good?

Winn: Yeah, it's great.

Scott: Okay. *[laughs]*

Winn: *[laughs]* You ask me if that's good. Be yourself, Scotty. Be yourself, right?

Scott: No, I know, but like—

Winn: That was you.

Scott: —I have pressure for like the other people. I feel bad. I don't want—

Winn: No.

Scott: —them to be disappointed in my “Be yourself,” comments.

Winn: No.

Scott: Hey, it's really important. I really think that I've made it to where I have because I am always myself. I've always been myself. I've always stayed true to who I am and I try to be as authentic as possible at all times.

Winn: Good for you.

Scott: Thanks.

Winn: Congratulations.

Scott: Thank you!

Winn: I'm proud of you.

Scott: Thank you!

Winn: I'm so proud of you.

Scott: Oh, you've literally seen me grow up.

Winn: Yeah.

Scott: Literally.

Winn: How old are you now?
Scott: Thirty-two.
Winn: And you went to my school when you were?
Scott: At 18.
Winn: Eighteen, wow. Cool.
Scott: Isn't that insane?
Winn: Yeah.
Scott: Oh!
Winn: Thanks, Scotty. This was great.
Scott: Thank you so much.