

## Jessie Hayes-Stallings

Beauty Industry Leader, Founder & CEO of Skinphorea Facial Bar, and Creator of RevitalizeU Skincare Line

A beauty industry vanguard, Jessie Hayes-Stallings is the founder and CEO of Skinphorea Facial Bar & Acne Clinic who took her passion for skincare and manifested it into the first facial bar and acne clinic in Metro Detroit — a concept that has made waves in the industry. Noticing a gap in the market for the on-the-go client with limited time for professional skincare services, she created an express service that offers women a faster, best-in-class facial spa experience without breaking the bank.

Exclusively represented by [Leading Authorities speakers bureau](#), Hayes-Stallings draws on her experience disrupting the beauty industry to share how to effectively pitch your business, focus on making an impression that can set you up for early-stage success, and develop an entrepreneurial mindset to stand out from the competition and tackle any challenge. Often the only woman or African American — or both — in a room full of decision-makers, she shares how she's gained the confidence to realize she deserves to be there as much as anyone else, and demonstrates how you can do the same.

Hayes-Stallings has set Skinphorea apart by providing customers with medical-grade skin treatments while creating an elevated and personalized, yet convenient relaxation experience. Currently, Skinphorea serves more than 8,000 clients and 200 monthly VIPs, while also having an extensive waitlist for its popular 90-day acne bootcamp.

Even as she seeks to grow her businesses, which also include the RevitalizeU skincare line, Hayes-Stallings is focused on building something others can benefit from as well. Not only does she create experiences for Skinphorea's skincare clients, she also creates opportunities for beauty industry hopefuls. As an investor and a mentor, she has partnered with the state to develop an apprenticeship program that offers aspiring estheticians the opportunity to train to earn their esthetic license at Skinphorea before being offered a full-time position at the growing company. Since opening, she has provided jobs and on-site training for 35 metro Detroit natives. With the opening of her second location and training facility, she will create even more jobs to boost her local economy.

The business world has taken notice of Hayes-Stallings and the success of Skinphorea. She has been featured in *Black Enterprise*, *Rolling Out Magazine*, *INC Magazine*, and *DBusiness*. Her accolades include being named 2019's Diversity Business Leader by *Corp! Magazine*, as well as a member of the Top 40 Under 40 by *Michigan Chronicle*. In 2021, she was announced as part of the inaugural cohort of Ernst & Young's Entrepreneurs Access Network, an executive-level education program designed to elevate African American and Latinx-owned businesses through mentorship, resources, and network-building. Hayes-Stallings is also an alumna of both Goldman Sachs and Build Institute, and was voted class speaker for Cohort 13.