

Walk into state board with your kit *already packed.*

Every practical section mapped to the minute, a kit checklist built from the exam bulletin, and theory questions that explain the wrong answers too.



155 MINUTES, 10 SECTIONS

YOUR NAME HERE

LICENSED COSMETOLOGIST

Built with
Primer & Proof

10 sections

The practical, timed and mapped

Kit checklist

What to bring and what gets you failed

Theory

All 4 written-exam domains

Mock log

Time every run before test day

Two exams. *One plan* for both.

Most states use the national practical and written exams developed by the National-Interstate Council of State Boards of Cosmetology. The full edition follows both bulletins section by section, so you practice exactly what the examiner scores.

PART 1

The practical

Work area and setup	Sections 1, 4
Thermal curling	Section 2
Haircutting	Section 3
Chemical waving	Section 5
Color sections	6 to 8
Relaxer application	Section 9
Blood exposure	Section 10

PART 2

The written exam

Scientific concepts	35%
Hair care and services	45%
Skin care and services	10%
Nail care and services	10%
110 questions	90 min

PART 3

Tools

Kit checklist	Page 4
Section timing map	Page 3
Mock practical log	Page 8
Night-before check	Page 8
Wrong-answer tracker	Full edition

1

Pack it

Build your kit from the checklist a week out, labels and all.

2

Run it

Work each section on your mannequin with the scored steps in front of you.

3

Time it

Log every run against the section's time limit until you finish with room to spare.

4

Check it

Answer the theory sets cold, then read why each wrong answer is wrong.

Where the written exam's 100 scored questions come from

Hair care and services		45%
Scientific concepts		35%
Skin care and services		10%
Nail care and services		10%

110 questions in 90 minutes, 100 of them scored. Source: NIC National Cosmetology Theory Examination CIB, effective July 1, 2022.

SC

Scientific concepts

HC

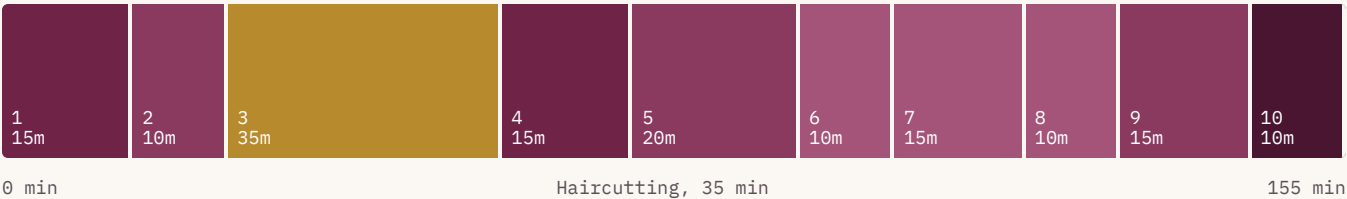
Hair care

SK

Skin care

155 minutes, *ten sections.*

Each section has a hard time limit, and you step back from the mannequin when you finish. Haircutting is the longest at 35 minutes; four sections give you only 10.



SECTION	TIME	WHAT THE EXAMINER SCORES
1	15 min	Disinfect the work area, sanitize hands, set up, sort waste
2	10 min	Clean implements, test iron temperature, safe iron use, four curls
3	35 min	Safe razor and shear use, draping, final cut
4	15 min	Repeat the full setup for the second client
5	20 min	Wrapping, protection, draping, waste
6	10 min	Simulated color product
7	15 min	Simulated color product
8	10 min	Simulated color product
9	15 min	Simulated product, protection
10	10 min	First aid kit, antiseptic, dressing, glove, disposal

35 min

Haircutting, the longest section and the only one over 20 minutes.

4 x 10 min

Thermal curling, strand test, color retouch and blood exposure. No room to restart.

2 setups

Sections 1 and 4 both score the full work area and client prep.

YOUR NOTE HERE

Set up for section 4 the same way you set up for section 1. Every time.

Section names and times: NIC National Cosmetology Practical Examination CIB, effective July 1, 2022. Check your state board for any added sections.

Pack it a week out. *Check it the night before.*

Your kit is part of your work area. It stays closed except to take something out, and nothing goes back in. Every item below comes from the exam bulletin.

Required in the bulletin

- ☐ EPA-registered disinfectant wipes, bactericidal, virucidal and fungicidal
Original manufacturer's label in English
- ☐ Hand sanitizer
Original manufacturer's label in English
- ☐ Gloves for disinfection procedures
Required by the manufacturer's guidelines
- ☐ Three labeled containers: to be disinfected, soiled linens, trash
Used in every section
- ☐ Straight razor
A straight razor must be used
- ☐ First aid kit with antiseptic, absorbent dressing, glove or finger guard
Section 10
- ☐ Mannequin head, not premarked or presectioned
Approved before the exam
- ☐ Every supply labeled in English
Handwritten labels don't count where a manufacturer's label is required

Suggested

- ☐ Foils, wave rods, combs, shears, cotton, neck strips, capes, thermal curling iron with an unaltered cord

Leave these at home

- ☒ Disinfectant sprays and aerosol sprays of any kind
- ☒ Simulated wipes or simulated hand sanitizer
- ☒ Products you've labeled single-use yourself
- ☒ Phones, watches of any kind, notes and printed material
- ☒ Bags, coats and anything you don't need for the exam

To be
disinfected
CONTAINER 1

Soiled
linens
CONTAINER 2

Trash
CONTAINER 3

Source: NIC National Cosmetology Practical Examination CIB, effective July 1, 2022, supplies, special attention and prohibited items sections. Using single-use products may result in a failing score.

1

Original labels, in English

Wipes, sanitizer and disinfectant keep the manufacturer's label. Simulated versions don't pass.

2

Nothing in a spray can

No disinfectant sprays and no aerosols, whatever the product is for.

3

Nothing goes back in

Used items go to the right labeled container, never back into your kit.

The blood exposure procedure, *step by scored step.*

This is the shortest section and the one with the biggest consequence. The bulletin says failing to follow the procedure may result in dismissal from the exam, not just lost points.

10.1 Labels in English

Every blood exposure supply carries a label in English.

10.2 Take out what you need

Remove the materials from your first aid kit before you start.

10.3 Clean supplies

Supplies and materials are visibly clean.

10.4 Antiseptic on the injury

Clean the injured area with antiseptic.
Antiseptic, not disinfectant: disinfectants are for surfaces and tools, never skin.

10.5 Absorbent and secured

Cover with a dressing that is absorbent **and** secured. A loose bandage misses this step.

10.6 Glove or finger guard

You wear a glove or finger guard. Put it on before you touch anything contaminated.

10.7 Dispose of everything

All contaminated supplies go out, nothing back into the kit.



Say it out loud in practice

Run the seven steps on your own hand with an empty kit until you can do them in order without looking.

The same four steps open sections 1 and 4

1.1

Disinfect all work areas with an EPA-registered disinfectant, manufacturer's label in English.

1.2

Sanitize hands with a labeled product.

1.3

Set up supplies for the client.

1.4

Items to be disinfected, soiled linens and trash go in the right container all section long.

Scored steps quoted in summary from NIC National Cosmetology Practical Examination CIB, effective July 1, 2022, sections 1 and 10.

Six questions. *Answer them cold.*

Mark how sure you were before you turn the page. A right guess still goes on your review list.

01

CS-01-004

SC

Scientific concepts

Foundation

You've just finished a haircut. What has to happen to your comb before it can be disinfected?

A Spray it with disinfectant

B Put it in a UV sanitizer

C Clean it to remove hair and debris

D Sterilize it in an autoclave

☐ Sure ☐ Unsure ☐ Guess

02

CS-01-011

SC

Scientific concepts

Exam-level

Which claims must the label carry on the disinfectant you use on your work area during the practical?

A Bactericidal, virucidal and fungicidal

B Antiseptic and antibacterial

C Sterilizing

D Sanitizing and deodorizing

☐ Sure ☐ Unsure ☐ Guess

03

CS-01-019

SC

Scientific concepts

Foundation

During the blood exposure procedure, what do you use to clean the client's injured area?

A EPA-registered disinfectant

B Diluted bleach

C Alcohol-based hand sanitizer

D Antiseptic

☐ Sure ☐ Unsure ☐ Guess

04

HC-04-007

HC

Hair care

Foundation

A client's scalp shows small nits attached near the hair shaft at the nape. What condition is this?

A Tinea capitis

B Pediculosis capitis

C Scabies

D Pityriasis capitis simplex

☐ Sure ☐ Unsure ☐ Guess

05

HC-06-002

HC

Hair care

Exam-level

A client's hair is porous on the ends and resistant at the root. What evens out the porosity before a color service?

A Clarifying shampoo

B Lightener

C A filler

D Developer

☐ Sure ☐ Unsure ☐ Guess

06

SK-02-003

SK

Skin care

Foundation

Which massage movement uses light, continuous gliding strokes and is used to soothe and relax?

A Petrissage

B Tapotement

C Friction

D Effleurage

☐ Sure ☐ Unsure ☐ Guess

Why the right answer is right, *and why the others aren't.*

01

C

02

A

03

D

04

B

05

C

06

D

01. **C.** Clean it to remove hair and debris

Scientific concepts

Disinfection only works on a clean surface, so debris comes off first. Cleaning removes visible hair and residue; disinfection then kills organisms on what's left.

A. Sprays aren't allowed in the exam room, and spraying a dirty comb skips cleaning. **B.** UV cabinets store clean tools; they don't clean or disinfect them. **D.** Sterilization isn't required for combs, and cleaning still comes first.

EXAM TRAP Questions about the order of steps hide the answer in the first word. Clean, then disinfect, then store.

02. **A.** Bactericidal, virucidal and fungicidal

Scientific concepts

The bulletin calls for an EPA-registered disinfectant that is bactericidal, virucidal and fungicidal, with the manufacturer's label in English.

B. Antiseptics are for skin, not surfaces. **C.** Sterilizers aren't what the bulletin asks for on work areas. **D.** Sanitizing reduces germs; it doesn't meet the disinfectant standard.

03. **D.** Antiseptic

Scientific concepts

Antiseptics are made for skin. The bulletin's scored step is to clean the injured area with antiseptic.

A. Disinfectants are for tools and surfaces and should never touch skin. **B.** Bleach is a surface disinfectant, never for skin. **C.** Hand sanitizer is for your hands, not a client's wound.

EXAM TRAP Disinfectant and antiseptic sound alike. Surface or tool: disinfectant. Skin: antiseptic.

04. **B.** Pediculosis capitis

Hair care

Pediculosis capitis is an infestation of head lice. Don't perform the service; refer the client to a physician.

A. Tinea capitis is a fungal infection (ringworm of the scalp). **C.** Scabies is caused by mites burrowing in the skin. **D.** Pityriasis capitis simplex is dry dandruff.

05. **C.** A filler

Hair care

Fillers equalize porosity so the hair takes color evenly from root to ends.

A. Clarifying shampoo removes buildup; it doesn't even out porosity. **B.** Lightener lifts color and can make porosity worse. **D.** Developer activates color; it doesn't fill the hair.

06. **D.** Effleurage

Skin care

Effleurage is the light, gliding, soothing stroke, often used to open and close a massage.

A. Petrissage is kneading. **B.** Tapotement is tapping or percussion. **C.** Friction is a rubbing movement with pressure.

Written exam domains and weights: NIC National Cosmetology Theory Examination CIB, effective July 1, 2022. Infection control answers follow the practical bulletin of the same date.

Time every run. *Beat the clock twice.*

Run the full practical on your mannequin at least three times before test day. Write your time for each section and any scored step you missed.

SECTION	LIMIT	RUN 1	RUN 2	RUN 3	MISSED STEPS
1. Work area, client prep and setup	15 min				
2. Thermal curling	10 min				
3. Haircutting	35 min				
4. Work area and new client prep	15 min				
5. Chemical waving	20 min				
6. Predisposition and strand test	10 min				
7. Foil highlighting and virgin application	15 min				
8. Hair color retouch	10 min				
9. Virgin relaxer, no base	15 min				
10. Blood exposure procedure	10 min				

The night before

- ☐ Wipes and sanitizer have original labels in English
- ☐ Three containers labeled
- ☐ First aid kit stocked
- ☐ Straight razor packed
- ☐ No sprays, no phone, no watch

Your three slowest sections

From your log, list them here and run each one twice more this week.

- ☐
- ☐
- ☐

A state board kit with *your name on it*, sold to the students who already follow you.

Your comments are full of students asking what to pack and what the examiner watches for. We write every page from the exam bulletins, and you check each one and approve it before launch. We run the store, take the payments, deliver the kit and answer every buyer. You share the link, and your share of every sale is paid to you automatically.

You get 60%

Of every sale price, before any fees. We pay the store, payment and production costs out of our share, and nothing is ever billed to you.

Nothing to run

No store to set up, no files to send, no customer emails. Your only work before launch is checking the content.

Paid automatically

Your share is credited at checkout on every sale and paid out to your bank on the store's regular schedule. You see each sale in your own dashboard.

YOU DO

Open a free payout account	10 min
Review and approve the content	3 to 5 hrs
Link in bio, 4 posts or stories in launch month	about 2 hrs
A mention once a month after that	15 min

WE DO

Every page, from the exam bulletins
Design, sales page, store and checkout
Payments, sales tax, delivery and refunds
Buyer support and error fixes within 7 days

THE MATH, ILLUSTRATED

Audience **30,000** Price **\$49** Your share **60%** Fees **paid by us**

CONSERVATIVE / 0.25% BUY

75 buyers x \$49 = \$3,675

\$2,205 your 60%

BASE / 0.5% BUY

150 buyers x \$49 = \$7,350

\$4,410 your 60%

STRONG / 1% BUY

300 buyers x \$49 = \$14,700

\$8,820 your 60%

Illustrative, not a forecast or guarantee. Results depend on your audience and the launch. Your 60% is figured on the full sale price; we pay every platform and payment fee.

STUDENTS ALREADY PAY FOR STATE BOARD PREP

\$15

written exam cheat sheet

\$49

this kit

\$79

practical prep course

Prices as listed October 29, 2026: written exam cheat sheet (cosmetologyguru.com); New Hampshire Cosmetology Practical Test Prep (CosmoReady). Not to scale.

From yes to launch *in about 30 days.*

STEP 1

A short call

What your students ask most, which exam your state uses, and whether this fits you.

01 Your name, your voice. Nothing goes live without your yes.

03 Reported errors are fixed within 7 days, and every buyer gets the corrected copy.

STEP 2

We build it

Every page from the bulletins, plus the design, store and checkout.

STEP 3

You approve

You check every page. Nothing goes live until you approve it.

02 Written terms before anything launches.

04 Leave anytime on 30 days' notice. The kit comes down, and neither of us sells it without the other.

STEP 4

Launch

Link in bio and 4 posts or stories in the first month. You're paid from the first sale.

Existing sponsors?

We check for conflicts on the first call. Nothing here limits your other deals.

Do I disclose it?

Yes, as the FTC requires. We give you the wording.

Is it exclusive?

Not for you. Keep doing everything you do now.

BL

Blake Long, founder

Blake is a certified skydiving instructor with more than 1,000 jumps, and he builds the study guides his colleagues use to prepare for certification exams. He started Primer & Proof to give creators a finished product without the production work, and he is your one point of contact from first call to every payout.

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Blake Long, founder, Primer & Proof