

— springintobeaauty —

# The Beauty Duo:

Samantha Walton and Nancy Burgess team up to make clients feel fabulous

BY SUE BALDANI  
PHOTOS BY CHRISTINE CRADDOCK



Samantha Walton,  
Owner,  
Simply  
Beauty



Nancy Burgess,  
Owner, Airbrush  
Tanning by Nancy

Samantha Walton and Nancy Burgess have very successful careers in the beauty business and, up until recently, both worked out of their respective homes – Walton in Aldie, and Burgess in Gainesville. But when they decided to pair up in the same Haymarket office in the summer of 2021, their clientele couldn't have been happier.

"We've always referred our clients to each other, and now our clients can come to the same space for both services," says Walton, owner of Simply Beauty, a professional lash extension studio. "Plus, my new clients would see that we have tanning and Nancy's new clients would see that we offer eyelashes."

Burgess, owner of Airbrush Tanning by Nancy, adds, "It's been great. I didn't realize how many of the same clients we had, but it has also brought me business from those who didn't know that I could make a body beautiful too. And, my clients end up inquiring about her services as well."

Their office, located on the second floor of 14950 Washington Street, has a cozy sitting room and two private rooms where the women provide their services.

"It has good vibes and feels very peaceful," says Bur-





gess. “Everyone loves it.”

Walton, who initially rented the office space about three-and-a-half-years ago, loves that they’re not competing against each other, but instead complementing each other. And the two work very well together.

“Nancy is so creative, fun, caring and outgoing and I couldn’t have asked for anyone better to be partnered with.”

Burgess loves having someone to bounce ideas around with and is so glad she asked Walton to share her space. Of course, it’s also nice to have someone to split expenses with since rent can be prohibitive for many small business owners.

### **Simply Beauty**

Walton has been an aesthetician for 10 years and began focusing on eyelashes five years ago.

“When eyelashes became big on the West Coast, I wanted to learn how to do it even though it wasn’t super popular here yet. I figured maybe I’d add it to what I was already doing, but one person after another started coming in and it just kept growing.” Today, she sees about

60 clients a week, and also gives courses to others in the business so they too can offer the best in eyelashes to their clientele.

Her clients can choose variations of lengths and thicknesses and once Walton knows a client’s desired look, she places synthetic lashes one by one onto natural lashes with a special adhesive to make sure they last.

Since great care has to be taken when working around the eye area, it’s important to have an expert who is trained in doing the procedure.

“If someone doesn’t know what they’re doing, it could be dangerous,” says Walton. “In Virginia, as in most states, it’s actually required that you hold an aesthetician or cosmetology license to do them.”

It’s clear Walton knows what she’s doing and her clients love her work.

“Samantha at Simply Beauty is my go-to for lashes,” said Kim Ristedt of Warrenton. “She’s been doing them for two years. Her work ethic is beyond compare and you always leave feeling like a supermodel!”

### **Airbrush Tanning by Nancy**

Burgess has been offering professional airbrush tanning for the last 10 years. “As a teenager, I worshiped the sun and tanning beds and I saw the damage it did to my skin,” she says.

When she was diagnosed with skin cancer in her late teens, she knew she had to find a safer solution.

“Back then, I’d been searching for the perfect sunless tanning product that would provide me with a natural glow and I could never find one,” says Burgess.

Eventually, she received a spray tan that utilized the same product she uses now, and the experience was so fantastic that she decided to offer it herself while continuing to work in real estate.

“I went ahead and did it full time when I was going through a divorce and wanted to stay at home and be there for my son.”

The secret to a great spray tan, says Burgess, is not only finding the right tanning solution, but also having a trained person apply it.

“Initially I learned from the person who did my first tan, but then I went to Florida, where the solution is made, and had further training there. I continue to learn and always strive to find out about any new techniques.”

In addition to giving clients a gorgeous color, the tanning solution, if applied properly, can camouflage skin flaws such as stretch marks.

“The solution I use is also very good for your skin,” she says. “It’s 100% all natural, organic, and paraben free. It also has a lot of anti-aging properties, and can help clear up acne.”

As long as you follow her instructions, the tan will last about 10 to 14 days. After that it will slowly fade and when it does, you’ll be back.

“I went to Nancy for my first airbrush tan before my wedding and it was amazing,” said Nicole Walsh of Falls Church. “Nancy is very precise and uses all organic products; the tan is still beautiful almost a week out!”

---

**To find out more about these great businesses, visit [simplybeautyva.com](http://simplybeautyva.com) and [airbrushtanningbynancy.com](http://airbrushtanningbynancy.com).**