

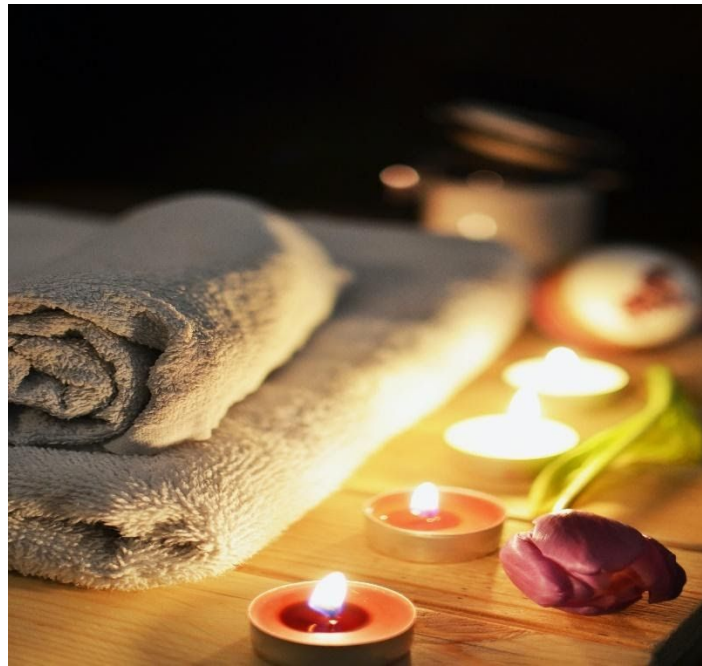
PACIFIC RELIANCE BUSINESS BROKERS
(949) 427-0304
Email: JDiza@PacificRB.com
www.PacificRB.com
DRE# 02023864



CONFIDENTIAL BUSINESS OFFERING

20303JD High Volume Medical Spas Serving Placer county

PROPRIETARY AND CONFIDENTIAL INFORMATION



Proudly offered by

PACIFIC RELIANCE BUSINESS BROKERS

17011 Beach Blvd St. Suite 550, Huntington Beach, CA, 92647

(949)427-0304

Email: JDiza@PacificRB.com

All information contained within this document and in all other materials was furnished by either the buyer or seller of the business. Purchasing a business involves risk and all parties are advised to seek legal and financial advice. Pacific Reliance Business Brokers has not and will not verify the accuracy or completeness of this information.



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Description of business:

This extravagant destination medical spa is fully equipped and with licensed Estheticians that have an extensive education in the world of esthetics. With the most effective and purest pharmaceutical-grade ingredients and products including highly effective lines, i.e. Hydropeptide, Lira, Obagi, and Gerards. This pristine medical spa has the ultimate in synergistic skincare providing clients with a sophisticated and caring level of service. Along with a great team to handle most of the day-to-day amenities by providing robes, sandals, and lockers for clients receiving treatments. A World-Class Destination Medical Luxury Day Spa offers a large variety of services with complementary drinks and organic snack in Relaxation room.

Medical Spa services include:

- ❖ Lip fillers | Injectables | Botox | Juvederm | Laser treatments face & body | Laser hair removal | Tonic detox | IPL (Photofacial) | Aromatherapy sauna | Hydrabath | Chemical peels | Ultrasounds | Light therapy | Hot & Cold Stone Massage | Vein | Acne | Micro needling | Body wraps | Scrubs | massage therapy | Microneedling | Skin Care Treatments

The highly trained staff has over 20 years of experience in medical aesthetics and skin care industry.

History:

An elegant and well-established destination Medical Luxury Day Spa since 2007 with high end clientele in an affluent area of northern California. With a medical team of over 20 years of experience in medical aesthetics and skin care, this luxurious Day Spa famous for their distinctive therapies performs limited invasive procedures. Loyal clientele come from all over the world for body treatments procedures, injectables, advanced facial treatments, dermal fillers, massages, peels, hydro bath, wraps, sauna detoxification, and aromatherapy hydra-bath skin treatments.

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Employee/personnel/payroll:

The medical staff consist of 1 physician, 2 registered nurses, 2 Esthetician, 3 massage therapist, 3 receptionist with over 20 years of experience in medical aesthetics and skin care.

Estheticians are 1099 employees and are scheduled by appointment only. Massage therapist are 1099 employees and scheduled by appointments only. Staff is paid 10% commissions on products sold. Medical Director is on staff one day a week and willing to stay on staff post sale.

Employee	Title/Position	PT/FT	Wage/Salary	YR.
1	Physician	FT	\$3,000	\$ 36,000.00
2	RN's	FT	\$55/hour + bonus	
2	Estheticians	Aptmnt	30% from service price +tip	1099
3	Massage Therapists	Aptmnt	30% from service price +tip	1099
3	Receptionist	FT	\$13 hourly wage	

Ownership info:

The business ownership is an C-corporation with a management agreement. The majority of stock must be owned by a California licensed physician.

Two (2) of the owners are active in the business as follows:

Owner 1: Husband and wife team majority owners. Husband is active in consulting business operations

Owner 2: Assist with management operations working 30 hour per week

Current Owner(s)	Years Owned	% Owned	Primary Duties
Majority Owner	2.5	70	Management of operations
Minority Owner	2.5	30	Management of operations

Billings/collection/revenue sources:

Business has no account receivables. Business currently uses "Booker" merchant services for transactions. Majority of the client transactions are on credit card or cash.

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Fixture/Furniture/Equipment:

Fixture & furniture worth over \$100K. Facility includes state-of-the art equipment in excellent condition worth over \$250K.

Products & Services breakdown:

The breakdown of services is as follows:

Product/Service	Description	Sales%
Medical Spa	Botox, Fillers, IPL, MD Pen	50%
Relaxation Spa	Massage, facial, sauna, hydro bath, wraps, detox	50%

The Spas has an opportunity for growth through expansion of products and services, including adding subscriptions services. On a monthly basis clientele ranges from 200 – 250 and on weekends ranging from 10 – 20 customers per day.

Annual Revenue and Profit (per seller tax returns):

Buyer to confirm all numbers and advised to hire CPA to review all financials

	2018	2019	As of September 2020
Annual Gross Revenue	\$ 353,650.00	\$ 784,872.00	\$ 451,296.00
Sellers Discretionary earnings	\$ 132,019.00	\$ 418,087.00	\$ 254,731.00

Average monthly revenue is \$50,144 and trending sales revenue is \$601,728 for 2020. 2018 represents partial year tax return data due change in ownership.

Marketing:

Currently marketing of the Medical Spas are mainly through social media platforms: Instagram, Facebook, Google and Yelp. The loyal clientele base is through referrals and word of mouth with a book of business of 8,000 plus loyal clients.

Facilities: hours of operation, location, size, rent, terms of lease

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
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10 – 7Pm	10 – 7Pm	10 – 7Pm	10 – 7Pm	10 – 7Pm	10 – 6Pm	10 – 5Pm
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Facility is 5,000 sq.ft. with X procedure rooms with a total Rent of \$5,600.



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