

CONFIDENTIAL BUSINESS OFFERING

Description of business

This critically acclaimed medical spa was established in 2011 and has grown into a well-recognized provider serving clients throughout the San Gabriel Valley and greater Los Angeles area. The practice focuses on minimally invasive and non-invasive aesthetic and wellness treatments designed to enhance clients' appearance, confidence, and overall well-being. Led by partners with complementary expertise in medical aesthetics and business operations, the business combines over 30 years of clinical skincare experience with strong operational and marketing management, resulting in steady growth, a loyal recurring client base, and consistently positive online reviews.

The practice quickly outgrew its original location within its first two years of operation and expanded in 2014 by acquiring adjacent space to accommodate additional treatment rooms and services. Over time, the business has built a strong reputation for high-quality treatments and exceptional client care, earning recognition from Allergan as one of the top providers of CoolSculpting treatments in the area. A strong emphasis on integrity, ethical client care, and excellent customer service has helped drive high client retention and long-term relationships within the community.

Products & Services:

The practice provides a comprehensive portfolio of aesthetic services, including body contouring, skin rejuvenation, laser treatments, injectables, and medical-grade skincare. Core offerings include advanced body contouring technologies, RF microneedling and traditional microneedling, HydraFacial and customized medical facials, chemical peels, laser hair removal, IPL and pigmentation treatments, and skin resurfacing procedures. Additional services include aesthetic injectables such as Botox and dermal fillers, as well as specialized treatments focused on intimate wellness and advanced skin rejuvenation.

The breakdown of services is as follows:

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PRODUCTS/SERVICES	Description	Sales
Spa Treatments	HydraFacial Facial Treatments Body Treatments CoolSculpting	31.77%
Medical Treatments	Laser Hair Removal IPL Botox Dermal Fillers Exosome Treatments Vitamin Injections Semaglutide/Tirzepatide Weight loss IV Therapy PRP Treatments Microneedling Sylfirm X RF Microneedling	59.46%
Membership Programs	Recurring revenue by offering clients discounted treatments, priority booking, and exclusive benefits	8.78%

Employee/personnel/payroll:

The practice employs a highly experienced and cross-trained team of 2 full-time and 12 part-time employees, with no independent contractors. Key roles include the Medical Director, Nurse Practitioners, Aesthetic RNs, Estheticians, Aesthetic Consultants, and Front Desk staff. Staff retention is strong due to supportive work culture, fair compensation, commission incentives, and professional development, contributing to a positive client experience and consistent treatment quality.

Title/Position	FT/PT/IC	Duties	Pay	# of Years
RN 1-4	PT	Aesthetic RN providing all Medical Aesthetic tx	\$35-\$45/hr	2-10
Aesthetic Consultant -1-2	PT	Aesthetic Consultant	\$50/hr or Commission (whichever higher)	15years
Front Desk/MA -3	FT, PT	Medical Assistant / Front Desk	\$22 - \$25/hr	2-4
NP -1-2	PT	Provides all all medical aesthetic	\$65/hr	7-12

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 has not and will not verify the accuracy or completeness of this information.

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		tx and GFE		
Estheticians -3	PT	Facial and body treatments	Min wage + \$5-13 per tx	15
Medical Director		Oversees medical team, provides treatments	\$36,000/yr + \$600 bi-weekly	

Ownership info

The practice is an S-Corporation co-owned by two partners: a Physician Owner holding 51% equity, who provides medical oversight and performs select patient treatments, and a Co-Owner (RN) holding 49% equity, responsible for business operations, marketing, and administrative management. Both owners currently receive \$20,000 annually, with the physician's compensation primarily equity-based, while the co-owner also provides some aesthetic services.

Billing & Collections

The practice operates primarily on a cash-pay model and does not participate in insurance billing. Patients pay directly at the time of service or via prepaid treatment packages. The practice also offers financing options through third-party providers such as CareCredit and Cherry, enabling patients to spread payments for larger treatment plans.

No formal healthcare receivables or payables systems are currently in place, and collections are managed internally at the front desk. The simplicity of this system ensures minimal administrative overhead, though a new owner could implement integrated billing or membership management systems to streamline operations and potentially increase efficiency.

Annual Revenues and Profits:

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Over the past 12 months, the business has served approximately 3,339 repeat clients and acquired around 1,224 new clients. Currently, there are about 13,161 active charts in place, reflecting a well-established and ongoing client base. On a daily basis, the operation handles an average of 12 to 30 patients, indicating consistent demand and steady workflow.

	2025	2024	2023
Annual Revenue	\$1,303,107.64	\$1,454,463.91	\$1,506,636.13
Net Profit/SDE	\$271,000	\$308,885.62	\$345,643.25

See attached financial statements. Assumes new buyer is a doctor and does not require a medical director.

BUYER TO CONFIRM ALL NUMBERS AND ADVISED TO HIRE CPA TO REVIEW ALL FINANCIALS. INFORMATION TAKEN FROM SELLER PROVIDED TAX RETURNS AND DOCUMENTS.

Equipment

The practice is fully equipped with a comprehensive range of medical and aesthetic devices, enabling it to offer a wide variety of treatments. Key equipment includes the Candela GentleMax Pro laser for hair removal and skin treatments, the Alma CO₂ laser system for facial resurfacing and vaginal rejuvenation, and the Cutera Xeo multi-platform laser for skin rejuvenation and pigmentation treatments. The clinic also offers advanced body contouring solutions such as the CoolSculpting Elite system, CoolTone muscle stimulation device, i-Lipo laser body contouring system, and TriAction body contouring system. Additional devices include Venus Freeze skin tightening machines, HydraFacial systems, the Sylfirm X RF microneedling system, SkinPen microneedling device, Ultherapy system for non-surgical skin lifting, a PRP centrifuge, an infrared therapy pod, and an electrocautery device for skin tag removal. The practice also maintains an inventory of medical-grade skincare products, including Alastin, iS Clinical, Vi Peel, Cosmelan, and PRX, along with treatment consumables and retail products, supporting both in-clinic procedures and client retail sales. This comprehensive suite of technology allows the clinic to provide personalized and high-quality aesthetic and wellness services to its clients.

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Marketing:

The practice employs a multi-channel marketing strategy to attract new clients and maintain visibility in the local market. Digital marketing efforts include Google Ads, Yelp advertising, SEO for the website, and active social media engagement on platforms such as Instagram and Facebook to promote treatments, share educational content, and highlight seasonal promotions.

Internal marketing initiatives include email and text campaigns to inform existing clients of new services, promotions, and membership benefits. Referral programs incentivize current clients to recommend the practice to friends and family, while partnerships with platforms like CareCredit, Cherry, Groupon, and the Allergan Alle rewards program provide additional lead generation opportunities.

Hours of Operation

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
6AM-6PM	6AM-6PM	6AM-6PM	6AM-6PM	6AM-6PM	6AM-6PM	CLOSED

Facilities

The practice is located in a well-maintained, fully equipped facility in Arcadia, California, designed to provide a professional and welcoming environment for clients. The clinic features eight treatment rooms, one consultation room, and one office, allowing for multiple simultaneous procedures and efficient client flow.

The space has been expanded to accommodate growing demand and includes modern reception and waiting areas, treatment room cabinets, storage units, and office workstations. The facility is outfitted with necessary infrastructure for medical aesthetic services, including proper HVAC, lighting, and safety equipment, ensuring a comfortable and compliant environment for both clients and staff.

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Real Estate

The practice operates out of two buildings with updated monthly rents of \$5,142 for Building 1 and \$4,145 for Building 2. The lease includes an annual 3% rent escalation, with a 6% increase at the 5-year renewal term. The owner indicated they may be able to negotiate this renewal increase down to 3% for 2028. The current lease remains in effect through December 31, 2028

Areas of Opportunity

Growth opportunities include expanding digital marketing and social media efforts, further developing membership programs to increase client retention, and introducing new services such as weight loss programs, hormone replacement therapy, and advanced laser treatments. Streamlining the EMR system to integrate scheduling, marketing, and client management could also improve operational efficiency and reduce administrative costs.

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Frequently Asked Questions

1. What's the weekly time commitment and specific responsibilities of each co-owners?

One co-owner RN works about 10-16 hours per week, the other owner spend about 20 hours on admin. The medical director and RN co-owner were listed as doing some procedures. Could you specify what those are and what % of the total revenue they constitute, & similar info for other such patient interactions? Medical director only seeing patients 2-3 hours per week for GFE or some injection, very minimal %, like less than 1%, Co-owner RN sees patients for facials (her interest), or chemical peels or RF MN, maybe 5% of the business

2. In a typical week, how many hours do each co-owners personally spend on-site?

One co-owner RN works about 1-2 days a week, 10-16 hours per week, the other owner spend about 20 hours on admin, stay on site half day doing her other business.

3. If the co-owners both simultaneously took a four-week vacation with limited contact, which functions would need a contingency? Who currently backs them up on each?

Practice has been running for 15+ years, most of the staff have been with the business for 10+ years, it runs on its own without the owners on-site

4. Please walk me through who handles day-to-day: opening/closing, staff scheduling, hiring/firing, patient complaints, handling online reviews, inventory, payroll, vendors.

Practice has been running for 15+ years, everything is almost autopilot, ADP is payroll company, one of the owners does the staff scheduling, hiring/firing, there is protocols in place how to handle patient complaints, so staff members know how to handle it, one of the managers is currently on maternity leaves, she has been with the company for 15+ years. Front desk and providers open/close. Everyone invite patients online reviews, one of the owners will respond to reviews (autopilot), front desks do inventory count (very minimal, we don't keep much inventory, we try to order when needed, the EMR system tracks inventory), one of the co-owners order some inventory, but other girls can order too if needed.

5. Is there a general manager or lead ops person on staff? If so, tenure, comp structure, and whether they're expected to remain post-sale?

One of the managers is currently on maternity leave, only working 1 day per week, the other assistant manager (also an RN) is currently studing for her NP license, she is working 1 day per week, she is going to graduate this August and open to work more hours if needed. They don't know we are planning to sell, but I know they are happy to stay.

6. Do you have written SOPs or an operations manual for review?

Yes, we have an employee handbook and treatment protocols binders

7. For the injector team (NPs/PAs/RNs): what's their tenure & compensation structure? Are they on non-compete or non-solicit agreements?

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Hourly + 3% commission on any treatment package upsale, 10% commission on product sales, this applies to everyone

8. What % of revenue is attributable to your top one or two injectors? Are there patients who specifically book based on the provider?

All providers contribute even % to the business, most patients love all our providers, a few may ask for specific providers but also happy to see others.

9. Do you have these stats accessible re: membership program? Active membership count, monthly churn, average revenue per member.

Yes. EMR system has record of it

10. What's the new-patient acquisition methodology—the primary marketing channels, approximate consumer acquisition cost, lifetime value, and other parameters, if tracked? Is marketing outsourced to a company/firm?

Word of mouth referral, Groupon, Yelp, Google Ad, search engine, SEO website, etc

11. As it's all cash, there's no significant accounts receivable, correct?

Yes

12. The revenues decreased in the last 2 years. How much as the volume of patients changed? Do you have monthly records of volume of patients by procedure type (e.g. spa vs medical, etc.)

The revenues decreased in the past 2 years due to economic and political climate, less new patients and per patient spending are less, the volume of existing patients have not changed much, more than of our business now are from existing patients, and their referrals

13. Who is the prescriber for the GLP prescriptions? The medical director? Or is it outsourced?

Our NPs and medical director are, but we have stopped offering GLP since FDA removed GLP from the shortage list in May 2025.

For more information, contact us.

Profit and Loss
San Gabriel Valley Med Spa
January-December, 2025

Income		Add Back	New	
Sales	\$1,256,331		\$1,256,331	
Cash Sales	\$47,700		\$47,700	
Total for Income	\$1,304,031		\$1,304,031	
Cost of Goods Sold				
Cost of Goods Sold - Day spa	\$53,459		\$53,459	
Cost of Goods Sold	\$242,165		\$242,165	
Total for Cost of Goods Sold	\$295,624		\$295,624	
Gross Profit	\$1,008,407		\$1,008,407	
Expenses				
Advertising and Promotion	-\$102,231		-\$102,231	
Bank Service Charges	-\$1,909		-\$1,909	
Business Licenses and Permits	-\$65		-\$65	
Computer and Internet Expenses	-\$101		-\$101	
Delivery Cost	-\$13		-\$13	
Dues and Subscriptions	-\$9,402		-\$9,402	
Equipment Expense	-\$3,269	\$3,269	\$0	Paid off, Equipment loan
Equipment Repair & Maintenance	-\$16,842	\$6,500	-\$10,342	\$6500- New AC
Insurance Expense	-\$22,175		-\$22,175	
Interest Expense	-\$25,864	\$25,864	\$0	
Medical Director	-\$57,200	\$36,000	-\$21,200	Owner/Physician
Medical Supply	-\$14,761		-\$14,761	
Merchant Account Fees	-\$29,843		-\$29,843	
Office Expense	-\$21,916		-\$21,916	
Payroll Expenses	-\$518,608	\$127,896	-\$390,712	Owner/Physician/Family
Professional Fees	-\$9,515		-\$9,515	
Rent Expense	-\$107,484		-\$107,484	
Salon Supplies, Linens, Laundry	-\$5,774		-\$5,774	
Security Alarm Expense	-\$1,249		-\$1,249	
Tax Expense	-\$4,764	\$4,764	\$0	

Telephone Expense	-\$1,663	-\$1,663
Utilities	-\$7,360	-\$7,360
Total for Expenses	-\$962,009	-\$757,715
Net Operating Income	\$64,599	\$250,692

Before add backs

After add backs