PACIFIC RELIANCE
(949) 229-2464
Email: Info@PacificRB.com
www.PacificRB.com
DRE# 02023864

CONFIDENTIAL BUSINESS OFFERING

Top Ranking Weight Loss & Medical Spa Servicing San Jose, CA

Description of business

This renowned weight loss clinic and medical spa in San Jose, CA, has been a trusted pillar of health and wellness in the community for over 25 years. Established in 1990, this business was acquired by its current owner in 2004. With a vision to provide comprehensive care, the owner aimed to treat patients from the ground up, ensuring a holistic and personalized approach to wellness. The business's accreditations include Obesity Medicine Association Membership, Coolsculpting University, and Allergan Aesthetics Certificate. As awareness of weight loss grew, the establishment expanded steadily, gaining recognition year after year.

The majority of services is medical weight loss treatments including GLP-1 and GIP for weight loss. To meet the evolving needs of its clients, the practice introduced a range of aesthetic treatments, including Botox, CoolSculpting, hormonal replacement & vitamin therapy. With a dedicated team committed to delivering personalized, high-quality treatments, every patient receives high quality care making every appointment a valuable experience.

This well-established practice, located on a major street in downtown San Jose, provides new owners with a strong foundation to build upon its innovative business model. The current owner, a dedicated physician with specialized training from the Obesity Medicine Association and a committed mindfulness meditation practitioner, is preparing for retirement but remains committed to staying on for three months to ensure a smooth transition and the continued success of the practice.

Products & Services:

The breakdown of services is as follows:

PRODUCTS/SERVICE	SALES
Weight Loss	60%
CoolSculpting	15%
Aesthetics	13%
Hormonal Replacement	10%
Vitamin Therapy	2%

PACIFIC RELIANCE
(949) 229-2464
Email: Info@PacificRB.com
www.PacificRB.com
DRE# 02023864

CONFIDENTIAL BUSINESS OFFERING

Employee/personnel/payroll:

The med spa has 4 Full time employees, 2 Part time Employees and 1 Independent Contractor. The Physician is licensed by the California Medical Board.

Title/Position	Duties/Responsibilities	Wage/Salary
Doctor	See Patients	$4000/month
Medical Assistant	Manage Patients & Take Vitals	$25/hr
Office Manager	Marketing, Management	$40/hr
Accounting	Inventory, Med Ordering, Accounting	$30/hr

**Benefits are given for their SR Medical Assistant receiving a bonus of $2,000/year.*

Ownership info

The business operates as an S-corporation, with stock exclusively owned by the Doctor. In addition to overseeing the clinic, the Doctor actively treats patients and performs medical procedures. Owner compensation starts at $48,000 per year(included in payroll), excluding additional profits generated from clinic operations.

Owner works approximately 25 hours per week seeing patients.

Billing & Collections

The practice accepts various payment methods, including cash, credit cards, CareCredit, and PayPal. Over the past 12 months, it has welcomed approximately 700 new clients, with over 500 returning customers and a total of 2,000 active patient records. The spa serves an average of 10–15 clients per day, reflecting its strong and growing customer base.

Currently, there is no EMR system in place, but implementation would be straightforward, allowing for improved efficiency and patient record management.

Annual Revenues and Profits:

	To July 2025	2024	2023	2022
Annual Revenue	$305,139	$779,002	$769,564	$336,014
Net Profit/SDE		$454,291	$495,555	$136,883

SDE includes owner salary. Owner salary can be replaced with a NP at a salary of $120,000 per year.

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

PACIFIC RELIANCE
(949) 229-2464
Email: Info@PacificRB.com
www.PacificRB.com
DRE# 02023864

CONFIDENTIAL BUSINESS OFFERING

Equipment

The practice is fully equipped with essential devices to support its services, including a CoolSculpting machine, an EKG machine, a BMI analyzer, and an electric massage table amounting to approximately $150,000.

Laboratory testing is conveniently available through a partner located across the street, providing easy access to diagnostic services for patients.

Marketing:

Marketing Media	**Description**	**Annual Cost**
Google Ads	Adds more SEO Optimization	$12,000
Social media	Expands platform in Social Media	$10,000

**The spa has notable partnership and alliance with Trifecta meal planning - provider of referrals*

Hours of operation

The practice operates Monday through Friday from 11 AM to 6 PM and is open on two Saturdays each month. Services are available by appointment only, ensuring personalized care and a seamless client experience.

Real Estate

The facility is leased on a month-to-month basis for $2,730, with the option to negotiate a long-term lease.

Facilities

The facility spans 1,500 sq. ft. and features a well-designed layout, including four rooms and a break room on the first floor, along with two additional rooms in the basement, providing ample space for various treatments and services. It is fully utilized by 70% office space and 30% warehouse/storage.

The property offers room for expansion, benefits from roadside exposure, and is situated in a high-traffic pedestrian area, enhancing visibility and accessibility for more potential clients. Additionally, two new heating and air units were recently installed, ensuring a comfortable environment for both staff and customers.

There are no direct competitors within a 3-mile radius, providing a unique opportunity to serve the local market without immediate competition.

PACIFIC RELIANCE
(949) 229-2464
Email: Info@PacificRB.com
www.PacificRB.com
DRE# 02023864

CONFIDENTIAL BUSINESS OFFERING

Areas of opportunity:

The owner believes that implementing webinars, memberships, content creation, and email marketing can significantly enhance sales performance, drive client engagement, and expand the spa's reach within the community. One opportunity the owner identifies is to continuously adjust pricing based on market competition and actively seek better pricing for purchasing GLP-1

Growth & Expansion

The team is planning to expand its services to include IV therapy, exosome treatments, skin boosters for collagen production, biostimulators, and vitamin injection packages, Telehealth, Virtual visits, Memberships, Emsculpt, Red Light therapy, Cosmetic Laser Treatments, Skin Rejuvenation, Peptide Therapy further enhancing its comprehensive approach to wellness and aesthetics.

The owner is exploring expansion opportunities in secondary target areas, including North Bay, San Mateo County, and Los Gallos Menlo Park, to broaden the spa's reach and customer base.

For more information, contact us.

[redacted]

[redacted] YEAR 2024 INCOME AND EXPENSE STATEMENT

7/27/2025

[redacted] W2 INCOME 2024

$46,000

MONTH	INCOME(CREDIT CARD)	OTHER INCOME CASH	EXPENSES (DEBITS)	CHECKS EXPENSES
JANUARY	$56,371.98	$2,300.00	$26,665.98	$1,305.00
FEBRUARY	$64,081.67	$2,849.00	$13,085.88	$0.00
MARCH	$46,523.04	$2,239.00	$30,137.58	$341.90
APRIL	$65,215.13	$3,900.00	$27,839.26	$2,460.00
MAY	$55,262.30	$5,923.00	$42,845.45	$936.87
JUNE	$66,465.57	$6,435.00	$42,682.36	$342.00
JULY	$59,891.58	$6,143.00	$42,490.13	$800.00
AUGUST	$63,793.31	$7,271.00	$61,701.77	$1,805.00
SEPTEMBER	$41,631.77	$6,126.00	$36,283.87	$505.00
OCTOBER	$62,888.31	$7,227.00	$62,449.65	$600.00
NOVEMBER	$38,911.79	$3,199.00	$55,571.11	$803.60
DECEMBER	$94,897.22	$9,456.00	$44,713.20	$1,371.39
		$63,068.00		
TOTAL	**$715,933.67**	**$63,068.00**	**$486,466.24**	**$11,270.76**
	TOTAL GROSS INCOME		$779,001.67	
	TOTAL EXPENSE		$497,737.00	
	W2 Income		$46,000.00	
	NET INCOME		**$327,264.67**	

EXPENSES 2024

Expense Type	Total Expenses 2024
ADVERTISING	$30,611.60
TESLA MODEL Y LEASE EXPENSE AND DOWN PAYMENT	$10,296.00
Entertainment	$1,509.88
Travel	$2,230.00
Loan Interest	$0.00
Office insurance	$1,100.00
MALPRACTICE INSURANCE	$19,500.00
LAWYER EXPENSES	$7,500.00
MEMBERSHIPS/EDUCATION	$1,953.44
MISCELLENIOUS EXPENSE/SERVICES ETC	$24,935.95
Paychex Employee payroll	$120,758.63
Paychex invoices	$3,100.00
Employer Liability	$900.00
Medical & Drug Supplies	$107,259.00
Office Supplies	$16,991.50
Rents	$31,200.00
Taxes 2023	$112,992.00
Utilities/Phones/Cell/PGE/ADT etc	$4,899.00
TOTAL EXPENSES	**$497,737.00**

Total with all add backs: $454,291

Subtract $180k for NP to take over

EBITDA: $274,291

WEIGT

Form **1120-S** U.S. Income Tax Return for an S Corporation

Department of the Treasury
Internal Revenue Service

Do not file this form unless the corporation has filed or is attaching Form 2553 to elect to be an S corporation.
Go to *www.irs.gov/Form1120S* for instructions and the latest information.

OMB No. 1545-0123

2023

For calendar year 2023 or tax year beginning , ending

A S election effective date: 02/23/04	Name: [redacted]	D Employer identification number: [redacted]
B Business activity code number (see instructions): 621399	Number, street, and room or suite no. If a P.O. box, see instructions: [redacted]	E Date incorporated: 02/23/2004
C Check if Sch. M-3 attached ☐	City or town, state or province, country, and ZIP or foreign postal code: San Jose CA 95112	F Total assets (see instructions): $ 61,553

TYPE OR PRINT

G Is the corporation electing to be an S corporation beginning with this tax year? See instructions. ☐ Yes ☒ No

H Check if: (1) ☐ Final return (2) ☐ Name change (3) ☐ Address change (4) ☐ Amended return (5) ☐ S election termination

I Enter the number of shareholders who were shareholders during any part of the tax year: 1

J Check if corporation: (1) ☐ Aggregated activities for section 465 at-risk purposes (2) ☐ Grouped activities for section 469 passive activity purposes

Caution: Include **only** trade or business income and expenses on lines 1a through 22. See the instructions for more information.

Income	1a	Gross receipts or sales 769,564 **b** Less Returns and allowances **c** Balance		1c	769,564
	2	Cost of goods sold (attach Form 1125-A)		2	68,135
	3	Gross profit. Subtract line 2 from line 1c		3	701,429
	4	Net gain (loss) from Form 4797, line 17 (attach Form 4797)		4	
	5	Other income (loss) (see instructions—attach statement)		5	
	6	**Total income (loss).** Add lines 3 through 5		6	701,429
Deductions (see instructions for limitations)	7	Compensation of officers (see instructions–attach Form 1125-E)		7	54,697
	8	Salaries and wages (less employment credits)		8	91,775
	9	Repairs and maintenance		9	
	10	Bad debts		10	
	11	Rents		11	31,200
	12	Taxes and licenses		12	13,568
	13	Interest (see instructions)		13	694
	14	Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)		14	
	15	Depletion **(Do not deduct oil and gas depletion.)**		15	
	16	Advertising		16	21,266
	17	Pension, profit-sharing, etc., plans		17	
	18	Employee benefit programs		18	
	19	Energy efficient commercial buildings deduction (attach Form 7205)		19	
	20	Other deductions (attach statement)	See Stmt 1	20	72,002
	21	**Total deductions.** Add lines 7 through 20		21	285,202
	22	**Ordinary business income (loss).** Subtract line 21 from line 6		22	416,227
Tax and Payments	23a	Excess net passive income or LIFO recapture tax (see instructions)	23a		
	b	Tax from Schedule D (Form 1120-S)	23b		
	c	Add lines 23a and 23b (see instructions for additional taxes)		23c	
	24a	Current year's estimated tax payments & preceding year's overpayment credited to the current year	24a		
	b	Tax deposited with Form 7004	24b		
	c	Credit for federal tax paid on fuels (attach Form 4136)	24c		
	d	Elective payment election amount from Form 3800	24d		
	z	Add lines 24a through 24d		24z	
	25	Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐		25	
	26	**Amount owed.** If line 24z is smaller than the total of lines 23c and 25, enter amount owed		26	
	27	**Overpayment.** If line 24z is larger than the total of lines 23c and 25, enter amount overpaid		27	
	28	Enter amount from line 27: **Credited to 2024 estimated tax** Refunded		28	

Add backs $23,937

SDE: $495,555

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

May the IRS discuss this return with the preparer shown below? See instructions. ☒ Yes ☐ No

Signature of officer [redacted] Date Title: President

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
[redacted]	[redacted]			[redacted]

Firm's name [redacted] Firm's EIN [redacted]

Firm's address [redacted] Sacramento, CA [redacted] Phone no. [redacted]

Statement 1 - Form 1120-S, Page 1, Line 20 - Other Deductions

Description	Amount
Legal & Professional	$ 6,502
Utlities & Telephone	4,429
Miscellaneous	4,807
Employee Reimbursement	4,469
Auto lease	17,823
Travel	4,866
Malpractice Insurance	13,527
Liability Insurance	870
Office Supplies	10,285
Payroll Processing Fees	3,176
50% of Meals	1,248
Total	$ 72,002

$23,937 in add backs

Statement 2 - Form 1120-S, Page 4, Schedule K, Line 17d - Other Items and Amounts

Description	Amount
Section 199A Information - See Attached Wrk	$

Statement 3 - Form 1120-S, Page 5, Schedule M-2, Line 5(a) - Other Reductions

Description	Amount
Travel & Entertainment	$ 1,247
Total	$ 1,247