

## CONFIDENTIAL BUSINESS OFFERING

# WELL ESTABLISHED MEDICAL SPA

San Gabriel Valley, CA

### 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.

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The breakdown of services is as follows:

<b>PRODUCTS/SERVICES</b>	<b>Description</b>	<b>Sales</b>
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%

### Personnel:

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 Medical Assistants/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.

<b>Title/Position</b>	<b>FT/PT/IC</b>	<b>Duties</b>	<b>Pay</b>	<b># of Years</b>
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

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Front Desk/MA -3	FT, PT	Medical Assistant / Front Desk	\$22 - \$25/hr	2-4
NP -1-2	PT	Provides all all medical aesthetic tx and GFE	\$65/hr	7-12
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 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.

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### Revenues and Profits:

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
<b>Annual Revenue</b>	\$1,303,107.64	\$1,454,463.91	\$1,527,313
<b>Net Profit/SDE</b>	\$ 250,692	\$356,935	\$357,246

See attached financial statements.

**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 CO<sub>2</sub> 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.

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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.

Candela GentleMax Pro laser -2015  
Alma Lasers CO<sub>2</sub> laser system for facial resurfacing and vaginal rejuvenation -2017  
Cutera Xeo multi-platform laser system - 2011  
CoolSculpting Elite system - 2022  
CoolTone muscle stimulation device - 2024  
i-Lipo laser body contouring system - 2014  
TriAction body contouring system -2016  
Venus Freeze skin tightening machines (2 units) -2012  
HydraFacial systems (2 units) 2011 & 2024  
Oxygen Facial system – 2016  
Geneo Facial system - 2020  
Infrared therapy pod - 2016  
PRP centrifuge - 2021  
SkinPen microneedling device  
Sylfirm X RF microneedling system 2024  
Ultherapy system 2015  
Buffalo Smoke Evacuator  
Zimmer Cooling System 2024  
Electrocautery device for skin tag removal 2025  
Washer and Dryer 2025

The practice also maintains inventory of medical-grade skincare products and treatment supplies, including but not limited to:

Vi Peel chemical peels  
Vi Peel Skin Care products  
Alastin Skincare products  
Cosmelan  
PRX / PRX Plus treatments and products  
Sonage skin care products  
Hydrafacial solutions, serum and boosters

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BioJuve  
Elta MD  
iS Clinical skincare products  
PRP supplies  
Microneedling cartridges and related treatment consumables

A detailed inventory list will be provided and finalized during the due diligence process.

### 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:

9am-6pm Monday through Saturday.

### Facilities

The practice is located on a major thoroughfare in a high visibility retail location providing no-cost advertising. It is minutes away from a major freeway. The premises is well-maintained, fully equipped facility in San Gabriel valley, 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.

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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.

### Real Estate

Rent is approximately \$9000/month with lease expiration in December, 2028 with a 5 year option to extend. Premises are approximately 3000 sf.

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.

Marketing: Expanding marketing efforts, particularly through digital marketing, social media, and community outreach to further increase brand awareness and attract new clients.

Hormone replacement therapy (HRT) and other wellness-based treatments could be implemented or further developed, as these services have become increasingly popular.

Membership program: Further developing membership programs and maintenance plans that encourage recurring visits and long-term client relationships.

Weight loss program: New owner could expand this program and integrate it with body contouring treatments such as CoolSculpting to create a more comprehensive body transformation program for clients.

Injectable services: Can be expanded to address other aesthetic needs, such as treatments for the hands, non-surgical buttock enhancement, and other aesthetic applications.

**Don't miss this incredible opportunity! For more information, contact us.**

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

<b>Income</b>		<b>Add Back</b>	<b>New</b>	
Sales	\$1,256,331		\$1,256,331	
Cash Sales	\$47,700		\$47,700	
<b>Total for Income</b>	<b>\$1,304,031</b>		<b>\$1,304,031</b>	
<b>Cost of Goods Sold</b>				
Cost of Goods Sold - Day spa	\$53,459		\$53,459	
Cost of Goods Sold	\$242,165		\$242,165	
<b>Total for Cost of Goods Sold</b>	<b>\$295,624</b>		<b>\$295,624</b>	
<b>Gross Profit</b>	<b>\$1,008,407</b>		<b>\$1,008,407</b>	
<b>Expenses</b>				
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
<b>Total for Expenses</b>	<b>-\$962,009</b>	<b>-\$757,715</b>
<b>Net Operating Income</b>	<b>\$64,599</b>	<b>\$250,692</b>

Before add backs

After add backs