

Pacific Reliance Business Brokers
(949) 229-2464
Email: Info@PacificRB.com
www.PacificRB.com
DRE# 02023864



CONFIDENTIAL BUSINESS PROFILE

Established Desert Resort City Med Spa



Presented by: Pacific Reliance Medical Business Brokers

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:

Founded in 2005 and earning a stellar reputation, this well-established med spa has been a cornerstone of this So Cal desert resort community for over 19 years. Employing the latest equipment in the industry and providing an extensive array of injectables, laser, and skin treatments, this med spa has served over 15,000 satisfied patients.

Exclusive Business Opportunity

The current owner, named top physician by Palm Springs Life consecutive years in a row, although ready to retire, is committed to staying on for a **full year** to ensure a smooth transition and the continued success of this practice. As a **Certified Expert Botox Trainer for Allergan** and a distinguished honoree of the Allergan Medical Institute, the outgoing physician will provide the new owner with specialized, hands-on training.

This unique opportunity guarantees that the new owner will receive top-tier expertise empowering them to maintain and elevate the practice's distinguished reputation. Such a high level of strategic support is rare and unparalleled, making this transition truly unique.

The practice's facility is owned by the current MD owner who is offering a NNN lease at \$1.95 on 1,761 square feet for a total rent of \$4356.

Highlights

- Exceptionally Trusted Name & Reputation
- Variety of medical and cosmetic services offered.
- Growth potential in adding services previously successfully offered.
- Low-cost structure only two employees
- Own their own medical equipment (Have SBA loan that will be paid off)
- Control their own rent as they own their own building & land
- Certified Botox Training from current M.D. owner
- Limited number of competitors in defined market niche and geographical area
- Stable long-term patient base

REVENUES are from providing medical and cosmetic treatments to the following patient classes

- High Society Women and Men
- Baby Boomers
- Gen-Xers
- Burn and accident victims
- Other

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PRODUCTS/PROCEDURES/SERVICES:

Injectables:

- BOTOX
- DYSPORT
- Juvederm
- Sculptra
- Restylane

CoolSculpting:

- Fat Sculpting

Laser:

- Candela CO2RE Intma
- Fractional CO2-CO2RE-Fraxel
- Hair Removal Cutera Excel HR
- Vein & Vascular Cool Glide
- Tattoo Removal
- Laser Genesis
- Photo Facial IPL-Photo Genesis
- Brown Spots- Spectra
- Toenail Fungus-Genesis

Hair Restoration:

- Hair-Loss Treatments Overview
- Alma TED
- Laser Cap
- PRP
- Topical Products

Derma Aesthetic:

- Skin Cancer Diagnosis and Treatment
- Mole Removal
- Skin Tag Removal
- Lump and Bump Removal
- Ingrown Toenail Treatment
- Wart Treatment
- Earlobe Repair

Skin Care:

- Latisse
- Obagi
- Private Label Products

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A. SET UP AND MANAGEMENT

The business utilizes several vendors including Allergan, Galderma, Patient Now, and Harry Schein. The practice's only form of advertisement is its website as it has not needed to advertise beyond that due to its reputation and word of mouth. As a result of the referral based business, this practice has no sales staff.

The Practice has four overall areas of operation:

- **Operational Oversight and Management:** President is responsible for the overall functioning of the practice. Second in command is the Office Coordinator. Additionally, the practice employs a part-time medical assistant.
- **Scheduling and Coordination:** The scheduler performs the scheduling and coordination duties on a full-time basis and has been with the company for 19 years.
- **Treatment**
- **Administrative and Accounting:** This practice has internal invoicing and employs an outside accountant too

The Company is not a defendant in any material litigation, nor is management aware of any material claims pending or which may be asserted against the Company. Inventory consists of laser and related skincare products estimated to be \$20,000. All equipment is owned and will be transferred free of debt.

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Area of Business and Competition

This med spa's competitors are single practice physicians as well as regional and medical groups.

OPERATING CAPITAL REQUIREMENTS

Estimate 90 days overhead-\$300,000, including Rent.

INVENTORY

Inventory consists of laser related and skincare products estimated amount of \$20,000

FIXTURES AND EQUIPMENT

All equipment is owned and will be transferred free of debt. The estimated Fair Market or Current Replacement Estimated Value (Per Owner) is listed Below:

Machine Types:	Estimated FMV:
Cutera XL- 6 years old	\$ 35,000
Syneron/Candela fractional laser 7 years old	\$ 30,000
ZimmerChiller-Add on Unit	\$ 3,000
Coolsculpting 2 units and hand pieces5yrs old	\$ 40,000
Lutronic spectra Q-switch 14yrs old	\$ 15,000
Total	\$123,000

Estimated Fair Market Values:

Medical Equipment:	\$123,000
Medical Devices	\$ 17,000
Office Furniture & Equipment	\$ 15,000
Total Estimated Value	\$155,000

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EBITDA/SDE

	Year Ended	Year Ended	Year Ended
	12/31/2021	12/31/2022	12/31/2023
Sales	\$1,854,639	\$1,920,180	\$1,376,688
Net Profit (Before Taxes):	\$92,960	\$24,433	\$406,576
EBITDA Adjustments:			
Amortization	\$0	\$0	\$0
Depreciation	\$9,050	\$0	\$177,694
Interest	\$26,497	\$25,792	\$23,608
Income Taxes	\$800	\$800	\$800
EBITDA:	-\$56,613	\$51,024	-\$204,475

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SDE-Seller's Discretionary Earnings Adjustments:	Year Ended 12/31/2021	Year Ended 12/31/2022	Year Ended 12/31/2023
Auto-Expense-Owners	\$6,052	\$4,254	\$5,713
Consulting / Payroll - Family	\$21,707	\$28,402	\$64,014
Life insurance premiums on officers	\$0	\$0	\$0
Medical insurance on officers	\$16,000	\$16,500	\$16,750
Meals and entertainment, travel for officers	\$4,569	\$7,467	\$14,978
Officer's Salaries	\$179,500	\$100,000	\$143,500
Payroll Taxes-Officer's Salaries @ 10% of Salaries	\$17,950	\$10,000	\$14,350
Personnel Moving to Part Time	\$12,348	\$16,151	\$0
Second Office (No Longer Rented s of 1/31/23)	\$77,917	\$39,940	\$3,548
COVID Relief (PPP, EIDL, SBA Grant)	\$0	\$0	\$0
Paid-off ff Lease Equipment	\$4,152	\$0	\$0
Retirement-401k	\$77,938	\$109,588	\$356,013
Total Adjustments	\$418,133	\$332,302	\$618,867
SDE:	\$361,520	\$383,327	\$414,392
Estimated PA replacement	\$ (137,500)	\$ (90,000)	\$ -
Revised EBITDA	\$224,020	\$293,327	\$414,392

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