

## CONFIDENTIAL BUSINESS OFFERING

### ESTABLISHED WEIGHT LOSS CLINIC, MEDICAL SPA and GENERAL PRACTICE DALLAS, TX

#### Description of business

Founded in 2015, this renowned medical practice began with zero patients and a strong entrepreneurial vision. The owner, an established medical doctor, sought to create an independent practice that reflected a personal philosophy of patient care. After relocating from New York to Texas, they briefly joined an existing clinic, but quickly realized a desire to pursue a more hands-on, procedure-oriented style of medicine in a setting she could fully shape.

Since its inception, the practice has experienced remarkable growth—expanding from no patient base to over 20,000 charts documented in the EMR system, and from a single staff member to a team of six employees. The founder also secured ownership of the real estate housing the clinic. The practice maintains an unblemished compliance record, with no issues involving regulatory agencies and no history of litigation.

This established practice offers new owners a solid foundation as it has been featured in Living Magazine and nominated for Best of Denton County, highlighting its reputation and strong community presence.

The current owner have decided to sell the practice due to health reasons and an upcoming relocation. She is dedicated to providing up to 3 months of training post-sale to ensure a smooth transition and continued operational success. Following the acquisition, the new owner will be required to obtain a sales permit, medical license, and laser certification to fully operate the business and finalize the transfer process.

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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### Products & Services:

SERVICES	DESCRIPTION	2024 Revenues	% of Sales
Weight Loss	Semaglutide, GLP-1 etc.	\$466,231	41%
Medical Spa	Injectables, Lasers etc.	\$362,541	32%
Primary Care	Check ups, annuals, etc.	\$306,248	27%

### Employee/personnel/payroll:

The practice is supported by a part-time nurse practitioner, an aesthetician, a front desk staff member, and three consultants, with clinical leadership and oversight provided by the owner, who also serves as the attending physician. Full-time employees are entitled to 5 days of paid time off (PTO) each year as a benefit.

### Clients

The clinic has consistently managed a steady flow of patients, currently overseeing 15-20 patients a day. This impressive daily volume reflects the practice's strong growth and the founder's commitment to delivering personalized, hands-on care.

The clinic has also established membership-based contractual relationships, further solidifying its long-term connection with patients while ensuring stability and predictability in its revenue stream.

### Ownership info

The clinic is structured as an S Corporation, with the salaries of both the owner and staff included in the payroll expenses.

The owner is also the medical director of the practice. Owner works approximately 3 days per week managing the practice.

### Billings/collection/revenue sources

The majority of collections for weight loss and med spa is cash.

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The general practice accepts most major insurance. The systems in place to manage healthcare receivables include healthcare payables, healthcare financing options such as CareCredit and Cherry Payments, as well as major commercial insurance, Medicaid, and Medicare.

YEAR	ANNUAL REVENUE	ANNUAL PROFIT / EBITDA
2025 (First Quarter)	\$ 223,826	–
2024	\$ 1,135,021	\$ 333,200
2023	\$ 1,322,000	\$ 243,669

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### Equipment

The clinic is outfitted with well-maintained medical equipment, including the GentleMax Pro Candela, SkinPen, SculpSure, and an EKG machine, and provides a range of injection services, including Botox.

The facility also offers diagnostic lab services such as blood tests (collected and sent to external laboratories), in-office drug screening, and flu/strep testing, as well as EKG monitoring. In addition, the clinic delivers comprehensive preventive healthcare services, including vaccinations, physical exams, etc.

### Marketing:

The clinic's marketing strategy for attracting new customers includes Google, social media, and magazine ads. It currently maintains strong alliances with local ERs and is a member of the Chamber of Commerce.

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### Facilities:

The clinic operates Monday through Friday from 9 AM to 5 PM, with additional availability on select Saturdays by appointment.

Real Estate: Rents and terms of lease and sale

The property housing the clinic is owned by the owner. The new owner will have the option to enter into a lease agreement for continued use of the premises.

The clinic features 8 rooms and ample parking, offering a well-equipped and accessible environment for patients and staff. The building is a 2 story facility with elevator access with approximately 8,200 square feet.

The first floor is approximately 6,305 square feet. The second floor is approximately 1,897 square feet.

The practice can be operated on the second floor and owner will lease the premises at \$2.50/ft including NNN. Total monthly rent \$4,742/month.

The building is available for sale for \$2.2M.

### Areas of opportunity:

The owner recommends expanding marketing efforts by incorporating TikTok ads and joining various Facebook groups to enhance visibility and community engagement. Additionally, there is significant potential to grow the practice by introducing new services such as fractional lasers and hair transplant procedures.

IV hydration has been introduced but is not a significant source of income. The practice also has a membership program but owner has not aggressively marketed the services, leaving additional opportunities for the new owner.

For more information, contact us at [Info@pacificrb.com](mailto:Info@pacificrb.com). Proof of funds required for additional information.

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