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Award Winning High Volume Med Spa in Tennessee

PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION



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Description of business

This Aesthetic center opened their doors in 2010. This business is located in a high-income, highly desirable live, work, dine and entertain neighborhood at the heart of Nashville, Tennessee.

Surrounded with locally-owned restaurants and retailers; a large community square with live entertainment and events; architecturally rich, newly constructed and custom homes; professional and medical office and opportunities galore for starting and operating your own business.

The location is the destination for locals looking for a new kind of dining, shopping and entertainment experience.

Services include:

Neurotoxin, Filler, Lasers, Chemical Peels, HydraFacial, Hair Restoration, Wellness, Retail Skincare, IV Infusion

Product & Services breakdown and Revenue Potential

The breakdown of services is as follows:

- Fillers – 400%
- Neurotoxins – 30%
- Lasers/Aesthetics – 20%
- Retail - 10%

Billing/Collection/Revenue Scores

All sales are cash. No healthcare provider plan or insurance accepted.

Business has over 4600 medical records on file through Meevo.

Ownership info

The business ownership is an S-corporation and stock is solely owned by the Owner. Current business model and success is reliant on the skills and knowledge of the Practice Manager and team members. Owner stepped away from day to day oversight over a year ago. Owner is currently working 2 days per week.

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Patient Demographics

Target Market: Female, 30-55 years of age, educated, employed, disposable income, median household income of \$200,000.

6500+ total patients in 2022. Almost 500 are new patients.

Equipment

- Radio Frequency Microneedling
- Exosomes
- 2 Hydrafacials
- Laser Hair Removal
- Skin Pen

Software/System

- Meevo
- Constant Contact
- Text Request
- APEX

Policies, Procedures, Continuous trainings and Implementation manuals are already in place.

Additional Revenue Sources

A purchaser could improve sales performance through scaling the business. Body Sculpting & Advanced Facial Restoration lases could increase sales performance exponentially.

New owner can also adjust hours and open until later hours to capture the after office professional crowd.

Facility:

Hours of operation are as follows:

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9:00 – 5:00	9:00 – 5:00	9:00 – 5:00	9:00 – 5:00	9:00 – 4:00	9:00-2:00

The facility is 1500 sq. ft. Retail lobby is 20%, treatment rooms 50%, offices and break room 10%. Facility is not fully utilized and has space for expansion.



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Revenue and Profit (per seller profit & loss statements)

Buyer to confirm all numbers and advised to hire CPA to review all financials

	2021	2022
Annual Revenue	\$ 1,903,255	\$ 2,760,353
SDE/Net Profit	\$ 653,340	\$ 919,652