

CONFIDENTIAL BUSINESS OFFERING

Renowned Beauty Center & Medical Spa Scottsdale, AZ

Description of business

This premier Scottsdale, AZ medical spa offers luxury, non-surgical aesthetic treatments that enhance natural beauty, restore confidence, and support overall wellness. Known for exceptional patient care, natural-looking results, and tailored treatment experiences, the clinic has become a trusted name in advanced medical aesthetics.

Founded in 2022 with a shared commitment to patient-centered care, the founders blended clinical artistry with strategic business expertise to build a top-ranking practice. Their combined strengths in medical excellence and operational leadership have made the clinic a go-to destination for cutting-edge aesthetic and wellness services.

Since opening, the clinic has experienced significant growth and industry recognition, with annual revenue rising from \$525,000 in 2023 to \$1.7 million in 2024—a reflection of both service quality and patient loyalty. Starting with one injector, the practice has grown to a team of three full-time injectors and a certified laser technician, expanding offerings, reducing wait times, and meeting increasing demand.

While expansion has brought higher overhead from staffing, advanced technology investments, and operational scaling, these strategic decisions have boosted service capacity, enhanced patient experience, and positioned the business for long-term growth and profitability.

Led by a nationally recognized injector and trainer, the team is celebrated for its artistry, precision, and unwavering dedication to safety and education. The clinic is also a proud Member of the American Spa Association, underscoring its commitment to excellence and industry standards.

Products & Services:

The breakdown of services is as follows:

PRODUCTS/SERVICES	Description	Sales
Injectables	Expertly administered neurotoxins and dermal fillers to smooth lines, restore volume, and refine facial contours.	50%
Laser Treatments	Advanced technology for skin rejuvenation, pigmentation correction, hair removal, and overall skin health.	35%
Wellness Services	Holistic offerings such as hormone optimization, vitamin therapy, and other treatments designed to support beauty from the inside out.	15%

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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Employee/personnel/payroll:

Title/Position	FT/PT	# of Years	Wage/Salary
1 Laser Technician	FT	1.5years	NET 60/40
1 NP Aesthetic Injector	FT	1year	NET 70/30
1 RN Aesthetic Injector	FT	1month	\$40/HR + 10% Gross Commision
1 Medical Assistant	FT	1.5years	\$26/hr
1 Front Desk	FT	3months	\$18/hr

Ownership info

Structured as an S Corporation, the business is managed by two owners—Owner 1 oversees clinical operations and patient care, while Owner 2 handles directing business administration, finance, compliance, and strategy. This division ensures both the medical and business functions are run with exceptional professionalism. Owner 1 currently work 30–40 hours per week, with duties that can be delegated to qualified staff. Owner 2 works 1 day per week on this business. The sale is driven solely by personal and lifestyle factors, not business performance. One owner resides full-time in California, making travel to Arizona challenging, while the other wishes to devote more time to her young son. The practice remains healthy, profitable, and positioned for continued growth under new ownership.

The fair replacement annual salary for an officer/owner role is estimated at \$100,000. To support a smooth transition, one shareholder has committed to remaining as an employee for 1–2 years post-sale, helping to retain the client base and maintain operational continuity.

Billing & Collections

The clinic currently maintains 2,229 active client charts and serves approximately 200–250 clients per week.

All payables and receivables are managed directly by the owner, with no outstanding healthcare payables or financing obligations.

Operations utilize the Zenoti electronic medical records (EMR) system, ensuring efficient scheduling, client management, and record-keeping.

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Annual Revenues and Profits:

	2025	2024	2023
Annual Revenue	On track to hit \$2.2M	\$1.7M	\$525K
Net Profit/SDE	On track to net \$630k	\$395,553	Transition to Brick & Mortar

+++ 2025 tax returns not completed and higher SDE can be expected.

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 industry-leading devices, including Sciton and Cynosure laser systems, enabling a wide range of high-demand treatments such as skin resurfacing, hair removal, pigmentation correction, and vascular therapy. These advanced technologies enhance service quality, improve treatment outcomes, and position the clinic competitively in the medical aesthetics market.

Marketing:

Current Marketing for New Customers

The practice currently acquires new clients through its website and an active social media presence on Instagram and Facebook. These channels highlight treatment results, promote special offers, and educate potential patients about services, helping to maintain brand awareness and attract individuals interested in advanced medical aesthetics. Regular posting and audience engagement have established a solid online following and a consistent flow of new client inquiries.

Hours of operation

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
9AM-6PM	9AM-6PM	9AM-6PM	9AM-6PM	9AM-6PM	CLOSED	CLOSED

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Facilities

Lease Terms & Facility Highlights

- Lease Term: Expires 10/1/28
- Monthly Rent (including CAM/NNN): \$5,454.80
- Square Footage: 1,800 sq. ft.
- Location: Prime, high-visibility site in a desirable, high-traffic area with proximity to major shopping and lifestyle destinations.

Strengths:

The practice has developed a loyal base of repeat clients who value the consistent quality and proven results of its treatments. By delivering a personalized, luxury experience that exceeds expectations, the team fosters trust and long-term relationships, ensuring clients return for their aesthetic needs time and again.

Areas of opportunity:

A key growth opportunity for a new owner lies in investing in professional SEO marketing. Enhanced SEO would increase organic website traffic, generate more qualified leads, and improve conversion rates, offering a high return on investment. With the clinic's strong reputation, advanced equipment, and comprehensive service menu, targeted SEO efforts could accelerate revenue growth and solidify market leadership.

For more information, contact us.

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Profit and Loss
January - June, 2025

	TOTAL
Income	
Service/Fee Income	1,172,047.96
Total Income	\$1,172,047.96
Cost of Goods Sold	
Cost of Goods Sold	279,180.25
Total Cost of Goods Sold	\$279,180.25
GROSS PROFIT	\$892,867.71
Expenses	
1099	220,531.25
Advertising/Promotional/Marketing	42,659.23
Bank Charges	1,436.95
Insurance	
Insurance - Medical Liability	27,904.00
Medical / Health Insurance	19,001.16
Total Insurance	46,905.16
Interest Paid	12,589.30
Lab	1,683.80
Legal & Professional Fees	
Accounting	1,200.00
Professional Fees	134,000.00
Total Legal & Professional Fees	135,200.00
Licenses and Permits	530.00
Meals	2,031.11
Office Furniture	248.88
Office/General Administrative Expenses	9,955.79
Medical Supplies	42,328.96
Office Supplies	10,842.70
Software	12,111.73
Total Office/General Administrative Expenses	75,239.18
Other Business Expenses	6,920.00
Payroll Expenses	
AZ SUI Employer-1	477.95
FUTA Employer-1	84.34
Medicare tax-1	203.83
Officer Compensation	4,000.00
Social security tax-1	871.56
Taxes	5,183.70
Taxes Payroll	15,695.02
Training	6,656.00
Wages	72,202.42
Total Payroll Expenses	105,374.82

[REDACTED]

Profit and Loss
January - June, 2025

	TOTAL
Reimbursable Expenses	800.00
Rents and/or Lease	70,095.78
Repair & Maintenance	2,610.00
Shipping, Freight & Delivery	1,771.01
Travel	2,663.57
Utilities	170.00
Cleaning	4,420.00
Electricity/Power	1,282.10
Gas	829.76
Internet	2,087.08
Security Services	671.66
Telephone	935.87
Uniforms	1,424.50
Waste	972.87
Water Service	878.10
Total Utilities	13,671.94
Total Expenses	\$742,961.98
NET OPERATING INCOME	\$149,905.73
Other Income	
Settlement Received - Loss	11,075.00
Total Other Income	\$11,075.00
NET OTHER INCOME	\$11,075.00
NET INCOME	\$160,980.73

\$316,263

Form 1120-S

U.S. Income Tax Return for an S Corporation

OMB No. 1545-0123

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.

2024

For calendar year 2024 or tax year beginning, 2024, ending, 20

A S election effective date

B Business activity code number (see instructions)

C Check if Sch. M-3 attached

TYPE OR PRINT

Name

Number, street, and room or suite no. If a P.O. box, see instructions.

City or town, state or province, country, and ZIP or foreign postal code

D Employer identification number

E Date incorporated

F Total assets (see instructions)

G Is the corporation electing to be an S corporation beginning with this tax year? See instructions.

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

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	1 a	Gross receipts or sales	1,791,679	b Less returns and allowances		c Balance	1 c	1,791,679
	2	Cost of goods sold (attach Form 1125-A)					2	709,028
	3	Gross profit. Subtract line 2 from line 1c					3	1,082,651
	4	Net gain (loss) from Form 4797, Part II, 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	1,082,651
Deductions (see instructions for limitations)	7	Compensation of officers (see instructions - attach Form 1125-E)					7	44,935
	8	Salaries and wages (less employment credits)					8	155,347
	9	Repairs and maintenance					9	1,598
	10	Bad debts					10	
	11	Rents					11	112,558
	12	Taxes and licenses			Wks. Tax/Lic		12	28,337
	13	Interest (see instructions)					13	73,431
	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	10,598
	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)			Statement #2		20	325,251
	21	Total deductions. Add lines 7 through 20					21	752,055
	22	Ordinary business income (loss). Subtract line 21 from line 6					22	330,596
Tax and Payments	23 a	Excess net passive income or LIFO recapture tax (see instructions)	23a				23c	Total add backs \$395,553 not factoring in insurance of \$34k.
	b	Tax from Schedule D (Form 1120-S)	23b					
	c	Add lines 23a and 23b (see instructions for additional taxes)						
	24 a	Current year's estimated tax payments and 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 2025 estimated tax			Refunded	28			

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

Paid Preparer Use Only

Print/Type preparer's name
Firm's name
Firm's address

Preparer's signature
Huntington Beach CA 92649

Date
07-27-2025

Check if self-employed
PTIN

Phone no.

For Paperwork Reduction Act Notice, see separate instructions. Form 1120-S (2024)

Federal Supporting Statements

2024 PG01

Name(s) as shown on return

Tax ID Number

Form 1120S - Line 20 - Other Deductions

Statement #2

Description	Amount
Bank Charges	974
Fuel	1,219
Insurance	34,214
Internet	3,826
Janitorial	9,276
Legal and Professional Add back \$10k	15,963
50% Meals	6,240
Office Expense	25,986
Outside Services/Sub Contractors Providers??	125,828
Postage/Shipping	7,027
Security	3,223
Telephone	1,683
Tools	3,893
Travel	2,563
Uniforms	462
Utilities	7,136
Waste Removal	875
Lab	3,214
Reimbursable Expense	71,649
Total	325,251

Schedule K - Line 17d - Other Items

PAGE 1

Statement #18

Description	Amount
Gross receipts for sec. 448(c)	1,791,679

Schedule K - Line 16c - Nondeductible Expenses

PG01

Statement #16c

Description	Amount
Meals	6,239
Total	6,239