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DRE# 02023864

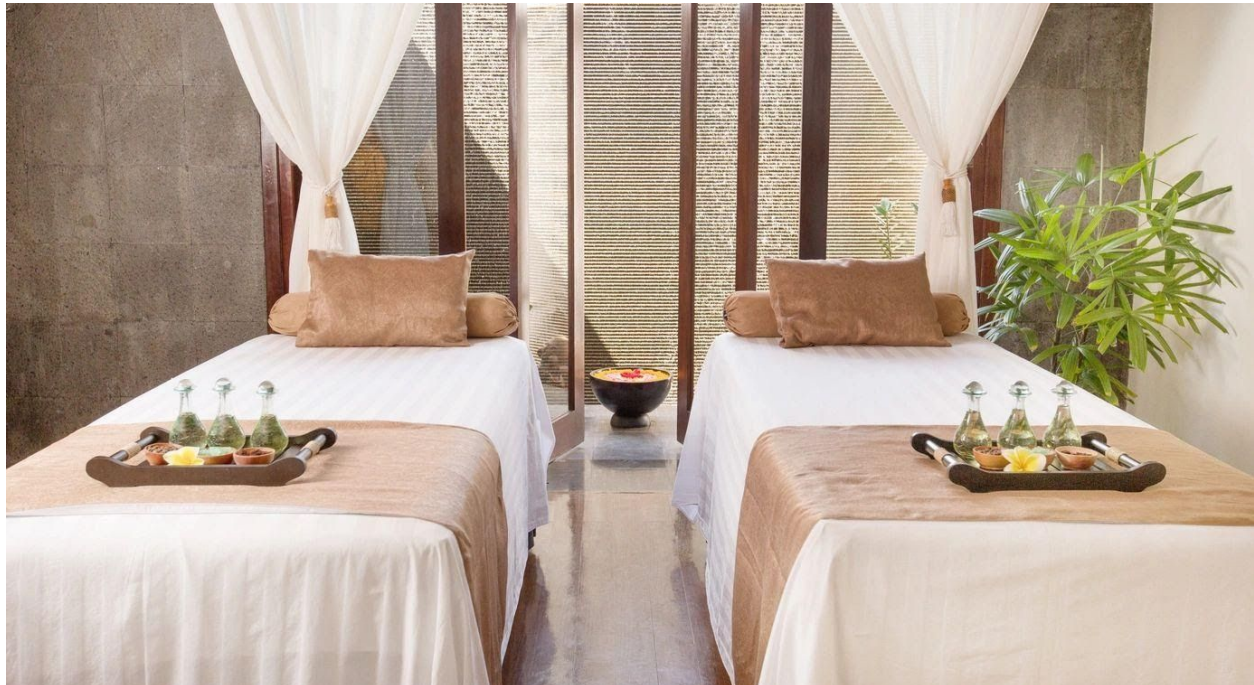


## CONFIDENTIAL BUSINESS OFFERING

### #20564JD High Volume Medical Spas Serving Coastal San Diego-

#### 2 Locations

PROPRIETARY AND CONFIDENTIAL INFORMATION



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.



## CONFIDENTIAL BUSINESS OFFERING

### Description of business

Upscale Medical Spa proudly serving the San Diego area since 2012. As a top ranked medical spa, their core beliefs include, customer satisfaction, safety and training. Since 2012, the med spas have continually grown their team and services with over 5,000 happy clients and 10,000 treatments performed. These top-rated med spas have reached **top 250 status** ranking with their two San Diego locations in the top 1%, as a trusted strategic partner with Allergan, a world leading biopharmaceutical company.

Med Spa services include:

- ❖ Lip fillers | Injectables | Botox | Juvederm | Restylane Lyft | Dysport | Xeomin | Kybella | Trusculpt | Laser treatments face & body | Laser hair removal | Vascular treatments | IPL (Photofacial) | Body Sculpting | Trusculpt | Chemical peels | Dermaplaning

The highly trained staff has over 30 years of experience in medical aesthetics and skin care industry.

### History

This medical aesthetics and skin care spa opened their doors in 2012 serving an affluent area of the San Diego area. With a team of over 30 years of experience in medical aesthetics and skin care, these medical spas are the experts to turn to when considering the latest state of the art aesthetic procedures. Their loyal clientele come from all over the world for body treatments procedures, injectables, lip fillers, sculpting, chemical peels, and laser skin treatments.

### Employee/personnel/payroll

The medical staff consist of 1 physician, 1 physician's assistance, 1 nurse practitioner, 5 registered nurses with over 30 years of experience in medical aesthetics and skin care.

Title/Position	PT/FT/I	Wage/Salary	Yr.
Manager	FT	\$90,000	year
Operations Mgr.	FT	\$60,000	year
Sales Mgr.	FT	\$90,000	year

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Admin.	FT	Avg. \$27	hour
Admin	PT	Avg. \$21	hour
RN	FT	\$100,000	year

### Ownership info

The business ownership is an S-corporation with a management agreement. The majority of stock must be owned by a California licensed physician.

2 of the owners are active in the business as follows:

Owner 1: Licensed medical doctor. Oversees medical procedures but does very minimal work (2-4 hours per week). Highly trained staff does most of the procedures.

Owner 2: Husband and wife team.

-Husband is active in accounting and administrative functions. Works approximately 10 hours per week in the business.

-Wife works as head nurse and manager. Most of her work is from home and in contact with staff via phone and computer. This function takes approximately 30-40 hours per week. Additionally, she also meets with employees and treats clients in office. This function takes approximately 10-15 hours per week.

Current Owner(s)	Years Owned	% Owned	Primary Duties
Owner #1	8	51	Medical Director

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Owner #2	8	49	Overall Manager

### Billings/collection/revenue sources

Business has no account receivables or payables and healthcare financing is provided by Care Credit. Majority of the client transactions are all cash.

### Equipment

Equipment includes state-of-the art equipment in excellent condition, worth over \$500k, including but not limited to:

Equipment List	QTY
Clear + Brilliant	1
Secret RF Radio Frequency	1
TruSculpt	2
Cutera Xeo	1
Palomar starlux	2
Cutera Coolglide	2

### Products & Services breakdown:

The breakdown of services is as follows:

Product/Service	Sales%
Botox	40
Fillers	25
Lasers	20

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Body Contouring	10
Skincare Products	5

These Spa's have an opportunity for growth through expansion of products and services, including adding subscriptions services.

### Annual Combined Revenue and Profit for both locations (per seller tax returns):

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

	2018	2019	2020
Annual Revenue	\$ 3,437,850	\$ 3,809,304	\$ 2,875,316
SDE/Net Profit	\$ 1,137,922	\$ 1,143,445	\$ 992,309

Year 2019 net reflects capital improvements completed and is a 1 time cost, hence lower profit while higher sales in 2019.

The business was closed from March 18 through May 18, 2020 due to pandemic. (Buyer to verify ALL financials).

### Marketing:

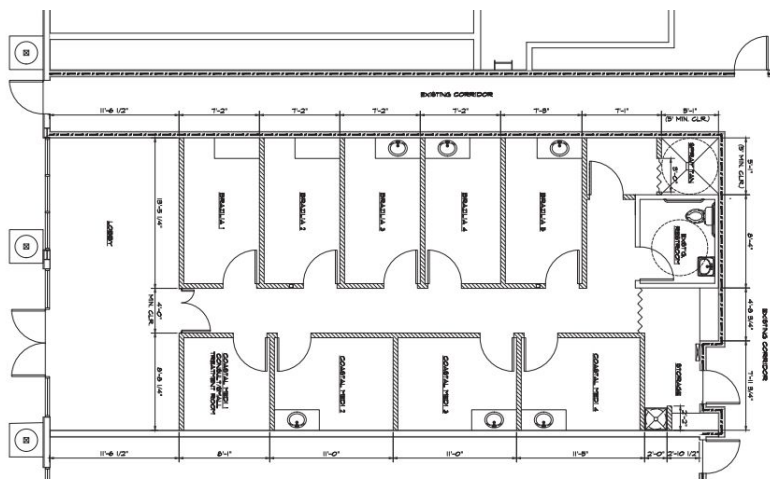
Currently marketing of the Medical Spas are mainly through social media platforms: Instagram, Facebook, and Google. The loyal clientele base is through referrals and word of mouth.

### Facilities: hours of operation, location, size, rent, terms of lease

Hours of operation are 9:30 AM to 5 PM, Monday - Saturday.

Facility (A) is 1,700 sq.ft. with 9 exam rooms with a total Rent of \$11,000. Lease ends 9/2024 with 5 year lease options.

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**PACIFIC RELIANCE**  
MEDICAL SECTOR BUSINESS BROKERS

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## Profit and Loss

January - December 2020

	<b>Total</b>
<b>Income</b>	
Brilliant Connections Website	13,074.25
Brilliant Distinctions Reimbursement	170,282.79
Care Credit Sales (Patient Financing)	286,464.71
CARES ACT PPP	207,306.00
Customer Cash Refunds	-10,300.79
Rent Income	4,000.00
Sales	2,411,795.40
TI Payback from Landlord	50,910.00
<b>Total Income</b>	<b>\$ 3,133,532.36</b>
<b>Cost of Goods Sold</b>	
Supplies & Materials - COGS	879,470.90
<b>Total Cost of Goods Sold</b>	<b>\$ 879,470.90</b>
<b>Gross Profit</b>	<b>\$ 2,254,061.46</b>
<b>Expenses</b>	
Advertising	44,346.46
Automobile Repair	500.00
Bank Charges	170.56
Charity	5,440.69
Commissions & fees	828.96
Country Club	14,032.99
Dues & Subscriptions	1,088.70
Fuel	635.89
Insurance	25,790.06
Interest Expense	2,067.24
Legal & Professional Fees	11,591.00
Meals and Entertainment	2,718.49
Office Expenses	18,338.84
Other General and Admin Expenses	16,206.67
Owner Disbursements	

Owner Disbursement - Owner 1		49,385.89
Owner Disbursement - medical director		66,007.41
<b>Total Owner Disbursements</b>	<b>\$</b>	<b>115,393.30</b>
Payroll Expenses (Net Paychecks)		536,509.16
Owner Payroll - (Net Paychecks)		50,667.86
<b>Total Payroll Expenses (Net Paychecks)</b>	<b>\$</b>	<b>587,177.02</b>
Payroll Taxes (Including Owner)		274,255.34
Medical Mgt. LLC		
Bonus		573,000.00
Equipment Lease		76,800.00
Management Fee		120,000.00
<b>Total Medical Mgt. LLC</b>	<b>\$</b>	<b>769,800.00</b>
Rent		221,036.79
Repair & Maintenance		21,513.47
Retirement Account		41,658.19
Sales Tax		11,334.64
Shipping and Delivery		1,079.89
Supplies and Cleaning		25,494.46
Taxes & Licenses		6,623.41
Training		1,500.00
Utilities		25,903.31
<b>Total Expenses</b>	<b>\$</b>	<b>2,246,526.37</b>
<b>Net Operating Income</b>	<b>\$</b>	<b>7,535.09</b>
<b>Net Income</b>	<b>\$</b>	<b>7,535.09</b>

## Profit and Loss

January - December 2019

	<b>Total</b>
<b>Income</b>	
Brilliant Connections Website	5,633.40
Brilliant Distinctions Points	178,040.00
Care Credit	361,048.28
Customer Cash Refunds	-15,367.02
Sales	3,256,479.61
Unapplied Cash Payment Income	23,470.00
<b>Total Income</b>	<b>\$ 3,809,304.27</b>
<b>Cost of Goods Sold</b>	
Supplies & Materials - COGS	1,073,299.21
<b>Total Cost of Goods Sold</b>	<b>\$ 1,073,299.21</b>
<b>Gross Profit</b>	<b>\$ 2,736,005.06</b>
<b>Expenses</b>	
Advertising	14,058.77
Bank Charges	1,191.02
Charity	6,222.72
Country Club	15,812.89
Fuel	1,287.63
Insurance	26,644.18
Legal & Professional Fees	3,713.50
Meals and Entertainment	13,363.90
Office Expenses	12,374.16
Other General and Admin Expenses	37,861.72
<b>Owner Payments</b>	
Owner Payments - Owner MD	82,956.97
<b>Total Owner Payments</b>	<b>\$ 82,956.97</b>
Payroll Expenses	737,996.04

<b>Payroll Taxes</b>		368,073.47
<b>Prepaid Rent</b>		10,538.37
<b>Medical Mgt. LLC</b>		
<b>Bonus</b>		897,500.00
<b>Equipment Lease</b>		76,800.00
<b>Management Fee</b>		120,000.00
<b>Total Medical Mgt. LLC</b>	<b>\$</b>	<b>1,094,300.00</b>
<b>Rent</b>		171,830.69
<b>Repair &amp; Maintenance</b>		15,154.80
<b>Retirement Account</b>		25,558.95
<b>Sales Tax</b>		14,860.00
<b>Security deposit</b>		21,076.74
<b>Shipping and Delivery</b>		894.68
<b>Supplies</b>		2,119.51
<b>Supplies and Cleaning</b>		7,308.61
<b>Taxes &amp; Licenses</b>		2,417.22
<b>Travel</b>		5,533.56
<b>Utilities</b>		22,406.91
<b>Total Expenses</b>	<b>\$</b>	<b>2,715,557.01</b>
<b>Net Operating Income</b>	<b>\$</b>	<b>20,448.05</b>
<b>Net Income</b>	<b>\$</b>	<b>20,448.05</b>

## Profit and Loss

January - December 2018

	<b>Total</b>
<b>Income</b>	
Brilliant Connections Website	5,369.40
Brilliant Distinctions Points	187,580.00
Customer Cash Refunds	-2,175.58
Sales	3,247,074.57
<b>Total Income</b>	<b>\$ 3,437,848.39</b>
<b>Cost of Goods Sold</b>	
Supplies & Materials - COGS	1,043,847.85
<b>Total Cost of Goods Sold</b>	<b>\$ 1,043,847.85</b>
<b>Gross Profit</b>	<b>\$ 2,394,000.54</b>
<b>Expenses</b>	
Advertising	8,422.72
Automobile Insurance	163.25
Bank Charges	1,158.44
Charity	2,699.00
Country Club	20,385.59
Fuel	1,842.66
Insurance	27,485.73
Legal & Professional Fees	14,807.50
Meals and Entertainment	16,412.45
Office Expenses	25,176.07
Other General and Admin Expenses	34,120.24
<b>Owner Payments</b>	
Owner Payments - Owner	70,098.09
Owner Payments - Owner MD	72,959.24
<b>Total Owner Payments</b>	<b>\$ 143,057.33</b>
<b>Payroll Expenses</b>	<b>599,132.22</b>

Payroll Taxes		312,962.77
Penalties & Settlements		4,975.00
Medical Mgt. LLC		
Bonus		760,000.00
Equipment Lease		76,800.00
Management Fee		120,000.00
Total Medical Mgt. LLC	\$	<b>956,800.00</b>
Rent		123,262.87
Repair & Maintenance		19,482.45
Shipping and Delivery		137.82
Stationery & Printing		180.75
Supplies		1,392.95
Taxes & Licenses		15,225.42
Training		1,000.00
Travel		15,641.24
Utilities		18,191.34
Total Expenses	\$	<b>2,364,115.81</b>
Net Operating Income	\$	<b>29,884.73</b>
Other Expenses		
Miscellaneous		0.00
Total Other Expenses	\$	<b>0.00</b>
Net Other Income	\$	<b>0.00</b>
Net Income	\$	<b>29,884.73</b>

## Profit and Loss

January - December 2017

	<b>Total</b>
<b>Income</b>	
Brilliant Distinctions Points	153,441.30
Customer Cash Refunds	-5,950.53
Galderma Points	40.00
Sales	2,486,735.01
<b>Total Income</b>	<b>\$ 2,634,265.78</b>
<b>Cost of Goods Sold</b>	
Supplies & Materials - COGS	803,658.82
<b>Total Cost of Goods Sold</b>	<b>\$ 803,658.82</b>
<b>Gross Profit</b>	<b>\$ 1,830,606.96</b>
<b>Expenses</b>	
Advertising	4,692.66
Automobile Insurance	2,024.00
Automobile Lease	8,821.60
Bank Charges	972.80
Charity	4,366.50
Commissions & fees	588.60
Contractors	14,700.00
Country Club	16,691.97
Fuel	872.19
Insurance	20,555.67
Legal & Professional Fees	15,836.30
Meals and Entertainment	11,651.37
Office Expenses	6,512.32
Other General and Admin Expenses	22,566.44
Owner Payments	
Owner Payments - Owner	56,408.66

Owner Payments - Owner MD		58,711.05
<b>Total Owner Payments</b>	<b>\$</b>	<b>115,119.71</b>
Payroll Expenses		445,989.61
Owner Payroll - Owner		42,467.61
<b>Total Payroll Expenses</b>	<b>\$</b>	<b>488,457.22</b>
Payroll Taxes		278,200.80
<b>Medical Mgt. LLC</b>		
Bonus		515,000.00
Equipment Lease		76,800.00
Management Fee		120,000.00
<b>Total Medical Mgt. LLC</b>	<b>\$</b>	<b>711,800.00</b>
Rent		36,600.00
Repair & Maintenance		3,956.00
Shipping and Delivery		161.39
Stationery & Printing		196.64
Supplies		273.02
Taxes & Licenses		9,992.89
Training		2,897.00
Travel		10,449.91
Utilities		13,847.18
<b>Total Expenses</b>	<b>\$</b>	<b>1,802,804.18</b>
<b>Net Operating Income</b>	<b>\$</b>	<b>27,802.78</b>
<b>Other Expenses</b>		
Miscellaneous		59.00
Reconciliation Discrepancies		0.00
<b>Total Other Expenses</b>	<b>\$</b>	<b>59.00</b>
<b>Net Other Income</b>	<b>-\$</b>	<b>59.00</b>
<b>Net Income</b>	<b>\$</b>	<b>27,743.78</b>

