



# **International Franchise Group Anti Aging Solutions Investment Opportunity**

FY2020-FY2022 Forecast

Original Forecast



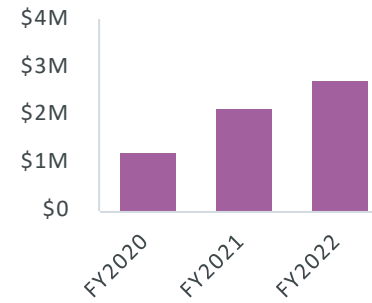
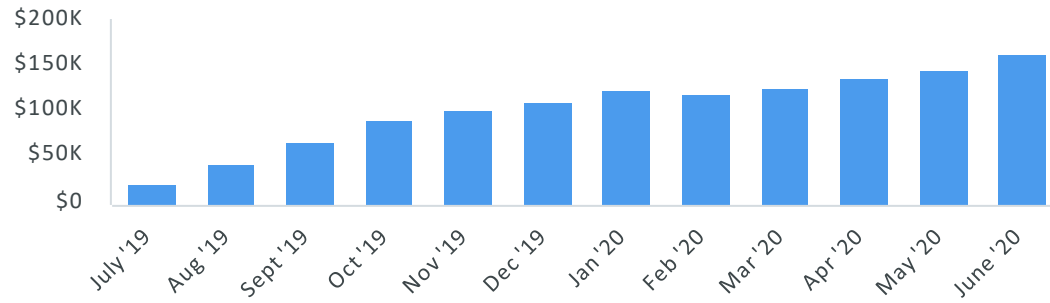
## **The Beauty of the Investment**

If you're thinking about becoming an investor in the beauty industry, there's never been a better time. This is an unprecedented opportunity to enter the health and beauty industry. Our company combines health, wellness, beauty, and anti aging services all under one roof. The anti-aging and wellness industry continues to grow year after year, so it's time to seize the moment and capitalize on that explosive growth while helping people look and feel their best.

As an investor, there's no need to start from zero as you build a business and fight for name recognition. We're known for our informative website and recognizable, energetic branding, both of which will be a part of your marketing advantage. This is an investment opportunity for people who are ready for a return on their investment quickly.

IFG are invested in a wellness leader, which means we provide a diverse range of products and services to our clients. From hormone therapy, to cosmetic injections, to med-spa facials, to IV drips and vitamin injections, to weight loss regimens and diet plans, we take a comprehensive approach to the industry. We also offer a high-quality, in-house line of supplements and nutritional products. This variety gives us, as a company, the opportunity to establish multiple streams of revenue and build a book of business that just keeps giving.

# Revenue (1 of 2)



Revenue	FY2020	FY2021	FY2022
Testosterone Package	\$314,134	\$609,533	\$710,116
Customers at start		88	146
Churn rate	40%	40%	40%
Signups	380	700	800
Up-Front Fee	\$398	\$398	\$398
Recurring Charge	\$199	\$199	\$199
HCG DIET	\$39,060	\$68,250	\$78,750
Unit Sales	372	650	750
Unit Prices	\$105	\$105	\$105
Growth Hormone	\$155,573	\$338,052	\$477,991
Customers at start		48	83
Churn rate	50%	50%	50%
Signups	244	500	700
Up-Front Fee	\$99	\$99	\$99
Recurring Charge	\$299	\$299	\$299
Injectable Vitamins	\$38,378	\$43,200	\$54,000
Unit Sales	355.35	400	500
Unit Prices	\$108	\$108	\$108
ED Treatment	\$43,384	\$48,000	\$54,000
Unit Sales	723.06	800	900
Unit Prices	\$60	\$60	\$60
Botox / Dysport	\$99,884	\$270,000	\$396,000
Unit Sales	2,219.65	6,000	8,800
Unit Prices	\$45	\$45	\$45

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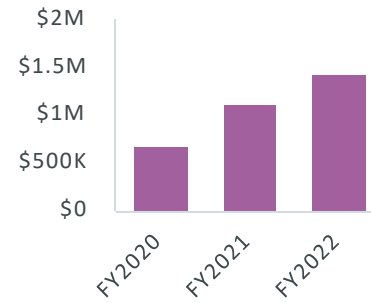
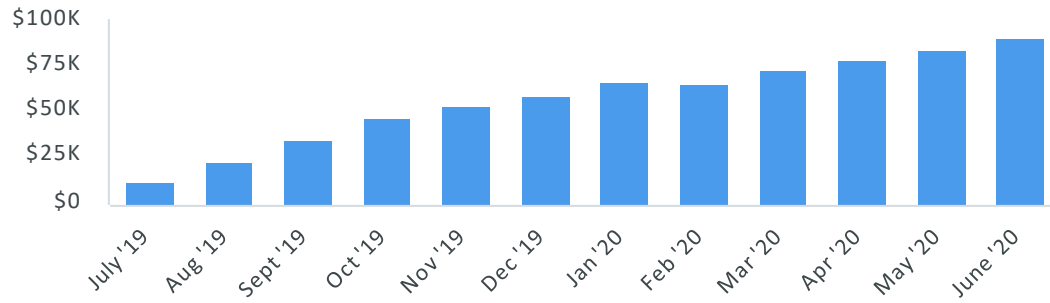
# Revenue (2 of 2)

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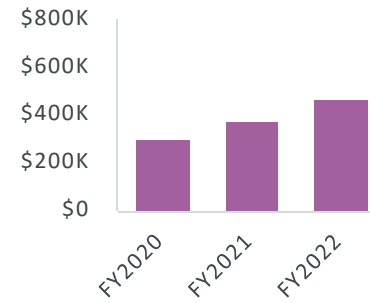
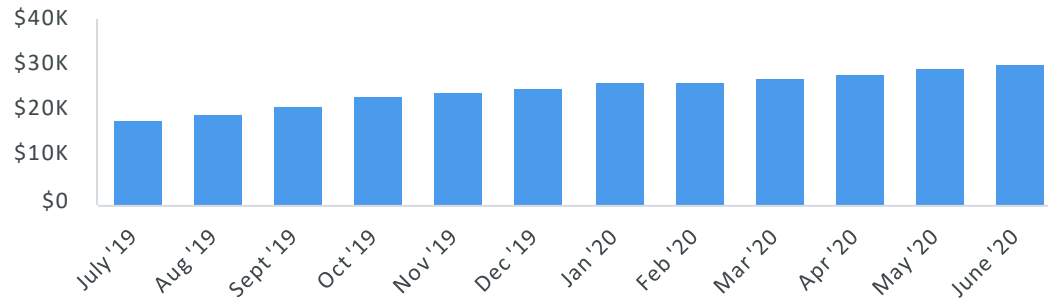
Revenue	FY2020	FY2021	FY2022
Supplements Average sales	\$31,320	\$45,000	\$72,000
Unit Sales	1,740	2,500	4,000
Unit Prices	\$18	\$18	\$18
Facials on average	\$12,456	\$14,880	\$17,040
Unit Sales	519	620	710
Unit Prices	\$24	\$24	\$24
PRP FACIAL	\$5,323	\$6,400	\$7,200
Unit Sales	332.69	400	450
Unit Prices	\$16	\$16	\$16
9.99 vip membership	\$13,790	\$46,780	\$93,665
Customers at start		205	416
Churn rate	40%	40%	40%
Signups	675	2,000	4,000
Recurring Charge	\$9.99	\$9.99	\$9.99
IV Vitamin THERapy Average Numbers	\$68,550	\$97,500	\$112,500
Unit Sales	457	650	750
Unit Prices	\$150	\$150	\$150
WOMEN BIODIDENTICAL HORMONE THERAPY projections without product detail	\$26,000	\$32,500	\$40,000
Unit Sales	104	130	160
Unit Prices	\$250	\$250	\$250
Stem Cell	\$102,202	\$148,500	\$175,500
Unit Sales	151.41	220	260
Unit Prices	\$675	\$675	\$675
Dermal Fillers Average	\$312,000	\$390,000	\$480,000
Unit Sales	520	650	800
Unit Prices	\$600	\$600	\$600
<b>Totals</b>	<b>\$1,262,053</b>	<b>\$2,158,596</b>	<b>\$2,768,762</b>

# Direct Costs



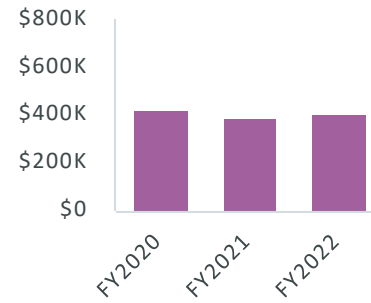
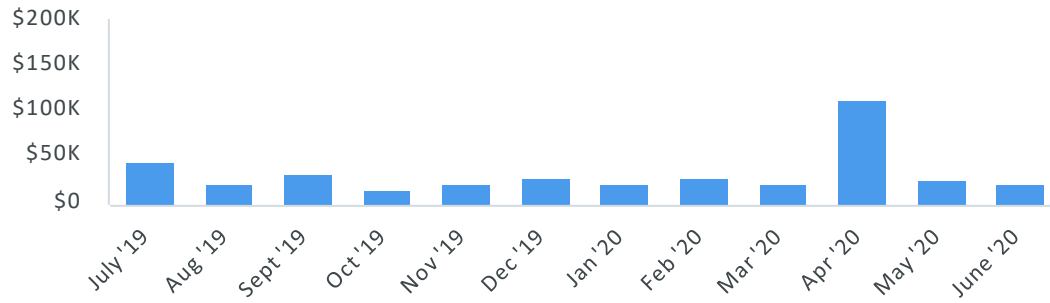
Direct Costs	FY2020	FY2021	FY2022
testosterone package	\$75,392	\$146,288	\$170,428
HCG Diet	\$13,671	\$23,888	\$27,562
Growth Hormone Therapy	\$51,339	\$111,557	\$157,737
Injectable Vitamins	\$20,565	\$29,250	\$33,750
liver detox	\$15,660	\$22,500	\$36,000
medical supplies	\$630		
physical	\$54,840	\$78,000	\$90,000
4ever Pearl Pellet	\$20,696	\$25,870	\$31,840
PRP	\$34,067	\$49,500	\$58,500
Filler	\$171,600	\$214,500	\$264,000
royalty	\$75,723	\$129,516	\$166,126
stem cell	\$51,101	\$74,250	\$87,750
botox	\$47,944	\$129,600	\$190,080
Direct Labor	\$56,540	\$96,705	\$124,041
Salaries and Wages	\$50,482	\$86,344	\$110,750
Miscellaneous labor cost (4)	\$50,482	\$86,344	\$110,750
Employee-Related Expenses	\$6,058	\$10,361	\$13,290
<b>Totals</b>	<b>\$689,769</b>	<b>\$1,131,424</b>	<b>\$1,437,813</b>

# Personnel



Personnel	FY2020	FY2021	FY2022
<b>Head Count</b>	<b>9</b>	<b>9</b>	<b>9</b>
Average Salary	\$32,587	\$40,431	\$49,991
Revenue Per Employee	\$140,228	\$239,844	\$307,640
Net Profit Per Employee	(\$12,404)	\$32,620	\$50,518
<b>Direct Labor</b>	<b>\$56,540</b>	<b>\$96,705</b>	<b>\$124,041</b>
Salaries & Wages	\$50,482	\$86,344	\$110,750
Miscellaneous labor cost (4)	\$50,482	\$86,344	\$110,750
Employee-Related Expenses	\$6,058	\$10,361	\$13,290
<b>Other Labor</b>	<b>\$246,717</b>	<b>\$281,769</b>	<b>\$343,741</b>
Salaries and Wages	\$242,800	\$277,539	\$339,173
front desk	\$32,640	\$35,251	\$38,071
PA	\$88,100	\$105,000	\$150,000
MD DR flat fee plus Patient fee per client PART TIME HOURS	\$24,000	\$26,000	\$28,000
aesthetician	\$34,560	\$36,288	\$38,102
Wellness coordinator	\$63,500	\$75,000	\$85,000
Employee-Related Expenses	\$3,917	\$4,230	\$4,568
<b>Totals</b>	<b>\$303,257</b>	<b>\$378,474</b>	<b>\$467,782</b>

# Expenses

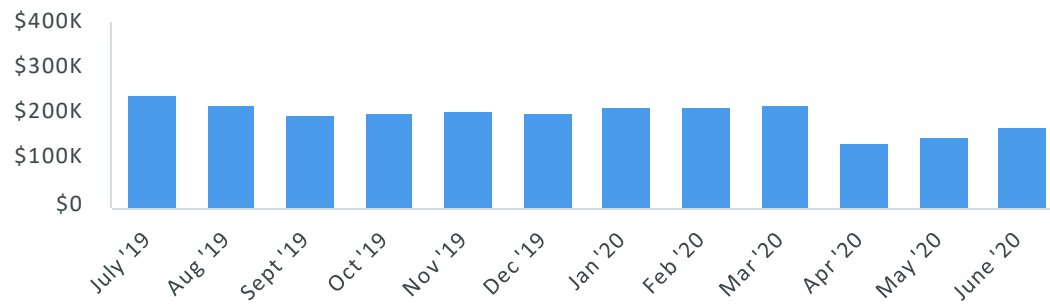


Expenses	FY2020	FY2021	FY2022
Marketing & Promotions	\$176,000	\$150,000	\$150,000
Rent	\$170,001	\$180,000	\$190,000
Utilities, WATER, ELECTRIC/ CABLE/phone	\$12,000	\$12,000	\$12,000
Office Supplies/ paper/pens/ business cards/Coffee/ Snacks for Clients	\$6,000	\$7,000	\$8,000
Insurance Liability and malpractice	\$6,700	\$7,200	\$8,000
Office Furniture/Electronics/ Buildout of Space/ Contact management system/ iPad and CPU	\$16,000		
employee shirts/ uniforms	\$1,650	\$2,000	\$1,500
Attorney	\$3,750	\$4,000	\$4,000
web design, SEO Package/ LOGO design	\$4,000		
Grand Opening Events and holiday party ,DJ , Liquor, FOOD, Servers	\$25,000	\$27,600	\$30,000
Accountant	\$2,750	\$3,000	\$3,000
<b>Totals</b>	<b>\$423,851</b>	<b>\$392,800</b>	<b>\$406,500</b>

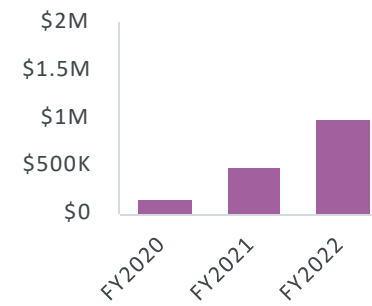
# Financing



Projected cash in FY2020



Cash at year's end



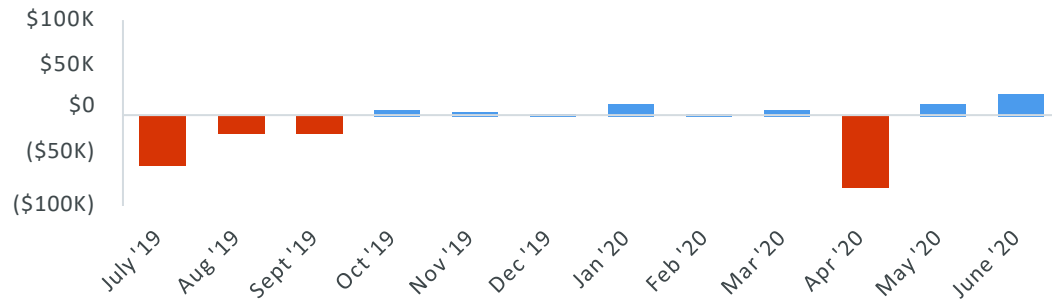
Financing	FY2020	FY2021	FY2022
<b>Amount received</b>	<b>\$300,000</b>		
SBA LOAN	\$200,000		
Franchisee investment of cash	\$100,000		
<b>Payments</b>	<b>\$26,114</b>	<b>\$28,488</b>	<b>\$28,488</b>
SBA LOAN	\$26,114	\$28,488	\$28,488
Principal Paid	\$12,758	\$14,952	\$16,112
Interest Paid	\$13,356	\$13,536	\$12,376
<b>Balance</b>	<b>\$187,242</b>	<b>\$172,290</b>	<b>\$156,178</b>
Short-Term Debt	\$14,952	\$16,113	\$17,363
SBA LOAN	\$14,952	\$16,113	\$17,363
Long-Term Debt	\$172,290	\$156,178	\$138,814
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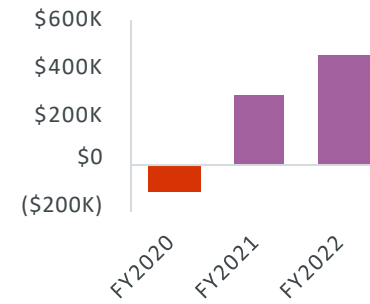
# Projected Profit & Loss (1 of 4)



Net profit in FY2020



Net profit by year



Projected Profit & Loss	FY2020	FY2021	FY2022
<b>Revenue</b>	<b>\$1,262,053</b>	<b>\$2,158,596</b>	<b>\$2,768,762</b>
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# Projected Profit & Loss (2 of 4)

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PRP	\$34,067	\$49,500	\$58,500
Filler	\$171,600	\$214,500	\$264,000

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# Projected Profit & Loss (3 of 4)

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Projected Profit & Loss	FY2020	FY2021	FY2022
royalty	\$75,723	\$129,516	\$166,126
stem cell	\$51,101	\$74,250	\$87,750
botox	\$47,944	\$129,600	\$190,080
Direct Labor	\$56,540	\$96,705	\$124,041
Salaries & Wages	\$50,482	\$86,344	\$110,750
Miscellaneous labor cost (4)	\$50,482	\$86,344	\$110,750
Employee Related Expenses	\$6,058	\$10,361	\$13,290
Gross Margin	\$572,284	\$1,027,172	\$1,330,948
Gross Margin %	45%	48%	48%
<b>Operating Expenses</b>	<b>\$670,568</b>	<b>\$674,569</b>	<b>\$750,241</b>
Salaries & Wages	\$242,800	\$277,539	\$339,173
front desk	\$32,640	\$35,251	\$38,071
PA	\$88,100	\$105,000	\$150,000
MD DR flat fee plus Patient fee per client PART TIME HOURS	\$24,000	\$26,000	\$28,000
aesthetician	\$34,560	\$36,288	\$38,102
Wellness coordinator	\$63,500	\$75,000	\$85,000
Employee Related Expenses	\$3,917	\$4,230	\$4,568
Marketing & Promotions	\$176,000	\$150,000	\$150,000
Rent	\$170,001	\$180,000	\$190,000
Utilities, WATER, ELECTRIC/ CABLE/phone	\$12,000	\$12,000	\$12,000
Office Supplies/ paper/pens/ business cards/Coffee/ Snacks for CLients	\$6,000	\$7,000	\$8,000
Insurance Liability and malpractice	\$6,700	\$7,200	\$8,000
Office Furniture/Electronics/ Buildout of Space/ Contact management system/ iPad and CPU	\$16,000		
employee shirts/ uniforms	\$1,650	\$2,000	\$1,500
Attorney	\$3,750	\$4,000	\$4,000
web design, SEO Package/ LOGO design	\$4,000		
Grand Opening Events and holiday party ,DJ , Liquor, FOOD, Servers	\$25,000	\$27,600	\$30,000
Accountant	\$2,750	\$3,000	\$3,000
<b>Operating Income</b>	<b>(\$98,284)</b>	<b>\$352,604</b>	<b>\$580,706</b>
Interest Expense	\$13,356	\$13,536	\$12,376
Income Taxes	\$0	\$45,485	\$113,667

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# Projected Profit & Loss (4 of 4)

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Projected Profit & Loss	FY2020	FY2021	FY2022
Total Expenses	\$1,373,693	\$1,865,014	\$2,314,097
Net Profit	(\$111,640)	\$293,582	\$454,664
<b>Net Profit %</b>	<b>(9%)</b>	<b>14%</b>	<b>16%</b>



# Projected Balance Sheet

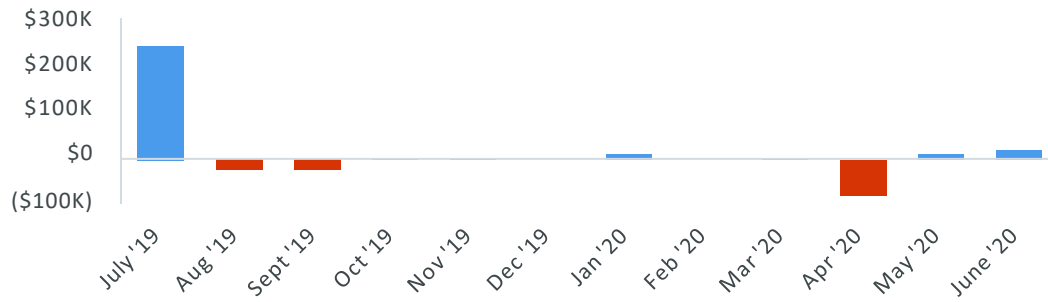


Projected Balance Sheet	FY2020	FY2021	FY2022
<b>Assets</b>	<b>\$175,602</b>	<b>\$499,718</b>	<b>\$1,006,451</b>
<b>Current Assets</b>	<b>\$175,602</b>	<b>\$499,718</b>	<b>\$1,006,451</b>
Cash	\$175,602	\$499,718	\$1,006,451
Accounts Receivable	\$0	\$0	\$0
<b>Liabilities &amp; Equity</b>	<b>\$175,602</b>	<b>\$499,718</b>	<b>\$1,006,451</b>
<b>Liabilities</b>	<b>\$187,242</b>	<b>\$217,775</b>	<b>\$269,845</b>
<b>Current Liabilities</b>	<b>\$14,952</b>	<b>\$61,598</b>	<b>\$131,030</b>
Accounts Payable	\$0	\$0	\$0
Income Taxes Payable	\$0	\$45,485	\$113,667
Sales Taxes Payable	\$0	\$0	\$0
Short-Term Debt	\$14,952	\$16,113	\$17,363
Prepaid Revenue	\$0	\$0	\$0
<b>Long-Term Liabilities</b>	<b>\$172,290</b>	<b>\$156,178</b>	<b>\$138,814</b>
Long-Term Debt	\$172,290	\$156,178	\$138,814
<b>Equity</b>	<b>(\$11,640)</b>	<b>\$281,942</b>	<b>\$736,606</b>
Paid-In Capital	\$100,000	\$100,000	\$100,000
Retained Earnings	\$0	(\$111,640)	\$181,942
Earnings	(\$111,640)	\$293,582	\$454,664

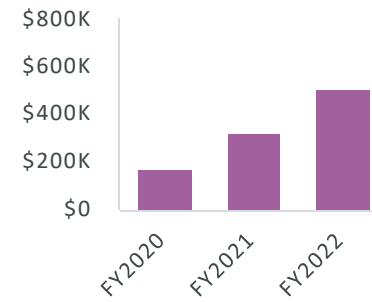
# Projected Cash Flow



Cash flow in FY2020



Cash flow by year



Projected Cash Flow	FY2020	FY2021	FY2022
<b>Net Cash from Operations</b>	<b>(\$111,640)</b>	<b>\$339,067</b>	<b>\$522,846</b>
Net Profit	(\$111,640)	\$293,582	\$454,664
Change in Accounts Receivable	\$0	\$0	\$0
Change in Accounts Payable	\$0	\$0	\$0
Change in Income Tax Payable	\$0	\$45,485	\$68,182
Change in Sales Tax Payable	\$0	\$0	\$0
Change in Prepaid Revenue	\$0	\$0	\$0
<b>Net Cash from Financing</b>	<b>\$287,242</b>	<b>(\$14,952)</b>	<b>(\$16,113)</b>
Investments Received	\$100,000		
Change in Short-Term Debt	\$14,952	\$1,161	\$1,251
Change in Long-Term Debt	\$172,290	(\$16,113)	(\$17,363)
Cash at Beginning of Period	\$0	\$175,602	\$499,718
Net Change in Cash	\$175,602	\$324,115	\$506,734
<b>Cash at End of Period</b>	<b>\$175,602</b>	<b>\$499,718</b>	<b>\$1,006,451</b>

# Revenue: FY2020 (1 of 4)



Revenue	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Testosterone Package	\$5,970	\$13,134	\$21,014	\$29,325	\$31,923	\$33,481	\$37,402	\$29,606	\$22,539	\$26,657	\$29,726	\$33,357	\$314K
Customers at start		10	26	46	67	80	88	98	89	73	74	79	
Churn rate	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
Signups	10	20	30	40	40	40	45	30	20	30	35	40	380
Up-Front Fee	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398
Recurring Charge	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199
HCG DIET	\$630	\$1,260	\$1,890	\$2,520	\$2,520	\$3,780	\$5,040	\$3,780	\$5,040	\$3,780	\$3,780	\$5,040	\$39,060
Unit Sales	6	12	18	24	24	36	48	36	48	36	36	48	372
Unit Prices	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105
Growth Hormone	\$3,980	\$9,455	\$13,688	\$15,158	\$14,351	\$14,145	\$12,053	\$12,448	\$13,293	\$14,811	\$15,022	\$17,169	\$156K
Customers at start		10	25	38	43	41	41	35	36	38	42	43	
Churn rate	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
Signups	10	20	25	24	20	20	15	18	20	23	22	27	244
Up-Front Fee	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99
Recurring Charge	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299
Injectable Vitamins	\$1,112	\$1,335	\$2,003	\$2,224	\$3,338	\$3,337	\$4,449	\$3,338	\$3,337	\$4,449	\$4,450	\$5,006	\$38,378
Unit Sales	10.3	12.36	18.54	20.6	30.9	30.9	41.2	30.9	30.9	41.2	41.2	46.35	355.35
Unit Prices	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108

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# Revenue: FY2020 (2 of 4)

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Revenue	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
ED Treatment	\$618	\$742	\$1,854	\$2,472	\$2,472	\$3,090	\$3,708	\$4,017	\$4,326	\$4,635	\$6,180	\$9,270	\$43,384
Unit Sales	10.3	12.36	30.9	41.2	41.2	51.5	61.8	66.95	72.1	77.25	103	154.5	723.06
Unit Prices	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60
Botox /Dysport	\$1,854	\$3,708	\$6,953	\$7,879	\$8,343	\$8,575	\$9,270	\$9,733	\$10,197	\$10,661	\$11,124	\$11,587	\$99,884
Unit Sales	41.2	82.4	154.5	175.1	185.4	190.55	206	216.3	226.6	236.9	247.2	257.5	2,219.65
Unit Prices	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45
Supplements Average sales	\$180	\$360	\$540	\$720	\$900	\$1,080	\$2,160	\$3,600	\$4,500	\$5,040	\$5,400	\$6,840	\$31,320
Unit Sales	10	20	30	40	50	60	120	200	250	280	300	380	1,740
Unit Prices	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18
Facials on average	\$240	\$480	\$600	\$720	\$960	\$1,008	\$1,080	\$1,200	\$1,320	\$1,440	\$1,680	\$1,728	\$12,456
Unit Sales	10	20	25	30	40	42	45	50	55	60	70	72	519
Unit Prices	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24
PRP FACIAL	\$99	\$198	\$329	\$412	\$412	\$495	\$511	\$543	\$577	\$593	\$610	\$544	\$5,323
Unit Sales	6.18	12.36	20.6	25.75	25.75	30.9	31.93	33.99	36.05	37.08	38.11	33.99	332.69
Unit Prices	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16
9.99 vip membership	\$100	\$260	\$455	\$673	\$903	\$1,142	\$1,384	\$1,530	\$1,617	\$1,769	\$1,911	\$2,046	\$13,790

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# Revenue: FY2020 (3 of 4)

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Revenue	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Customers at start		10	26	46	67	90	114	139	153	162	177	191	
Churn rate	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
Signups	10	20	30	40	50	60	70	70	70	80	85	90	675
Recurring Charge	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99
IV Vitamin Therapy Average Numbers	\$1,500	\$2,250	\$3,000	\$4,500	\$4,500	\$6,000	\$6,000	\$6,300	\$7,500	\$8,250	\$9,000	\$9,750	\$68,550
Unit Sales	10	15	20	30	30	40	40	42	50	55	60	65	457
Unit Prices	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
WOMEN BIODENTICAL HORMONE THERAPY projections without product detail	\$0	\$0	\$1,000	\$1,500	\$2,000	\$2,500	\$3,000	\$3,000	\$3,750	\$4,000	\$2,500	\$2,750	\$26,000
Unit Sales	0	0	4	6	8	10	12	12	15	16	10	11	104
Unit Prices	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Stem Cell	\$1,391	\$2,781	\$4,171	\$5,562	\$6,953	\$8,343	\$9,038	\$10,429	\$11,819	\$12,514	\$13,905	\$15,296	\$102K
Unit Sales	2.06	4.12	6.18	8.24	10.3	12.36	13.39	15.45	17.51	18.54	20.6	22.66	151.41
Unit Prices	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675
Dermal Fillers Average	\$6,000	\$9,000	\$12,000	\$18,000	\$24,000	\$24,000	\$30,000	\$30,000	\$36,000	\$39,000	\$42,000	\$42,000	\$312K
Unit Sales	10	15	20	30	40	40	50	50	60	65	70	70	520

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# Revenue: FY2020 (4 of 4)

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Revenue	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Unit Prices	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600
<b>Totals</b>	<b>\$23,674</b>	<b>\$44,962</b>	<b>\$69,497</b>	<b>\$91,666</b>	<b>\$104K</b>	<b>\$111K</b>	<b>\$125K</b>	<b>\$120K</b>	<b>\$126K</b>	<b>\$138K</b>	<b>\$147K</b>	<b>\$162K</b>	<b>\$1.3M</b>

# Direct Costs: FY2020 (1 of 2)



Direct Costs	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
testosterone package	\$1,433	\$3,152	\$5,043	\$7,038	\$7,662	\$8,035	\$8,977	\$7,105	\$5,410	\$6,397	\$7,134	\$8,006	\$75,392
HCG Diet	\$221	\$441	\$661	\$882	\$882	\$1,323	\$1,764	\$1,323	\$1,764	\$1,323	\$1,323	\$1,764	\$13,671
Growth Hormone Therapy	\$1,313	\$3,121	\$4,516	\$5,003	\$4,736	\$4,668	\$3,977	\$4,108	\$4,386	\$4,888	\$4,957	\$5,666	\$51,339
Injectable Vitamins	\$450	\$675	\$900	\$1,350	\$1,350	\$1,800	\$1,800	\$1,890	\$2,250	\$2,475	\$2,700	\$2,925	\$20,565
liver detox	\$90	\$180	\$270	\$360	\$450	\$540	\$1,080	\$1,800	\$2,250	\$2,520	\$2,700	\$3,420	\$15,660
medical supplies	\$630												\$630
physical	\$1,200	\$1,800	\$2,400	\$3,600	\$3,600	\$4,800	\$4,800	\$5,040	\$6,000	\$6,600	\$7,200	\$7,800	\$54,840
4ever Pearl Pellet	\$0	\$0	\$796	\$1,194	\$1,592	\$1,990	\$2,388	\$2,388	\$2,985	\$3,184	\$1,990	\$2,189	\$20,696
PRP	\$464	\$927	\$1,390	\$1,854	\$2,318	\$2,781	\$3,012	\$3,477	\$3,939	\$4,172	\$4,635	\$5,098	\$34,067
Filler	\$3,300	\$4,950	\$6,600	\$9,900	\$13,200	\$13,200	\$16,500	\$16,500	\$19,800	\$21,450	\$23,100	\$23,100	\$172K
royalty	\$1,420	\$2,698	\$4,170	\$5,500	\$6,214	\$6,659	\$7,506	\$7,171	\$7,549	\$8,256	\$8,837	\$9,743	\$75,723
stem cell	\$695	\$1,391	\$2,086	\$2,781	\$3,476	\$4,171	\$4,519	\$5,215	\$5,909	\$6,258	\$6,952	\$7,648	\$51,101
botox	\$890	\$1,780	\$3,337	\$3,782	\$4,005	\$4,116	\$4,449	\$4,672	\$4,895	\$5,117	\$5,339	\$5,562	\$47,944

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# Direct Costs: FY2020 (2 of 2)

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Direct Costs	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Direct Labor	\$1,061	\$2,014	\$3,113	\$4,107	\$4,640	\$4,972	\$5,604	\$5,355	\$5,636	\$6,165	\$6,598	\$7,275	\$56,540
Salaries and Wages	\$947	\$1,798	\$2,780	\$3,667	\$4,143	\$4,439	\$5,004	\$4,781	\$5,032	\$5,504	\$5,892	\$6,495	\$50,482
Miscellaneous labor cost (4)	\$947	\$1,798	\$2,780	\$3,667	\$4,143	\$4,439	\$5,004	\$4,781	\$5,032	\$5,504	\$5,892	\$6,495	\$50,482
Employee-Related Expenses	\$114	\$215	\$334	\$440	\$497	\$533	\$600	\$574	\$604	\$660	\$707	\$780	\$6,058
<b>Totals</b>	<b>\$13,166</b>	<b>\$23,128</b>	<b>\$35,285</b>	<b>\$47,350</b>	<b>\$54,124</b>	<b>\$59,055</b>	<b>\$66,378</b>	<b>\$66,042</b>	<b>\$72,775</b>	<b>\$78,803</b>	<b>\$83,468</b>	<b>\$90,195</b>	<b>\$690K</b>

# Personnel: FY2020



Personnel	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
<b>Head Count</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
Average Salary	\$2,016	\$2,155	\$2,320	\$2,530	\$2,638	\$2,727	\$2,845	\$2,876	\$2,959	\$3,067	\$3,166	\$3,288	\$32,587
Revenue Per Employee	\$2,630	\$4,996	\$7,722	\$10,185	\$11,508	\$12,331	\$13,900	\$13,280	\$13,979	\$15,289	\$16,365	\$18,042	\$140K
Net Profit Per Employee	(\$6,113)	(\$2,344)	(\$2,279)	\$639	\$449	\$103	\$1,359	\$139	\$596	(\$8,797)	\$1,262	\$2,581	(\$12K)
<b>Direct Labor</b>	<b>\$1,061</b>	<b>\$2,014</b>	<b>\$3,113</b>	<b>\$4,107</b>	<b>\$4,640</b>	<b>\$4,972</b>	<b>\$5,604</b>	<b>\$5,355</b>	<b>\$5,636</b>	<b>\$6,165</b>	<b>\$6,598</b>	<b>\$7,275</b>	<b>\$56,540</b>
Salaries & Wages	\$947	\$1,798	\$2,780	\$3,667	\$4,143	\$4,439	\$5,004	\$4,781	\$5,032	\$5,504	\$5,892	\$6,495	\$50,482
Miscellaneous labor cost (4)	\$947	\$1,798	\$2,780	\$3,667	\$4,143	\$4,439	\$5,004	\$4,781	\$5,032	\$5,504	\$5,892	\$6,495	\$50,482
Employee-Related Expenses	\$114	\$215	\$334	\$440	\$497	\$533	\$600	\$574	\$604	\$660	\$707	\$780	\$6,058
<b>Other Labor</b>	<b>\$17,526</b>	<b>\$17,927</b>	<b>\$18,426</b>	<b>\$19,427</b>	<b>\$19,926</b>	<b>\$20,426</b>	<b>\$20,927</b>	<b>\$21,426</b>	<b>\$21,927</b>	<b>\$22,426</b>	<b>\$22,926</b>	<b>\$23,427</b>	<b>\$247K</b>
Salaries and Wages	\$17,200	\$17,600	\$18,100	\$19,100	\$19,600	\$20,100	\$20,600	\$21,100	\$21,600	\$22,100	\$22,600	\$23,100	\$243K
front desk	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$32,640
PA	\$5,600	\$6,000	\$6,500	\$7,000	\$7,500	\$7,500	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$88,100
MD DR flat fee plus Patient fee per client PART TIME HOURS	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$24,000
aesthetician	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$34,560
Wellness coordinator	\$4,000	\$4,000	\$4,000	\$4,500	\$4,500	\$5,000	\$5,000	\$5,500	\$6,000	\$6,500	\$7,000	\$7,500	\$63,500
Employee-Related Expenses	\$326	\$327	\$326	\$327	\$326	\$326	\$327	\$326	\$327	\$326	\$326	\$327	\$3,917
<b>Totals</b>	<b>\$18,587</b>	<b>\$19,941</b>	<b>\$21,540</b>	<b>\$23,533</b>	<b>\$24,567</b>	<b>\$25,398</b>	<b>\$26,531</b>	<b>\$26,781</b>	<b>\$27,563</b>	<b>\$28,591</b>	<b>\$29,525</b>	<b>\$30,701</b>	<b>\$303K</b>

# Expenses: FY2020 (1 of 2)



Expenses	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Marketing & Promotions	\$25,000	\$20,000	\$20,000	\$15,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$176K
Rent	\$0	\$0	\$0	\$0	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$100K	\$10,000	\$10,000	\$170K
Utilities, WATER, ELECTRIC/ CABLE/phone	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000
Office Supplies/ paper/pens/ business cards/Coffee/ Snacks for CLients	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Insurance Liability and malpractice	\$500	\$500	\$500	\$500	\$500	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$6,700
Office Furniture/Electronics/ Buildout of Space/ Contact management system/ iPad and CPU	\$16,000												\$16,000
employee shirts/uniforms	\$0	\$1,000	\$300	\$150	\$0	\$0	\$0	\$0	\$200	\$0	\$0	\$0	\$1,650
Attorney	\$1,000	\$500	\$500	\$500	\$0	\$0	\$0	\$1,250	\$0	\$0	\$0	\$0	\$3,750
web design, SEOPackage/ LOGO design	\$4,000												\$4,000
Grand Opening Events and holiday party ,DJ , Liquor, FOOD, Servers	\$0		\$12,000	\$0	\$0	\$5,000	\$0	\$4,000	\$0	\$0	\$4,000		\$25,000

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# Expenses: FY2020 (2 of 2)

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Expenses	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Accountant		\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$2,750
<b>Totals</b>	<b>\$48,000</b>	<b>\$23,750</b>	<b>\$35,050</b>	<b>\$17,900</b>	<b>\$24,250</b>	<b>\$29,350</b>	<b>\$24,350</b>	<b>\$29,600</b>	<b>\$24,550</b>	<b>\$114K</b>	<b>\$28,350</b>	<b>\$24,350</b>	<b>\$424K</b>

# Financing: FY2020



Financing	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
<b>Amount received</b>	<b>\$300K</b>												<b>\$300K</b>
SBA LOAN	\$200K												\$200K
Franchisee investment of cash	\$100K												\$100K
<b>Payments</b>		<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$2,374</b>	<b>\$26,114</b>
SBA LOAN		\$2,374	\$2,374	\$2,374	\$2,374	\$2,374	\$2,374	\$2,374	\$2,374	\$2,374	\$2,374	\$2,374	\$26,114
Principal Paid		\$1,124	\$1,131	\$1,138	\$1,145	\$1,153	\$1,159	\$1,167	\$1,174	\$1,182	\$1,188	\$1,197	\$12,758
Interest Paid		\$1,250	\$1,243	\$1,236	\$1,229	\$1,221	\$1,215	\$1,207	\$1,200	\$1,192	\$1,186	\$1,177	\$13,356
<b>Balance</b>	<b>\$200K</b>	<b>\$199K</b>	<b>\$198K</b>	<b>\$197K</b>	<b>\$195K</b>	<b>\$194K</b>	<b>\$193K</b>	<b>\$192K</b>	<b>\$191K</b>	<b>\$190K</b>	<b>\$188K</b>	<b>\$187K</b>	<b>\$187K</b>
Short-Term Debt	\$13,961	\$14,049	\$14,137	\$14,225	\$14,314	\$14,403	\$14,493	\$14,584	\$14,675	\$14,767	\$14,859	\$14,952	\$14,952
SBA LOAN	\$13,961	\$14,049	\$14,137	\$14,225	\$14,314	\$14,403	\$14,493	\$14,584	\$14,675	\$14,767	\$14,859	\$14,952	\$14,952
Long-Term Debt	\$186K	\$185K	\$184K	\$182K	\$181K	\$180K	\$179K	\$177K	\$176K	\$175K	\$174K	\$172K	\$172K
SBA LOAN	\$186K	\$185K	\$184K	\$182K	\$181K	\$180K	\$179K	\$177K	\$176K	\$175K	\$174K	\$172K	\$172K



# Projected Profit & Loss: FY2020 (1 of 6)



Projected Profit & Loss	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
<b>Revenue</b>	<b>\$23,674</b>	<b>\$44,962</b>	<b>\$69,497</b>	<b>\$91,666</b>	<b>\$104K</b>	<b>\$111K</b>	<b>\$125K</b>	<b>\$120K</b>	<b>\$126K</b>	<b>\$138K</b>	<b>\$147K</b>	<b>\$162K</b>	<b>\$1.3M</b>
Testosterone Package	\$5,970	\$13,134	\$21,014	\$29,325	\$31,923	\$33,481	\$37,402	\$29,606	\$22,539	\$26,657	\$29,726	\$33,357	\$314K
Customers at start		10	26	46	67	80	88	98	89	73	74	79	
Churn rate	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
Signups	10	20	30	40	40	40	45	30	20	30	35	40	380
Up-Front Fee	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398	\$398
Recurring Charge	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199
HCG DIET	\$630	\$1,260	\$1,890	\$2,520	\$2,520	\$3,780	\$5,040	\$3,780	\$5,040	\$3,780	\$3,780	\$5,040	\$39,060
Unit Sales	6	12	18	24	24	36	48	36	48	36	36	48	372
Unit Prices	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105
Growth Hormone	\$3,980	\$9,455	\$13,688	\$15,158	\$14,351	\$14,145	\$12,053	\$12,448	\$13,293	\$14,811	\$15,022	\$17,169	\$156K
Customers atstart		10	25	38	43	41	41	35	36	38	42	43	
Churn rate	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
Signups	10	20	25	24	20	20	15	18	20	23	22	27	244
Up-Front Fee	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99
Recurring Charge	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299	\$299
Injectable Vitamins	\$1,112	\$1,335	\$2,003	\$2,224	\$3,338	\$3,337	\$4,449	\$3,338	\$3,337	\$4,449	\$4,450	\$5,006	\$38,378
Unit Sales	10.3	12.36	18.54	20.6	30.9	30.9	41.2	30.9	30.9	41.2	41.2	46.35	355.35
Unit Prices	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108	\$108

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# Projected Profit & Loss: FY2020 (2 of 6)



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Projected Profit & Loss	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
ED Treatment	\$618	\$742	\$1,854	\$2,472	\$2,472	\$3,090	\$3,708	\$4,017	\$4,326	\$4,635	\$6,180	\$9,270	\$43,384
Unit Sales	10.3	12.36	30.9	41.2	41.2	51.5	61.8	66.95	72.1	77.25	103	154.5	723.06
Unit Prices	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60
Botox /Dysport	\$1,854	\$3,708	\$6,953	\$7,879	\$8,343	\$8,575	\$9,270	\$9,733	\$10,197	\$10,661	\$11,124	\$11,587	\$99,884
Unit Sales	41.2	82.4	154.5	175.1	185.4	190.55	206	216.3	226.6	236.9	247.2	257.5	2,219.65
Unit Prices	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45
Supplements Average sales	\$180	\$360	\$540	\$720	\$900	\$1,080	\$2,160	\$3,600	\$4,500	\$5,040	\$5,400	\$6,840	\$31,320
Unit Sales	10	20	30	40	50	60	120	200	250	280	300	380	1,740
Unit Prices	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18	\$18
Facials on average	\$240	\$480	\$600	\$720	\$960	\$1,008	\$1,080	\$1,200	\$1,320	\$1,440	\$1,680	\$1,728	\$12,456
Unit Sales	10	20	25	30	40	42	45	50	55	60	70	72	519
Unit Prices	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24	\$24
PRP FACIAL	\$99	\$198	\$329	\$412	\$412	\$495	\$511	\$543	\$577	\$593	\$610	\$544	\$5,323
Unit Sales	6.18	12.36	20.6	25.75	25.75	30.9	31.93	33.99	36.05	37.08	38.11	33.99	332.69
Unit Prices	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16	\$16
9.99 vip membership	\$100	\$260	\$455	\$673	\$903	\$1,142	\$1,384	\$1,530	\$1,617	\$1,769	\$1,911	\$2,046	\$13,790
Customers at start		10	26	46	67	90	114	139	153	162	177	191	
Churn rate	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
Signups	10	20	30	40	50	60	70	70	70	80	85	90	675

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# Projected Profit & Loss: FY2020 (3 of 6)

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Projected Profit & Loss	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Recurring Charge	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99
IV Vitamin Therapy Average Numbers	\$1,500	\$2,250	\$3,000	\$4,500	\$4,500	\$6,000	\$6,000	\$6,300	\$7,500	\$8,250	\$9,000	\$9,750	\$68,550
Unit Sales	10	15	20	30	30	40	40	42	50	55	60	65	457
Unit Prices	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
WOMEN BIODENTICAL HORMONE THERAPY projections without product detail	\$0	\$0	\$1,000	\$1,500	\$2,000	\$2,500	\$3,000	\$3,000	\$3,750	\$4,000	\$2,500	\$2,750	\$26,000
Unit Sales	0	0	4	6	8	10	12	12	15	16	10	11	104
Unit Prices	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Stem Cell	\$1,391	\$2,781	\$4,171	\$5,562	\$6,953	\$8,343	\$9,038	\$10,429	\$11,819	\$12,514	\$13,905	\$15,296	\$102K
Unit Sales	2.06	4.12	6.18	8.24	10.3	12.36	13.39	15.45	17.51	18.54	20.6	22.66	151.41
Unit Prices	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675	\$675
Dermal Fillers Average	\$6,000	\$9,000	\$12,000	\$18,000	\$24,000	\$24,000	\$30,000	\$30,000	\$36,000	\$39,000	\$42,000	\$42,000	\$312K
Unit Sales	10	15	20	30	40	40	50	50	60	65	70	70	520
Unit Prices	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600
<b>Direct Costs</b>	<b>\$13,166</b>	<b>\$23,128</b>	<b>\$35,285</b>	<b>\$47,350</b>	<b>\$54,124</b>	<b>\$59,055</b>	<b>\$66,378</b>	<b>\$66,042</b>	<b>\$72,775</b>	<b>\$78,803</b>	<b>\$83,468</b>	<b>\$90,195</b>	<b>\$690K</b>
testosterone package	\$1,433	\$3,152	\$5,043	\$7,038	\$7,662	\$8,035	\$8,977	\$7,105	\$5,410	\$6,397	\$7,134	\$8,006	\$75,392
HCG Diet	\$221	\$441	\$661	\$882	\$882	\$1,323	\$1,764	\$1,323	\$1,764	\$1,323	\$1,323	\$1,764	\$13,671
Growth Hormone Therapy	\$1,313	\$3,121	\$4,516	\$5,003	\$4,736	\$4,668	\$3,977	\$4,108	\$4,386	\$4,888	\$4,957	\$5,666	\$51,339

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# Projected Profit & Loss: FY2020 (4 of 6)



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Projected Profit & Loss	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Injectable Vitamins	\$450	\$675	\$900	\$1,350	\$1,350	\$1,800	\$1,800	\$1,890	\$2,250	\$2,475	\$2,700	\$2,925	\$20,565
liver detox	\$90	\$180	\$270	\$360	\$450	\$540	\$1,080	\$1,800	\$2,250	\$2,520	\$2,700	\$3,420	\$15,660
medical supplies	\$630												\$630
physical	\$1,200	\$1,800	\$2,400	\$3,600	\$3,600	\$4,800	\$4,800	\$5,040	\$6,000	\$6,600	\$7,200	\$7,800	\$54,840
4ever Pearl Pellet	\$0	\$0	\$796	\$1,194	\$1,592	\$1,990	\$2,388	\$2,388	\$2,985	\$3,184	\$1,990	\$2,189	\$20,696
PRP	\$464	\$927	\$1,390	\$1,854	\$2,318	\$2,781	\$3,012	\$3,477	\$3,939	\$4,172	\$4,635	\$5,098	\$34,067
Filler	\$3,300	\$4,950	\$6,600	\$9,900	\$13,200	\$13,200	\$16,500	\$16,500	\$19,800	\$21,450	\$23,100	\$23,100	\$172K
royalty	\$1,420	\$2,698	\$4,170	\$5,500	\$6,214	\$6,659	\$7,506	\$7,171	\$7,549	\$8,256	\$8,837	\$9,743	\$75,723
stem cell	\$695	\$1,391	\$2,086	\$2,781	\$3,476	\$4,171	\$4,519	\$5,215	\$5,909	\$6,258	\$6,952	\$7,648	\$51,101
botox	\$890	\$1,780	\$3,337	\$3,782	\$4,005	\$4,116	\$4,449	\$4,672	\$4,895	\$5,117	\$5,339	\$5,562	\$47,944
Direct Labor	\$1,061	\$2,014	\$3,113	\$4,107	\$4,640	\$4,972	\$5,604	\$5,355	\$5,636	\$6,165	\$6,598	\$7,275	\$56,540
Salaries & Wages	\$947	\$1,798	\$2,780	\$3,667	\$4,143	\$4,439	\$5,004	\$4,781	\$5,032	\$5,504	\$5,892	\$6,495	\$50,482
Miscellaneous labor cost (4)	\$947	\$1,798	\$2,780	\$3,667	\$4,143	\$4,439	\$5,004	\$4,781	\$5,032	\$5,504	\$5,892	\$6,495	\$50,482
Employee Related Expenses	\$114	\$215	\$334	\$440	\$497	\$533	\$600	\$574	\$604	\$660	\$707	\$780	\$6,058
Gross Margin	\$10,507	\$21,834	\$34,213	\$44,316	\$49,450	\$51,921	\$58,718	\$53,480	\$53,041	\$58,797	\$63,820	\$72,187	\$572K
Gross Margin %	44%	49%	49%	48%	48%	47%	47%	45%	42%	43%	43%	44%	45%
<b>Operating Expenses</b>	<b>\$65,526</b>	<b>\$41,677</b>	<b>\$53,476</b>	<b>\$37,327</b>	<b>\$44,176</b>	<b>\$49,776</b>	<b>\$45,277</b>	<b>\$51,026</b>	<b>\$46,477</b>	<b>\$137K</b>	<b>\$51,276</b>	<b>\$47,777</b>	<b>\$671K</b>

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# Projected Profit & Loss: FY2020 (5 of 6)



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Projected Profit & Loss	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
Salaries & Wages	\$17,200	\$17,600	\$18,100	\$19,100	\$19,600	\$20,100	\$20,600	\$21,100	\$21,600	\$22,100	\$22,600	\$23,100	\$243K
front desk	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$2,720	\$32,640
PA	\$5,600	\$6,000	\$6,500	\$7,000	\$7,500	\$7,500	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$88,100
MD DR flat fee plus Patient fee per client PART TIME HOURS	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$24,000
aesthetician	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$34,560
Wellness coordinator	\$4,000	\$4,000	\$4,000	\$4,500	\$4,500	\$5,000	\$5,000	\$5,500	\$6,000	\$6,500	\$7,000	\$7,500	\$63,500
Employee Related Expenses	\$326	\$327	\$326	\$327	\$326	\$326	\$327	\$326	\$327	\$326	\$326	\$327	\$3,917
Marketing & Promotions	\$25,000	\$20,000	\$20,000	\$15,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$176K
Rent	\$0	\$0	\$0	\$0	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$100K	\$10,000	\$10,000	\$170K
Utilities, WATER, ELECTRIC/ CABLE/phone	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000
Office Supplies/paper/pens/ business cards/Coffee/ Snacks for CLients	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Insurance Liability and malpractice	\$500	\$500	\$500	\$500	\$500	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$6,700
Office Furniture/Electronics/ Buildout of Space/ Contact management system/ iPad and CPU	\$16,000												\$16,000
employee shirts/ uniforms	\$0	\$1,000	\$300	\$150	\$0	\$0	\$0	\$0	\$200	\$0	\$0		\$1,650
Attorney	\$1,000	\$500	\$500	\$500	\$0	\$0	\$0	\$1,250	\$0	\$0	\$0		\$3,750

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# Projected Profit & Loss: FY2020 (6 of 6)

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Projected Profit & Loss	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
web design, SEOPackage/ LOGO design	\$4,000												\$4,000
Grand Opening Events and holiday party ,DJ , Liquor, FOOD, Servers	\$0		\$12,000	\$0	\$0	\$5,000	\$0	\$4,000	\$0	\$0	\$4,000		\$25,000
Accountant		\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$2,750
<b>Operating Income</b>	<b>(\$55K)</b>	<b>(\$20K)</b>	<b>(\$19K)</b>	<b>\$6,990</b>	<b>\$5,273</b>	<b>\$2,144</b>	<b>\$13,442</b>	<b>\$2,454</b>	<b>\$6,565</b>	<b>(\$78K)</b>	<b>\$12,544</b>	<b>\$24,410</b>	<b>(\$98K)</b>
Interest Expense		\$1,250	\$1,243	\$1,236	\$1,229	\$1,221	\$1,215	\$1,207	\$1,200	\$1,192	\$1,186	\$1,177	\$13,356
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenses	\$78,693	\$66,054	\$90,004	\$85,912	\$99,529	\$110K	\$113K	\$118K	\$120K	\$217K	\$136K	\$139K	\$1.4M
Net Profit	(\$55K)	(\$21K)	(\$21K)	\$5,754	\$4,045	\$922	\$12,228	\$1,246	\$5,365	(\$79K)	\$11,358	\$23,233	(\$112K)
<b>Net Profit%</b>	<b>(232%)</b>	<b>(47%)</b>	<b>(30%)</b>	<b>6%</b>	<b>4%</b>	<b>1%</b>	<b>10%</b>	<b>1%</b>	<b>4%</b>	<b>(58%)</b>	<b>8%</b>	<b>14%</b>	<b>(9%)</b>

# Projected Balance Sheet: FY2020



Projected Balance Sheet	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
<b>Assets</b>	<b>\$245K</b>	<b>\$223K</b>	<b>\$201K</b>	<b>\$206K</b>	<b>\$209K</b>	<b>\$208K</b>	<b>\$219K</b>	<b>\$220K</b>	<b>\$224K</b>	<b>\$143K</b>	<b>\$154K</b>	<b>\$176K</b>	<b>\$176K</b>
<b>Current Assets</b>	<b>\$245K</b>	<b>\$223K</b>	<b>\$201K</b>	<b>\$206K</b>	<b>\$209K</b>	<b>\$208K</b>	<b>\$219K</b>	<b>\$220K</b>	<b>\$224K</b>	<b>\$143K</b>	<b>\$154K</b>	<b>\$176K</b>	<b>\$176K</b>
Cash	\$245K	\$223K	\$201K	\$206K	\$209K	\$208K	\$219K	\$220K	\$224K	\$143K	\$154K	\$176K	\$176K
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Liabilities &amp; Equity</b>	<b>\$245K</b>	<b>\$223K</b>	<b>\$201K</b>	<b>\$206K</b>	<b>\$209K</b>	<b>\$208K</b>	<b>\$219K</b>	<b>\$220K</b>	<b>\$224K</b>	<b>\$143K</b>	<b>\$154K</b>	<b>\$176K</b>	<b>\$176K</b>
<b>Liabilities</b>	<b>\$200K</b>	<b>\$199K</b>	<b>\$198K</b>	<b>\$197K</b>	<b>\$195K</b>	<b>\$194K</b>	<b>\$193K</b>	<b>\$192K</b>	<b>\$191K</b>	<b>\$190K</b>	<b>\$188K</b>	<b>\$187K</b>	<b>\$187K</b>
<b>Current Liabilities</b>	<b>\$13,961</b>	<b>\$14,049</b>	<b>\$14,137</b>	<b>\$14,225</b>	<b>\$14,314</b>	<b>\$14,403</b>	<b>\$14,493</b>	<b>\$14,584</b>	<b>\$14,675</b>	<b>\$14,767</b>	<b>\$14,859</b>	<b>\$14,952</b>	<b>\$14,952</b>
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Short-Term Debt	\$13,961	\$14,049	\$14,137	\$14,225	\$14,314	\$14,403	\$14,493	\$14,584	\$14,675	\$14,767	\$14,859	\$14,952	\$14,952
Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Long-Term Liabilities</b>	<b>\$186K</b>	<b>\$185K</b>	<b>\$184K</b>	<b>\$182K</b>	<b>\$181K</b>	<b>\$180K</b>	<b>\$179K</b>	<b>\$177K</b>	<b>\$176K</b>	<b>\$175K</b>	<b>\$174K</b>	<b>\$172K</b>	<b>\$172K</b>
Long-Term Debt	\$186K	\$185K	\$184K	\$182K	\$181K	\$180K	\$179K	\$177K	\$176K	\$175K	\$174K	\$172K	\$172K
<b>Equity</b>	<b>\$44,981</b>	<b>\$23,889</b>	<b>\$3,382</b>	<b>\$9,136</b>	<b>\$13,181</b>	<b>\$14,103</b>	<b>\$26,331</b>	<b>\$27,577</b>	<b>\$32,942</b>	<b>(\$46K)</b>	<b>(\$35K)</b>	<b>(\$12K)</b>	<b>(\$12K)</b>
Paid-In Capital	\$100K	\$100K	\$100K	\$100K	\$100K	\$100K	\$100K	\$100K	\$100K	\$100K	\$100K	\$100K	\$100K
Retained Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Earnings	(\$55K)	(\$76K)	(\$97K)	(\$91K)	(\$87K)	(\$86K)	(\$74K)	(\$72K)	(\$67K)	(\$146K)	(\$135K)	(\$112K)	(\$112K)

# Projected Cash Flow: FY2020



Projected Cash Flow	July '19	Aug '19	Sept '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	June '20	FY2020
<b>Net Cash from Operations</b>	<b>(\$55K)</b>	<b>(\$21K)</b>	<b>(\$21K)</b>	<b>\$5,754</b>	<b>\$4,044</b>	<b>\$923</b>	<b>\$12,227</b>	<b>\$1,247</b>	<b>\$5,365</b>	<b>(\$79K)</b>	<b>\$11,358</b>	<b>\$23,233</b>	<b>(\$112K)</b>
Net Profit	(\$55K)	(\$21K)	(\$21K)	\$5,754	\$4,045	\$922	\$12,228	\$1,246	\$5,365	(\$79K)	\$11,358	\$23,233	(\$112K)
Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Sales Tax Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Net Cash from Financing</b>	<b>\$300K</b>	<b>(\$1,124)</b>	<b>(\$1,131)</b>	<b>(\$1,138)</b>	<b>(\$1,145)</b>	<b>(\$1,152)</b>	<b>(\$1,160)</b>	<b>(\$1,167)</b>	<b>(\$1,174)</b>	<b>(\$1,181)</b>	<b>(\$1,189)</b>	<b>(\$1,196)</b>	<b>\$287K</b>
Investments Received	\$100K												\$100K
Change in Short-Term Debt	\$13,961	\$87	\$88	\$88	\$89	\$89	\$90	\$91	\$91	\$92	\$92	\$93	\$14,952
Change in Long-Term Debt	\$186K	(\$1,211)	(\$1,219)	(\$1,226)	(\$1,234)	(\$1,242)	(\$1,250)	(\$1,257)	(\$1,265)	(\$1,273)	(\$1,281)	(\$1,289)	\$172K
Cash at Beginning of Period	\$0	\$245K	\$223K	\$201K	\$206K	\$209K	\$208K	\$219K	\$220K	\$224K	\$143K	\$154K	\$0
Net Change in Cash	\$245K	(\$22K)	(\$22K)	\$4,616	\$2,899	(\$230)	\$11,068	\$80	\$4,191	(\$80K)	\$10,170	\$22,036	\$176K
<b>Cash at End of Period</b>	<b>\$245K</b>	<b>\$223K</b>	<b>\$201K</b>	<b>\$206K</b>	<b>\$209K</b>	<b>\$208K</b>	<b>\$219K</b>	<b>\$220K</b>	<b>\$224K</b>	<b>\$143K</b>	<b>\$154K</b>	<b>\$176K</b>	<b>\$176K</b>