



PRACTICE TRANSITIONS

CLIENT CASE STUDY

A Well-Known Plastic Surgeon Looking to Sell Her MedSpas

When Dr. A, a celebrated plastic surgeon, contacted Practice Transitions Group (PTG), she was at a crossroads.

"I love my work, but I was stretched too thin," she recalled. "I knew I needed to sell my MedSpas, but I didn't know where to start."

The Challenge: Selling MedSpas While Preserving a Personal Brand

Dr. A's situation was far from simple:

- Five thriving MedSpas in Texas
- A successful plastic surgery practice
- A New York-based clinic
- Young children at home needing her attention

"I wanted to simplify my life, but I didn't want to compromise the brand I'd worked so hard to build," Dr. A explained. "When I decided to sell my MedSpas, I knew I needed help to stay focused on my brand and business."

Enter Practice Transitions Group: Experienced M&A Advisors Experienced in Selling MedSpas

Thomas Allen, CEO of PTG, remembers the initial consultation.

"After talking with Dr. A we knew this wouldn't be a typical transaction. Her reputation in the industry added layers of complexity to selling her MedSpas."

Overcoming Obstacles in Selling a MedSpa Empire

The road to selling Dr. A's MedSpas wasn't without its challenges. Along the way, Practice Transitions Group was faced with:

- Complex financial structures
- Educating buyers on the unique opportunity
- Balancing sale price with brand protection

"There were moments when selling seemed impossible," Dr. A admitted. "But PTG's team was committed to finding solutions."

Overcoming Obstacles in Selling a MedSpa Empire

The road to selling Dr. A's MedSpas wasn't without its challenges. Along the way, Practice Transitions Group was faced with:

- Complex financial structures
- Educating buyers on the unique opportunity
- Balancing sale price with brand protection

"There were moments when selling seemed impossible," Dr. A admitted. "But PTG's team was committed to finding solutions."

Innovative Solutions for Selling MedSpas

PTG coupled cutting-edge strategies and old-fashioned hard work to make the deal happen:

- Custom financial models
- Comprehensive buyer walkthroughs
- Meticulous information gathering, organization, and storage to ensure Dr. A didn't have to answer the same question twice

How PTG Helped Dr. A

After months of hard work and discussions with multiple potential suitors, PTG crafted a solution that ticked all the boxes:

1. The MedSpas sold for 20% above the initial valuation
2. The deal was completed quickly - under 12 months start to finish
3. Dr. A now has a better work-life balance while still being able to profit from her unique brand.

"What impressed me was how PTG managed to preserve my professional standing in this process," Dr. A said.

A New Chapter for Dr. A

Today, Dr. A enjoys a more balanced life.

"Selling my MedSpas was the best decision I could have made for my career and family," she reflected. "If you're a medical professional thinking, 'I'm stretched thin' don't tackle something like this alone. PTG found me a truly life-changing opportunity."

Call us at (512) 761-7101 or send us an email at info@PracticeTransitionsGroup.com