

# Acquisition Opportunity

[AGTT] – Well-Established 3 Location Tanning Salon

Corporation Type: LLC Location: Denton NAICS Code: 812990



Fast growing company in the airbrush tanning industry providing 3 locations in the DFW area and mobile services. The company started in 2008 and has experienced consistent growth and loyal clientele. Over 50% of new referrals are word of mouth. The company has built strong relationships within the 3 locations and relationships that are event driven, weddings, body building, and convention events. Airbrush tanning continues to accelerate as an alternative to sun rays and UV tanning. Both health and time are in the best interest of the client.

**ASKING**  
**\$100,000**

## Top Details/Business Activity

- **Years in business:** 13
- **Main Activity of Business:** Sunless Airbrush Tanning
- **Accounting Method:** Accrual
- **Etc:** 2008

## Strengths

- Customer loyalty (Over 50% of new referrals are word of mouth)
- Brand awareness in DFW metroplex (13 years of consistent Brand, Logo, and Service)
- Thorough employee training program leading to quality service/salesmanship. Our detailed employee training program must be completed prior to tanning clients alone. We ensure that our technicians are professional, have product knowledge, and provide consistent quality tans.
- Highly efficient business model. Our years of data and experience enable appropriate seasonal scaling of workforce and product purchase.
- Successful business culture and procedures that reinforce our brand. Professional and reassuring technicians that make our clients feel comfortable, our technicians have a thorough product education that encourages repeat customers and higher frequency of tans, and consistent brand, hours and accessibility (we answer phones 7 days a week)

## Weaknesses

- Owner has family commitments that will no longer afford time to manage the business.
- Hire additional people to meet demand requirements.
- Invest additional time with relationship with large clients and event planners.
- Seasonal, peak months coincide with travel and wedding season as well as holidays: March-December. The predictability allows for appropriate workforce management.

## Key Indicators (Accrual/Cash Basis):

Year (Financial Year End: 12/31)	2019 \$'000	2018 \$'000	2017 \$'000
Revenue	277	282	330
Gross Profit	258	265	300
Adj. SDE*	55	53	41

\*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

### Included in offering:

- Assets: \$20,000

### Business Days and Hours

- Monday - Sunday: 8am to 11pm

### Employees:

- The Company has a total of 1 full time employees. The key employee is a General Manager.

### Support and Training

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

### Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Art Goodwin, Managing Director

[art@thevantgroup.com](mailto:art@thevantgroup.com)

469.387.2846



# CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

## Well-Established 3 Location Tanning Salon Sale Price & Down Payment: \$100,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with and for the benefit of The Vant Group ("the Broker").
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors and investors, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. The Recipient warrants that the undersigned is a duly authorized by the company to enter into binding legal contracts on its behalf.
9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

**RECIPIENT:**

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Street

\_\_\_\_\_  
Signature

\_\_\_\_\_  
City State Zip

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Phone

Date: \_\_\_\_\_

\_\_\_\_\_  
Fax