

Business Overview and Profit/Expense Data

The GLP-1 Weight Loss/Pain Management/Skin Tightening Center business model offers the potential for lucrative long-term residual income with strong support from NPC's highly experienced Onboarding Team.

Operational Expenses

Typical operational expenses are kept low due to minimal facility requirements and a lean staffing model.

- **Office Space:** A modest 500-600 sq. ft. space is recommended, featuring three rooms (staff/operations, patient sales/consultations, skin tightening). An ideal location is an office building with free parking, centrally located, in a nice middle-class suburban area. Operations can be stand-alone or within another existing business. All patients are by appointment-only, eliminating the need for retail space or signage. Shared executive suites with receptionist/furniture/phones are ideal for minimizing overhead expenses and immediate occupancy. The NPC Onboarding Team assists with selection, office layout, and setup.
- **Staffing:** The non-medical team includes a salesperson/office manager and an appointment setter/assistant. A third person could also handle skin tightening procedures. Employees receive a competitive salary based on local market rates plus performance incentives. The NPC Onboarding team provides recruitment and training support.
- **Marketing:** A modest monthly budget is allocated for direct-response advertising within a 30-mile radius. Using our world-class direct response intellectual property, NPC-vetted DR ad agencies handle local ad placements to generate immediate inbound inquiries. Media include a digital/social media as well as conventional analog/radio/TV/print.

Total monthly operating expenses (salaries, rent, advertising) are projected to be **20% or less of profits**.

In addition to the \$99,700 start-up fee, partners should have access to approximately **\$20,000 in operating capital** to cover the initial weeks of advertising and office setup.

Since the business operates on a cash-in-advance basis with no receivables, it can become self-sustaining very quickly.

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Revenue Streams and Profit Margins

The business model focuses on high-margin, recurring revenue streams with strong patient retention which ensures compounding residual revenue. Products and skin tightening can easily be combined into year-round monthly membership packages to create ongoing residual revenue streams.

| Product/ Service | Wholesale Cost (Monthly) | Suggested Retail (Monthly) | Profit Margin | Patient Impact Goal |
|-----------------------------------|--|--|---------------|---|
| Non Prescription GLP-1 Toolkit | \$120 | \$347-397 | 65%-70% | 300 Patients = \$1M Annual Recurring Profit |
| Non Prescription Pain Relief Meds | \$30 | \$69 | 67% | 200 Patients = \$90,000 Annual Recurring Profit |
| Non Prescription Skin Tightening | Low overhead/ equipment cost/ royalty free | \$199/session; \$997 for six session bundles | High | 100 Active Patients = \$1M Additional Profit |

Below is a link to our customized Profitability Projection Calculator app which easily allows you to use local market data from your zip code area and adjust metrics to show various levels of profitability based upon the compounded residual income potential of this business. The numbers become so impressive after one, two, or three years that you likely won't sleep the night you play with it! That's the potential we're looking at!

<https://npc-revenue-calculator.vercel.app/>