

BUSINESS OFFERING SUMMARY

Mastectomy and Chemotherapy Boutique NW Ohio

John Naayers, President

Business Description/Services/History: This well-established 25 year old Medicare and ABC certified “Durable Medical Equipment” provider business is the original and largest boutique specializing in post-mastectomy and chemotherapy products associated with breast and other cancers in NW Ohio. Its sales are primarily Medicare, Medicaid, or private insurance paid. It files insurance claims for its customers and is “in-network” for most insurance companies. Its mastectomy products include a wide variety of breast prosthesis, bras, and pocketed swimwear. It also carries wigs, plus size bras to 56-O, nursing bras, and an assortment of gift items and jewelry. What sets it apart is its customer service and substantial inventory, which enables a customer to leave with perfectly fit purchased items.

Financial Performance: Annual Sales exceeding \$425,000.00 with a Seller’s Discretionary Earnings of about \$75,000.

Major Attributes:

- 25 years of customer loyalty and information and great reputation
- A+ BBB rating
- Durable Medical Equipment Provider Number
- Experienced, certified, and long committed staff
- Charter Member of “Essentially Woman” – an organization for providers catering to mastectomy and women’s health
- Ownership willing to train/transition
- Rewarding business in many ways
- Lack of Competition
- Medical Referral Sources in place

Staff: 7 multi-tasked employees

Reason for Selling: Retirement and Health reasons

Asking Price:

Business: \$70,000 plus Inventory (typically between \$80,000-\$100,000)

Building: \$90,000 or reasonable 5 year Lease

If you have an interest in further exploring this opportunity, please contact me by phone or email. The signing of a Confidentiality Agreement will be required before the identity or Selling Memorandum will be released.