Branding Presentation

PRIVÉ MedSpa

for Brandice Harrison & Becky McDonald





Building Your Brand

What is the value of brand thinking?

It boils down to this — A product is made in a factory. A brand is made in the mind.

Building a strong brand is all about establishing a perceived **emotional connection** with a consumer that supersedes market variables like price, convenience or availability.

While you can not create that perception, you can however influence it.

It's increasingly challenging for anyone to be heard in today's over-saturated, over-stimulated and hyperactive digital and marketing world. Therefore, how you look and how you communicate are more important now than ever.

Building Your Brand

Attempting to market a business without first building a brand is like trying to build a house without pouring a foundation.

Once that foundation is in place, it can securely support integrated and effective communication efforts, that begin with a clearly defined identity.

The brand position or brand essence is the idea at the heart of your business. It's what differentiates you from all others.

So what is your place in the world?

What is your place in the world?

What do you **OFFER**?

What makes you **UNIQUE**?

Privé is not just about wrinkles or skin

And you are definitely not just another med spa that offers aesthetic services

The body is an art medium and how you enhance, sculpt or refine it is an art form

You offer a medical-based ART FORM to enhance, improve or perfect your patient's BODY IMAGE

The FACE

The SKIN

The HAIR

The BODY

You offer a medical-based ART FORM to enhance, improve or perfect your patient's BODY IMAGE

The FACE

• YOU improve imperfections of the forehead, brows, cheeks, eyes, nose, lips, mouth through **injections**

The SKIN

The HAIR

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The SKIN

- you refine the surface through custom and medical-grade facials, peels, microneedling and microdermabrasion
- you enhance the appearance by reducing discoloration, scars, stretch marks, sun spots, small vessel or capillaries, and improving texture, tone and laxity through **rejuvenation** and **PRP**
- you cleanse, nourish, protect, rehydrate and revitalize the skin with meticulously selected product lines

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The HAIR

• you enhance and stimulate hair growth for males and females due to hair loss or thinning through **PRP** and lashes with **Latisse**

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The BODY

• you sculpt a figure by reducing fat in the abdomen, flank, back, buttocks, thighs and upper arm, through a non-surgical freezing procedure called **CoolSculpting**

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The MIND

• you create positive self image through the art of aesthetics and perfect a patient's visible appearance based on their goal

You offer a medical-based ART FORM to enhance, improve or perfect your patient's BODY IMAGE

ADDED BENEFITS:

AUDIENCE / POTENTIAL NEW CLIENT PERSPECTIVE

Focusing on body image makes you a higher authority on medical-aesthetics (not the "skin place" or the "Botox place")

BUSINESS PERSPECTIVE

Focusing on body image allows you to expand your outstanding patient services and not limit future possibilities (ex: CoolSculpt)

What makes Privé **UNIQUE**?

How do you **DIFFERENTIATE**?

Privé is truly unique by setting the standards higher than any med spa in Kentucky, and quite possibly the region.

But it's not about **WHAT** that makes you unique.
But rather **HOW** you deliver it.

It's about improving the standard - taking it to a whole new level

Always striving for perfection, you continue to move the bar higher

Perfecting it piece by piece

How?

HOW is Privé **unique**?

By perfecting the environment,

perfecting the professional bar,

perfecting the experience and

perfecting the outcomes

HOW is Privé **unique**?

Perfecting the Environment

- building a **true medical facility** that adheres to the highest safety and medical ethics, encompassed within an **unparalleled spa-like atmosphere**
 - a facility that is **aesthetically driven with high-end design** right down to the smallest detail of glistening hardware and extraordinary artwork
 - a facility that is completely **patient- and staff-centric**

Perfecting the Environment

PATIENT-CENTRIC

- surround patients with luxurious details so they feel comfortable, relaxed and almost noble while they wait or receive treatments —
 plush textured pillows and chairs, perfect lighting that glows from stunning fixtures,
 soft paint colors that calm and soothe, custom artwork that enriches their surroundings
 - enormous consideration to create a gracious atmosphere that make patients feel appreciated —
 recognized and welcomed by their first name, they are greeted, "warmly," offer water and a
 private comfortable waiting area, you remember their stories and favorite products

STAFF-CENTRIC

- you provide staff with a **high-end designed work space** that is just as **cohesive and efficient** as it is beautiful even to enjoy lunch and relax during a break and with lots of natural light to cultivate positive attitudes and enhance vision
- provide staff with a "family oriented" work environment, outstanding pay and benefits, and future opportunities through
 expanded services and education, and the bonus of a gorgeous work space

Perfecting the Professional Bar

- you hire the highest caliber professionals with extensive experience, superior credentials and training,
 and most importantly with medical educations doctor, certified RNs...
- you have **national recognition** as a "Top 167" Allergan business, hand-selected Master Injector Trainers and SkinMedica Speakers
- you provide and offer staff opportunities for extensive training and advanced courses on the latest technologies and techniques
 Master Injectors, Credentialed CoolSculpting...
- you select professionals with an **artist's eye**, a "master in their craft" with knowledge that the **tiniest nuance makes a difference** and they too seek to deliver excellence in their outcomes (seeking the same "perfection eye" as Brandice)
 - build individual patient relationships, that are founded on reputation of excellent outcomes,
 but solidified on trust through honesty and integrity
 - offer an aesthetic partnership by creating a personally tailored plan for each patient, based on their goal of perfection

HOW is Privé **unique**?

Perfecting the Experience

• through scrupulous attention to patient timing, products, services and details

PERFECTING TIMING

PERFECTING PRODUCTS & SERVICES

HOW is Privé **unique**?

Perfecting the Experience

• through scrupulous attention to patient timing, products, services and details

PERFECTING TIMING

- assure a patient is not waiting long for an appointment, because you recognize their time is important
 - allocate extra time for each appointment so the provider, the patient or their treatment is not rushed
- assure a patient that their aesthetic treatment plan is an art form that should not be hastened it's a "marathon not a sprint"
 - offer complimentary consultations to properly advise, educate, reassure and help a new patient with their decisions

PERFECTING PRODUCTS & SERVICES

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PERFECTING PRODUCTS & SERVICES

- rigorously research premier, physician-grade product lines before even offering (must first pass the "Privé standards of excellence")
 - adding new technologies, techniques and procedures that serve the goal of excellence in outcomes

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- giving scrupulous attention to every facet and decision that affects a patients experience
 - hand-written thank you notes to first time patients or a referral
 - your signature scent of the Privé candle

perfecting the aesthetic outcome

- by hiring the most experienced and highest caliber staff to deliver excellence in outcomes
- you strive to "make the patient's outcome more perfect than they thought perfect could be"
- it's the quest for perfection in your environment, skill set, experience, products, quality and beyond

PRIVÉ is perfecting medical aesthetics on every level
in business standards
for the providers
and most importantly for the patients

Perfecting the art of aesthetics



Perfecting the art of aesthetics

LOGO AND TAGLINE



Privé Purple sophisticated complex



Flexible Gray soft inviting



Gold
warm
prosperous



Warm Gray
trustworthy
conservative

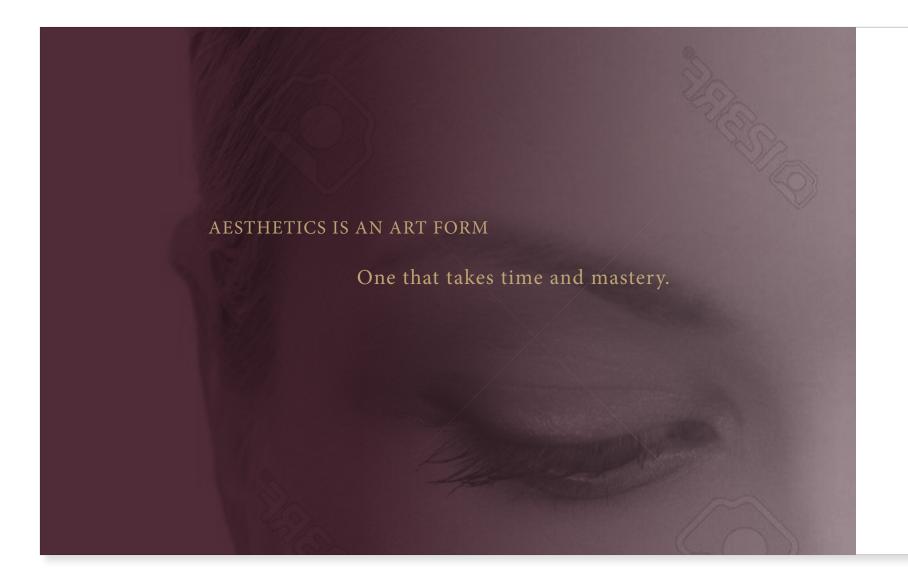
THE COLOR PALETTE

A beautiful balance of warm and cool, bold and soft for a cosmopolitan look yet a calm assuring quality.



BROCHURE | FRONT COVER

Because you offer a medical-based ART FORM to enhance, improve or perfect your patient's BODY IMAGE, we of course use gorgeous photography of areas of the BODY that look like WORKS OF ART



At Privé we form an aesthetic partnership with our patients, delivering a superior experience and excellence in outcomes.

PRIVÉ IS A MED SPA LIKE NO OTHER

adhereing to the highest of standards.

We are a true medical spa that complies to the toughest safety and medical ethics, offering the latest expertise on procedures and techniques, yet surround our patients with a luxurious spa-like atmosphere.

Our aesthetic professionals are of the highest caliber with extensive experience, credentials, training and medical educations, including a few who are national Master Injector trainers and SkinMedica speakers. Together with our licensed estheticians who offer world-class facial services and our physician-grade products, our level of personalized care to each patient is second to none.

We believe patient trust is priceless and therefore strive to earn that trust by delivering excellence in outcomes every day. Welcome to our Privé family.

Dr. Scott Harrison, Medical Director, Owner Brandice Harrison, Master Aesthetic Specialist, Owner

Becky McDonald, Executive Director, Owner

Carrie Clifford-Bennett, Nurse Practitioner/ Master Aesthetic Specialist

Suzanne Ramsey, Registered Nurse/ Master Aesthetic Specialist

Jessica Doyle, Registered Nurse

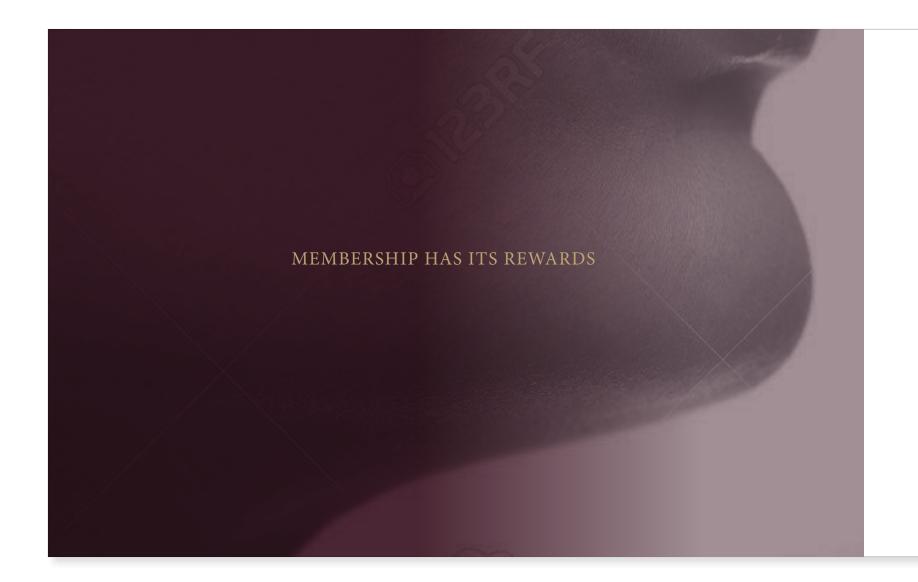
Tiffin Plaisted, Licensed Esthetician

Danielle Thomson, Licensed Esthetician

Lauren Huber, Licensed Esthetician

Jill Stapleton, Licensed Esthetician

Megan Owen, Licensed Esthetician



CLUB PRIVÉ

At Privé we believe that following a steadfast program rewards a patient with excellent results.

Therefore we offer a membership that makes it easy for our patients start a good routine, stay on top of their treatments and more convenient to schedule. This exclusive membership* at \$59 a month also grants you discounts on services and products. As an added thank you, if you sign a 12-month agreement your first month is on us.

Club Privé Privileges

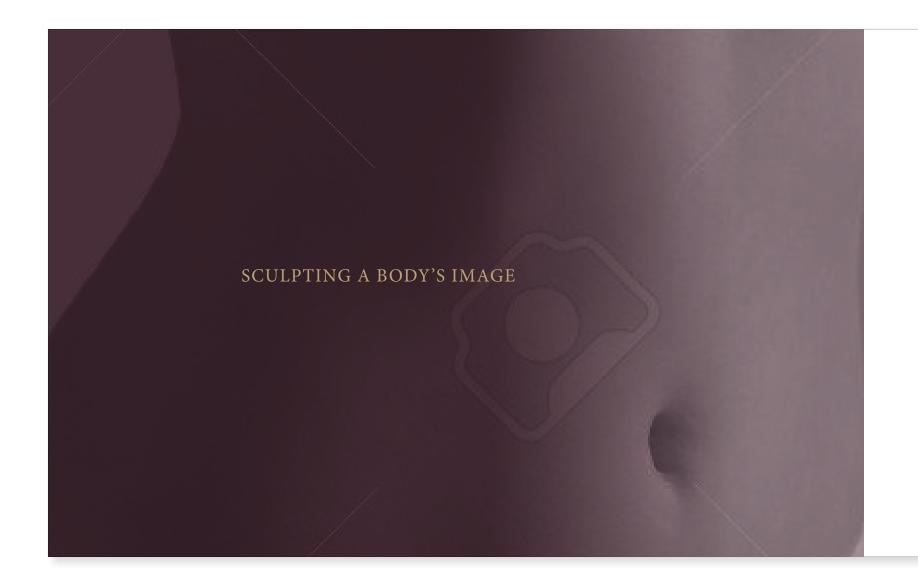
Choose one of the following each month:

- Microdermabrasion
- Chemical Peel
- Custom Facial

Additional Rewards

- 20% off product purchases 2 times per year (with 12 month membership)
- 10% off injectable services
- 10% off IPL services
- 10% off ResurFX services
- 10% off CoolSculpting services
- 10% off Microneedling with PRP and PRP hair restoration

* Membership can be paid up front or automatically deducted from your account each month. Membership programs are available for 6 or 12 month terms. Six month membership allows for one time product discount. Product discount not applicable on prescription products. Termination of membership prior to the end of your contract will result in \$125 cancellation fee. Membership pricing may not be combined with any other promotional offer. 24-hour cancellation notice is required or service(s) may be forfeited. For the 12 month membership you will be allowed to make up two missed months prior to the end of your term. For the 6 month membership you will be allowed to make up one missed month prior to the end of your term. If patient doesn't show up for an appointment that appointment will be forfeited. Memberships cannot be shared.



COOLSCULPTING

CoolSculpting is a procedure that eliminates stubborn fat safely and effectively, without surgery or downtime.

This treatment is the only FDA-cleared procedure that uses a patented cooling process called Cryolipolysis to target and eliminate fat cells without damage to the other cells and tissue. This technology safely targets and eliminates diet- and exercise-resistant fat.

At Privé we develop a customized CoolSculpting treatment plan that addresses your specific problem areas and tailored to your body, your goals and your budget.

With the CoolSculpting procedure, patients experience liposuction-like results but without downtime, anesthesia or pain medication during treatment. In fact, most patients return to work immediately after treatment.

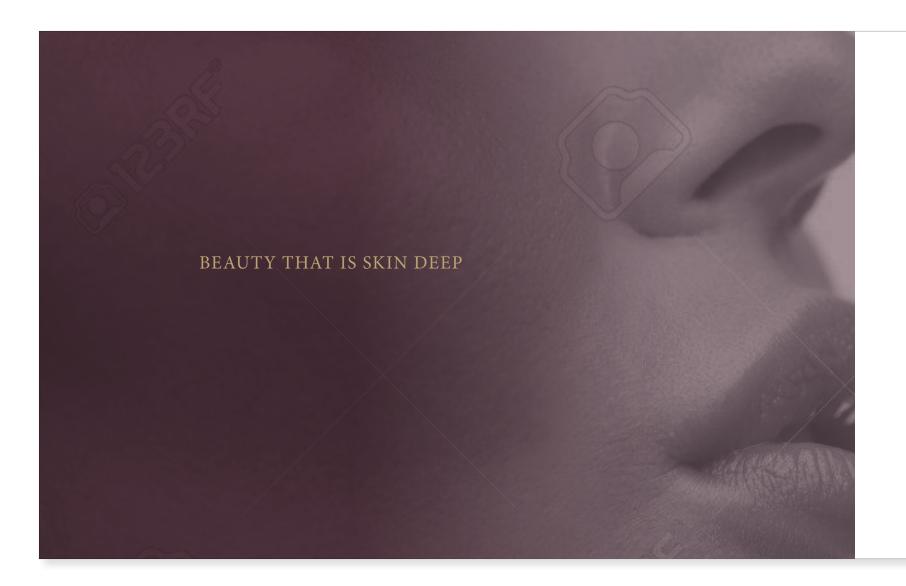
CoolSculpting results are proven, noticeable and lasting, so you'll look and feel great. Areas that can be treated are the lower and upper abdomen, flanks, inner and outer thighs, and underneath the chin.

Additional sessions may further enhance your results.

PRICING

Pricing starts at \$700. Club members receive 10% discount. \$100 discount for each additional area treated during the same day of service. Complimentary consultations are provided. Results and patient experience may vary.

BROCHURE | PAGE 4 & 5



PRIVÉ SKIN REJUVENATION

IPL Treatment

Intense Pulse Light (IPL) treatment uses a light-based device for skin rejuvenation, improving the appearance of red and brown skin discolorations as well as refining the skin. Using this broad spectrum light technology process is also known as photo rejuvenation or photofacial. Treatment is commonly done on areas affected by sun exposure and are performed in a series of 3-6 sessions depending on individual presentation. Follow up treatments to maintain results are recommended 1-2 times per year or as needed.

PRICING

Areas	1 Treatment	3 Treatments	6 Treatments
Face	\$300	\$800	\$1500
Neck	\$250	\$650	\$1200
Chest	\$300	\$800	\$1500
Arms (1/2)	\$300	\$800	\$1500
Arms (full)	\$600	\$1700	\$3300
Hands	\$200	\$500	\$900
Shoulders	\$600	\$1700	\$3300
Lower Legs	\$600	\$1700	\$3300

Lumenis - M22 ResurFX

Skin resurfacing procedures use lasers to reduce the signs of aging and improve skin texture, laxity and tone. They are also used for scar and stretch mark reduction and treating a variety of other cosmetic concerns. This fractional non-ablative resurfacing treatment keeps the skin intact, stimulates collagen growth and tightens the underlying skin.

PRICING	Areas	1 Treatment	4 Treatments
	Face	\$700	\$2700
	Neck	\$600	\$2300
	Chest	\$700	\$2700
	Hands	\$600	\$2300

Lumenis - M22 ResurFX Photofractional

To achieve greater results, combine IPL and ResurFX for a treatment that helps reduce sun spots, small vessels or capillaries, as well as reduce the signs of aging by stimulating collagen production to improve skin texture, laxity and tone.

PRICING	Areas	1 Treatment	4 Treatments
	Face	\$900	\$3500
	Chest	\$900	\$3500
	Neck	\$800	\$2300

Dysport

Botox

Dysport is a prescription injection for temporary improvement in the look of moderate to severe lines between the brows, forehead, and around the eyes. After treatment, the overlying skin is smoother, while the untreated facial muscles still contract in a normal fashion so facial expression is unaffected.

PRIVÉ INJECTABLE SERVICES

injected into muscles to improve the look of

Botox Cosmetic is a prescription medicine that is

moderate to severe frown lines between the brows,

on the forehead, sagging eyebrows and smile lines

around eyes. Results are apparent within days and

typically last 3-4 months. Results are dramatic and,

unlike surgery, is fast, simple and minimally invasive.

PRICING | \$4.50 /unit

PRICING | \$12.00 /unit

Juvederm Ultra and Ultra Plus

Juvederm is a smooth gel filler injected to instantly smooth away wrinkles around your mouth and nose. With just one treatment, you'll get natural-looking results that last up to approximately one year. It is infused with lidocaine to improve comfort during treatment. Treatments are offered in two forms so we may tailor treatment to your unique needs. Juvederm Ultra provides versatility in contouring and volumizing facial wrinkles and folds, while Juvederm Ultra Plus is a more robust formulation to volumize and correct deeper folds and wrinkles.

PRICING | \$550.00 | 2 syringes \$1000.00

Voluma

Juvederm Voluma XC injectable gel is the only filler FDA-approved to add volume to the cheek area. It instantly gives you a subtle lift, helps restore contour and a more youthful profile, for up to 2 years, in patients over the age of 21. It's different than Juvederm XC and works on a different area of the face.

PRICING | \$900 | each additional syringe \$800

Kvbella

Kybella is a prescription medicine used in adults to improve the appearance and profile of moderate to severe fat below the chin (submental fat), also called "double chin." The active ingredient, deoxycholic acid, is a naturally occurring molecule in the body that aids in the breakdown and absorption of dietary fat. When injected into the fat beneath your chin, Kybella causes the destruction of fat cells. Once destroyed, those cells cannot store or accumulate fat.

PRICING | 2 vials \$1200

Volbella

Juvederm Volbella XC is the only FDA-approved filler proven to increase lip fullness and correct perioral lines for up to 1 year. It is a soft, smooth gel appropriate for adding subtle volume to the lips and softening the appearance of lines around the mouth.

PRICING | \$400

Vollure

Juvederm Vollure XC is the only dermal filler FDAapproved to correct moderate to severe wrinkles and folds, such as nasolabial folds. The results last up to 18 months. Formulated with Allergan's proprietary Vycross technology, blending different weights of hyaluronic acid that contribute to the gel's duration, results last up to 18 months.

PRICING | \$730

Sculptra

Sculptra Aesthetic, or poly-L-lactic acid, is a unique facial injectable that replaces collagen lost during the aging process. Sculptra Aesthetic is the only volumizer scientifically designed to stimulate collagen growth and lasts up to two years.

PRICING | 2 vials \$1500

FACIAL SERVICES

Chemical peels are used to achieve smoother, more youthful-looking skin. They effectively and gently exfoliate dead, dull skin cells to reveal fresh, revitalized skin. These treatments can improve skin discoloration, increase collagen production as well as diminish acne scars and smooth out the complexion.

PRICING | \$85

10 Jessner's Peel

A medium depth peel designed for more extensive skin damage. It is comprised of salicylic acid (beta hydroxy acid), lactic acid (alpha hydroxy acid) and resorcinol. You will peel and flake for about 7 days, after which smoother skin will be revealed.

PRICING | 3 layers \$150 | 4-6 layers \$300 | 7-8 layers \$400

Glycolic Peel

Formulated from sugarcane, this peel creates a mild exfoliating action that stimulates collagen production, reduces fine lines and pore size, smooths texture and increases skin firmness. It also can help improve clogged pores, blackheads and mild to moderate acne. Skin will be left with a healthy glow.

PRICING | \$???

Lactic Peels

Derived from milk, this peel exfoliates the outer layer of your skin and encourages new cell turnover. An excellent choice for dry and sun damaged skin, this particular chemical peel is a natural humectant that pulls moisture from the collagen level to the surface of skin.

PRICING | \$???

VI Peel

A synergistic blend of five acids: TCA, Retin-A, Salicylic Acid, Phenol and Vitamin C, this peel produces powerful results with no pain, no skin preparation and

very little downtime. It improves the tone, texture and clarity of your skin, can reduce or eliminate age spots, freckles, and hyperpigmentation, including melasma as well as soften lines and wrinkles. VI Peels also help clear acneic skin conditions, reduce acne scars and stimulate the production of collagen.

PRICING | \$250

SkinMedica Illuminize Peel

This peel is used for mild skin imperfections. It helps reduce the appearance of fine lines and wrinkles, sun damage and pigmentary irregularities. This peel can be repeated every 2 weeks. There is no downtime with little to no visible peeling.

PRICING | \$130

SkinMedica Vitalize Peel

This peel is used for mild to moderate skin imperfections. It helps to reduce the appearance of fine lines and wrinkles, sun damage, acne scarring, hyper-pigmentation and melasma. This peel can be repeated every 3-4 weeks. A series of 3-6 peels is recommend-

ed. There is minimal downtime with mild to moderate peeling lasting 2-5 days.

PRICING | \$170

SkinMedica Rejuvenize Peel

This peel is used for moderate to severe skin imperfections. It helps to reduce the appearance of fine lines and wrinkles, sun damage, acne scarring, hyperpigmentation, and melasma. This peel can be repeated every 4-6 weeks. A series of 3-6 peels is recommended. There is minimal downtime with moderate peeling lasting 2-5 days.

PRICING | \$250

HydraFacial MD

This multi-step treatment cleanses, exfoliates and extracts to remove impurities and dead skin cells, while replenishing vital nutrients including antioxidants, peptides and hyaluronic acid to mitigate environmental damage, reduce the appearance of fine lines and wrinkles, and plump and firm skin. Long-term results that can be seen immediately. A patented Vortex-Fu

repair damaged skin, for a healthier, more youthful appearance. Moisturize: Multi-functional ingredients nourish, protect, and exfoliate as they hydrate and restore elasticity. Protect: True broad-spectrum protection from the damaging effects of UVA and UVB rays.

Jane Iredale – The Skin Care Makeup

A comprehensive line of mineral makeup developed to enhance the lives of women by delivering personal, natural beauty that lifts health and spirit. A responsible extension of skin care, each product is subjected to rigorous sensitivity and safety tests to ensure it is as good for the skin as it is beautiful to wear. It is the #1 makeup choice of skincare providers and is recommended by plastic surgeons and dermatologists worldwide.

EltaMD Sun Care Products

EltaMD is founded on the belief that the responsible and innovative application of medical expertise and science will change the way physician-dispensed skin care products treat people. The EltaMD sun care line includes a complete spectrum of sun care products, one for every skin type and unique need.

SkinMedica

At SkinMedica®, we believe everyone deserves to have naturally radiant skin. That's why we've dedicated years of research to formulating advanced skin care products that rejuvenate skin.

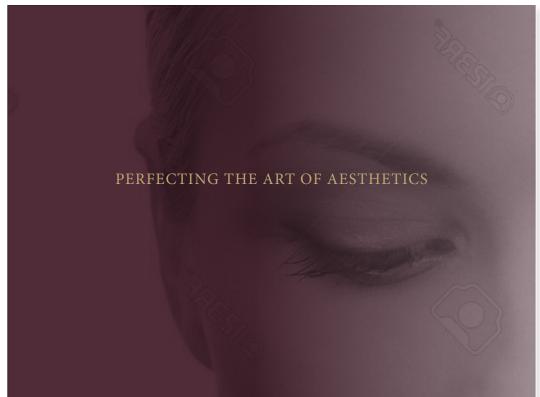
Our entire aesthetic product line is based on the science of the skin's own healing abilities. As skin ages, elasticity decreases, lines appear and overall appearance is diminished. To counteract the effects of time, our skin care products contain restorative ingredients that work below the skin's surface to regenerate the health of the skin.

Our scientifically proven recovery compounds include essential ingredients ranging from vitamins C and E to retinol to TNS®, our patented blend of growth factors, soluble collagen, antioxidants and matrix proteins. The impact is clear - fine lines are reduced, age spots and discoloration fade, and skin texture and elasticity is improved. All results of our commitment to creating a lifelong skin care solution for healthier skin.

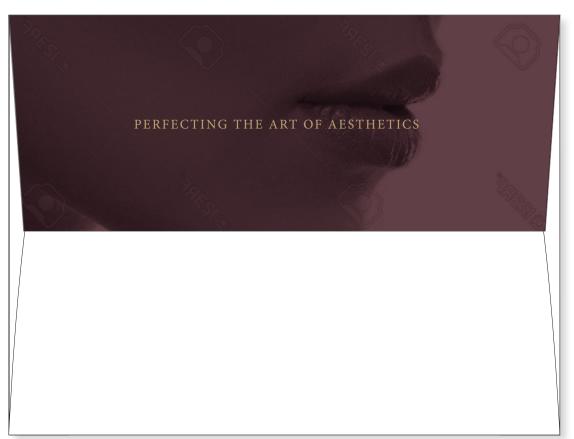














Brandice Harrison, PA-C

Certified Injector, Owner Brandice@PriveMedicalSpa.com

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Becky McDonald Executive Director, Owner Becky@PriveMedicalSpa.com

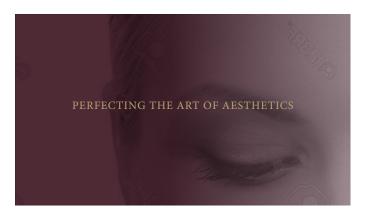
859.523.5893 3399 Tates Creek Road, Suite 230 Lexington, KY 40502 PriveMedicalSpa.com



Jessica Doyle, RN CoolSculpting Certified

859.523.5893 3399 Tates Creek Road, Suite 230 Lexington, KY 40502 PriveMedicalSpa.com











I ERT ECTIVO	THE ART OF AESTHETICS One appoilment at a time
REMINDER	
DATE	
TIME	
859.523.5893	PriveMedicalSpa.com (f)
	s required for cancellations



APPOINTMENT CARD

Two options — one that plays off of the tagline.

The second plays it conservative.



One that takes time and mastery.

At Privé we believe aesthetics is an art form. One that deserves undivided attention, ample time, and a master at their skill. Our aesthetic professionals are of the highest caliber, with an artist's eye and knowledge of the smallest nuance that can make a difference in delivering excellence in their outcomes



PERFECTING THE ART OF AESTHETICS | 859.523.5893 | PRIVEMEDICALSPA.COM | LEXINGTON, KY



INVITATION POSTCARD | FRONT | 9" x 5 1/2"

Sometimes simplicity speaks volumes. The front of this postcard introduces your brand identity, while the straight forward copy intregues the receiver, as well as really take notice in a mailbox.

PRIVÉ is a med spa like no other.

At Privé we take pride that we are a true medical spa that complies to the toughest safety and medical ethics while offering the latest expertise, procedures and techniques in the art of aesthetics.

And we are overjoyed to introduce our patients to our stunning new space that was built completely with you in mind.

Please join us for a

PRIVÉ RECEPTION

Friday, March 9 4 - 8 PM 3399 Tates Creek Road Suite 230

Refreshments. Special pricing. Giveaways.



PERFECTING THE ART OF AESTHETICS | 859.523.5893 | PRIVEMEDICALSPA.COM 3399 TATES CREEK ROAD SUITE 230 | LEXINGTON, KY 40502





859-523-5893 PRIVEMEDICALSPA.COM











SERVICES SHOP SKIN CARE CLUB PRIVÉ MAKE APPOINTMENT



SHARE ON FACEBOOK

SHARE ON INSTAGRAM

FORWARD TO A FRIEND



PRIVEMEDICALSPA.COM 859.523.5893

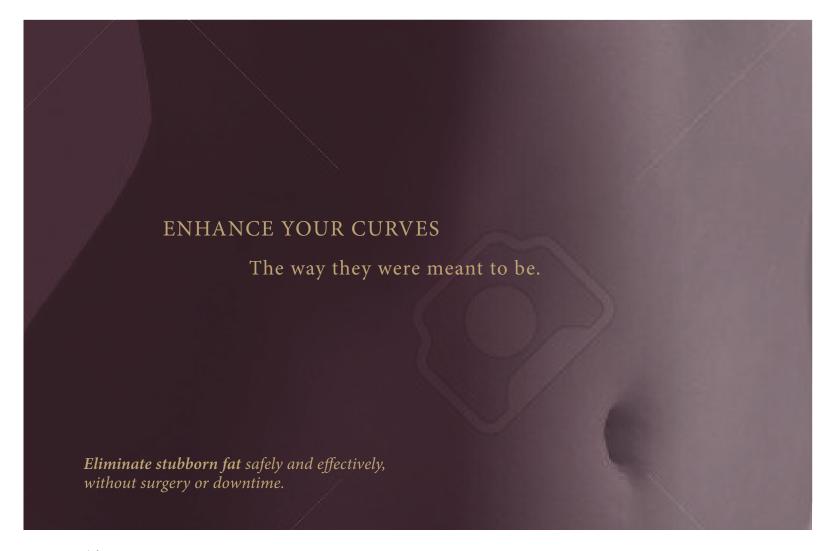
Privé Med Spa, 859-523-5893, 3363 Tates Creek Road Suite 209, Lexington, KY 40502



PERFECTING THE ART OF AESTHETICS

COOLSCULPTING SERVICES CLUB PRIVÉ

MAKE APPOINTMENT



*coolsculpting Call for a complimentary consultation. | 859.523.5893 | PRIVEMEDICALSPA.COM

SHARE ON FACEBOOK



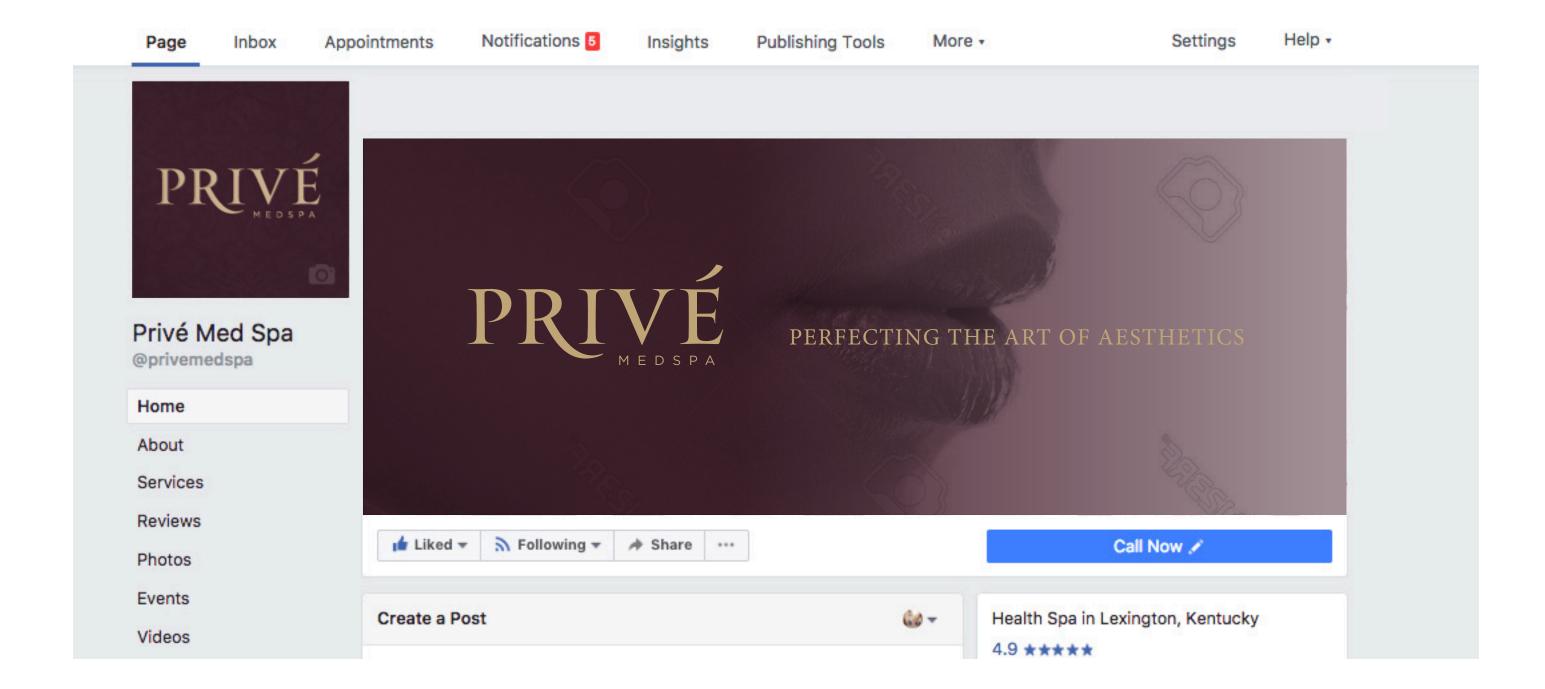
SHARE ON INSTAGRAM

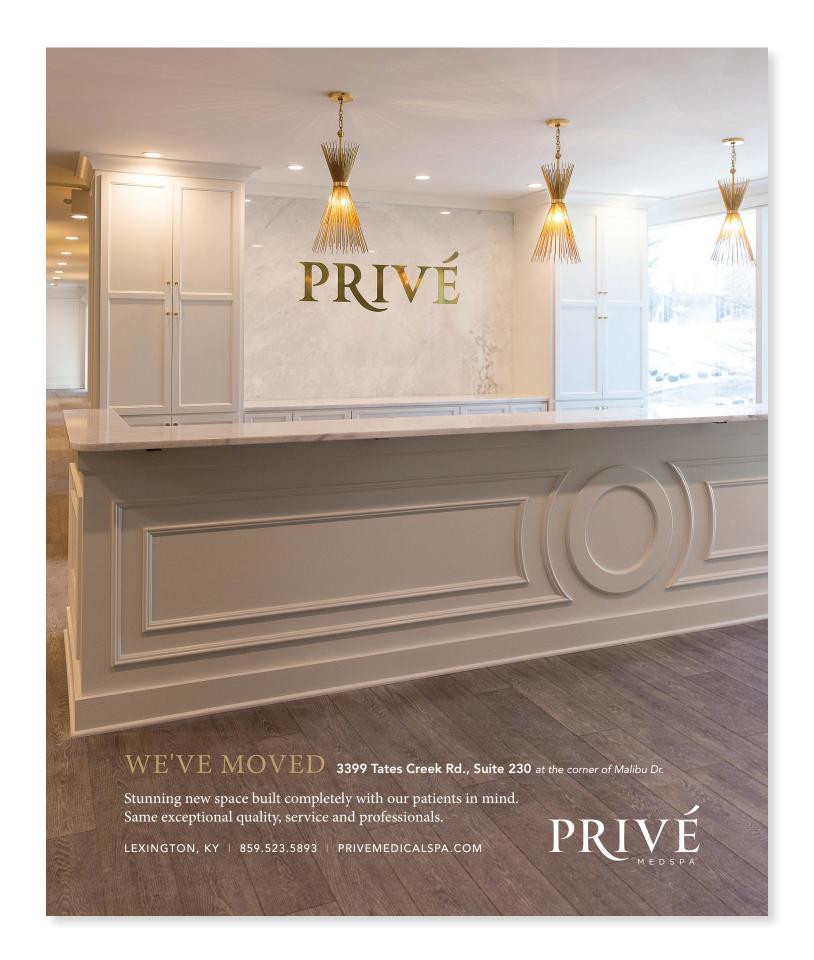


FORWARD TO A FRIEND

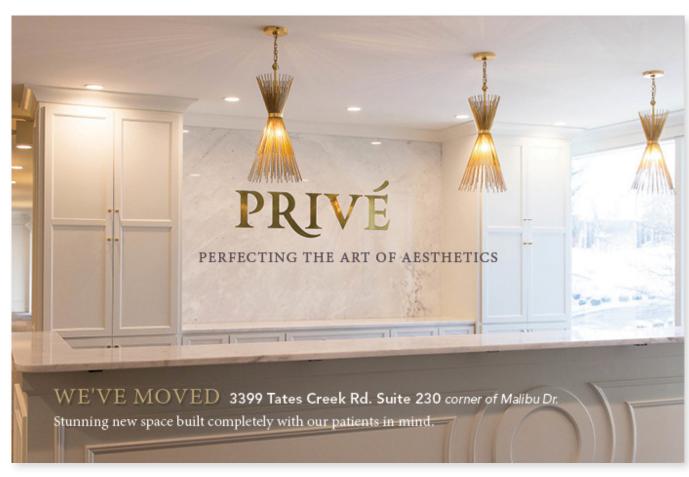


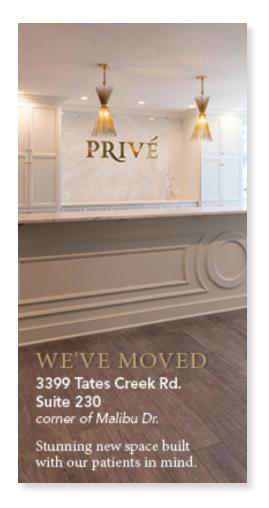














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