

# SAN DIEGO BUSINESS JOURNAL

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## **Mobile Cosmetic Care Provider Joins Local Spas Forming New Partnership**

Spas Become Partners: Destinations Medical Spa, a San Marcos-based mobile, doctor-managed cosmetic care service, will partner with 13 spas mainly located in North County. The new partnership will allow DMS employees to treat clients at spa facilities, said Dr. Donna Richardson, company founder and medical director. Before forming the partnership, clients received their laser, Botox, injectable and other spa treatments at home since the company was founded less than 10 months ago.

“It’s the client convenience factor,” Richardson said. “I thought, We could offer this with a day spa.”

Each spa partner will receive 20-25 percent of laser and injectable treatment fees.

Botox prices range from \$250 to \$875, while single-treatment massages cost \$130 per hour or \$160 for 90 minutes. Restylane runs \$550 per syringe and Cosmoderm for collagen

treatments costs \$400 per syringe. Most procedures are offered by cost based on a single treatment, or packages of either three or five treatments.

Richardson said that the company can treat anywhere from five to nine clients a day—depending on travel time for staff—and provides all medical devices and instruments, laser treatments equipment, medication, safety devices, medical personnel and applicable insurance coverage.

The staff treats about 60 percent of clients in their homes and the remaining 40 percent at spas. She expects that number to hit 50-50 within three to four months.

Richardson added that although the company’s client base is mainly in North County, she hopes to continue expanding into San Diego proper by the end of the year.