



SPRAY TAN

L.A.

the beauty is, we come to you.

Wholesale Presentation

PLEASE CALL FOR PRICING

Contact Information

www.SPRAYTANLAWHOLESale.com

(877) STLA-USA

management@spraytanla.com

Finance Your Spray Tan Equipment Today



NAME:

ADDRESS:

CITY, STATE, ZIP:

SS#:

DOB:

DRIVER'S LICENSE

NUMBER:

STATE:

EXPIRATION DATE:

HOME PHONE:

WORK PHONE:

EMPLOYER BUSINESS NAME:

YEARS EMPLOYED:





Spray Tan L.A.'s Spray Tan Machine

(Made in USA)


Cast Iron!

Compact & Light For Travel

5 Year Full Parts & Labor Warranty

Included:

- ◆ Uses a HPLV (high pressure low volume) turbine motor that delivers a continuous **high volume of clean, warm, dry, low-pressure air.**
- ◆ It can take up to 45 minutes to spray an individual with an air brush. Our HPLV system can complete a tan in matter of **5 minutes!**
- ◆ Applying a perfectly even tan with very little overspray, our HPLV system is designed to perform a **flawless tan** in less than **half the time.**
- ◆ **Comes with a 5 Year Warranty covering BOTH Parts and Labor!**

- 
- ◆ **All new, sleek, matte black case** with black micro-foam filters.
 - ◆ Offers the unique Handi-Hold docking station to safely hold and store the Mist applicator on the case
Always ready to spray!
 - ◆ High performance Mist Applicator ensures that the tanning solution applies **perfectly for uniform** coverage. The slim and flexible air hose with quick connect couplers means the hose is never in the way.
 - ◆ **Quieter and more precise** with the advanced technology. Variable speed control makes contouring so much easier.
 - ◆ Has a **comfortable, fold down luggage style carry handle.**
 - ◆ Expressly designed to apply tanning solutions evenly and efficiently. So easy to use and **the solution goes on the client, not in the air.**
 - ◆ Has all stainless steel fluid parts to atomize the solution into tiny perfect particles in a **precision controlled spray fan.**
 - ◆ Motors selected by Spray Tan L.A. provide **high efficiency and longevity.**
 - ◆ Mist Applicators are **ergonomically engineered for technician's comfort.**



Spray Tan L.A.'s Quiet Box Spray Tan Machine

Sophisticated Design, Quiet as a Whisper, Shhhhh!


SPRAY TAN
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Benefits of our unique Quiet Box Spray Tan Machine design:

Whisper Mist



110 volt, 60hz, 10 amps, 1.5 HP

240 volt available by special order

Weight: 38 lbs. / 17.24 kg.

Height: 23-1/4" / 59 cm

Width: 19" / 48.26 cm

Length: 22" / 55.88 cm

- ◆ ***Quiet as a whisper***, the Quiet Box provides a soothing atmosphere for the technician and client. **Reduces the noise** of a normal spray tan machine by **85%**. **Perfect for a quiet spa!**
- ◆ **Perfectly mobile** to any tanning site or for use on location for tanning parties
- ◆ Storage space on top of the Tanning Center and a Mist Applicator Handi-Hold docking station to safely hold and store the Mist Applicator on the case - so it is **always ready to spray**.
- ◆ Will operate a single Mist Applicator or, by adding the optional “Y” connector, it can **operate two Mist Applicators at the same time**.
- ◆ The 14’ (4.2m) **slim and flexible** air hose with quick connect couplers means the hose is never in the way.
- ◆ **5 Year Warranty covers BOTH Parts and Labor!**



Spray Tan L.A. Spray Tan Gun Mist Applicator

The Spray Tan L.A. Mist Applicator comes complete with:

- ◆ an 8 oz. (250cc) cup.
- ◆ All parts that handle solution are manufactured from **marine grade stainless steel**.
- ◆ There are **NO "O" rings** which make clean up and maintenance **super easy**.
- ◆ Exclusive designed nozzle provides maximum atomization with **minimal overspray**.
- ◆ The Spray Tan L.A. Mist Applicator compliments any of our Spray Tan L.A. Tanning Systems to provide **maximum client comfort**.
- ◆ **5 Year Warranty covers BOTH Parts & Labor!**

Spray Tan L.A. Spray Tan Tent

- ◆ Specifically manufactured to **prevent over-spray** while spray tanning.
- ◆ Dark brown in color and very **easy to clean** and transport.
- ◆ Folds up and weighs less than 6 pounds in weight for **easy transport**.
- ◆ Our portable spray tan booths make it convenient for a spray tan to be performed **anywhere at any time**.
- ◆ When expanded to its full height (20x20) our **pop up tents can be set up anywhere:**

**living room
bathroom
office**



TRAINING & EDUCATION

- ◆ A to Z Guide to Being a Spray Tan Stylist
- ◆ Credit Card Authorization Form
- ◆ Client Feedback Form
- ◆ Spray Tan Education/Handbook (21 Pages)
- ◆ New Hire & Operation Forms to Include:
 - *Background Investigation Authorization Form*
 - *Client Feedback Survey*
 - *Confidentiality Agreement*
 - *Independent Contractor Agreement*
 - *Independent Contractor Service & Equipment Responsibility Agreement*
 - *New Hire Questionnaire*
 - *Record of Turbine & Mist Applicator Use*
 - *Spray Tan Stylist Check Out Sheet*
 - *Service Standards*
 - *Staff Standards*
 - *W-9 Tax Form*

TRAINING & EDUCATION

- ◆ Pre and Post Tan Care Instructions
- ◆ Pop Up Tent Instructions
- ◆ Press Release Written For You
- ◆ Press Kit
- ◆ Product Quiz
- ◆ Marketing & Sign in Sheet
- ◆ Sunless Technician Certification Test (61 Questions) & Answer Key
- ◆ Retail Products Full Description and Ingredients
- ◆ Booking Confirmation Template for E-mail
- ◆ Stylist Evaluation Form
- ◆ Stylist Quiz (4)
- ◆ Training Guide
- ◆ Training Technique Form
- ◆ Referral Client Script

MARKETING-FRANCHISING

- ◆ 1st Time Client Free Tan Flyer – Full Color Front & Back – Your Contact Information
- ◆ 1st Time Client \$25 Tan Flyer – Full Color Front & Back – Your Contact Information
- ◆ \$10 Off Spray Tan - Full Color Front & Back – Your Contact Information
- ◆ BOGO (Buy One Get One Free) Spray Tan - Full Color Front & Back – Your Contact Information Full Color Front & Back – Your Contact Information
- ◆ ½ Off Spray Tan - Full Color Front & Back – Your Contact Information
- ◆ Unlimited revisions to any and all of marketing materials in any format
- ◆ Business Cards – 1,000 printed
- ◆ Unlimited business card creation – any format
- ◆ All logos – any format – high and low resolutions
- ◆ High Resolution pictures of all products – any format
- ◆ Research on tanning salons in your area – pricing and availability of spray tans

MARKETING-FRANCHISING

- ◆ Celebrity client photos
- ◆ Press Kit
- ◆ New press release written for you
- ◆ Business to Business Contracts
- ◆ Facebook Business Page
- ◆ QR Code – Scannable Code for smartphones
- ◆ Twitter Page
- ◆ Interview Guidelines
- ◆ DBA Included
*You must pay state filing fee
- ◆ Invoice Template
- ◆ Letterhead
- ◆ Mock letters to industries
- ◆ New Hire Questionnaire
- ◆ Skin Cancer Organization Information
- ◆ Outdoor Banner Designs
- ◆ Brochures

WHOLESALE PACKAGE

Option 1

1 Complete Machine Package with:

- ◆ Spray Tan Complete Machine Kit with Gun and all accessories.
- ◆ 5 year Full Parts and Labor Warranty
- ◆ 1 Tent
- ◆ 1 liter of our 100% plant organic spray tan solution
- ◆ 1 liter of Spray Tan LA's organic Anti-Aging PH Balance Prep Spray Primer
- ◆ Organic Retail Product Sampler
- ◆ Continuous lifetime support and service

WHOLESALE PACKAGE

Option 2

1 Complete Machine Package with:

- ◆ Spray Tan Complete Machine Kit with Gun and all accessories.
- ◆ 5 year Parts and Labor Warranty.
- ◆ 1 Tent
- ◆ 2 Liters of 100% plant organic spray tan solution
- ◆ 2 liters of organic Anti-Aging PH Balance Prep Spray Primer
- ◆ Organic Retail Product Sampler
- ◆ Training & Education For Your Entire Staff
- ◆ Training DVD
- ◆ Continuous lifetime support and service

FRANCHISE PACKAGE

Option 1

1 Complete Machine Package with :

- ◆ Spray Tan Complete Machine Kit with Gun and all accessories.
- ◆ 5 year Parts and Labor Warranty
- ◆ 2 Tents
- ◆ 6 Liters Organic Anti-Aging PH Balance Prep Spray Primer
- ◆ 6 Liters of Organic Spray Tan Solution
- ◆ 4 Cases of Certified Organic Retail Products
- ◆ Training & Education For Your Entire Staff
- ◆ 1,000 Printed Business Cards
- ◆ Unlimited Business Card Designs
- ◆ 10 E-Mail Addresses at our domain
- ◆ Training DVD
- ◆ Continuous lifetime support and service

FRANCHISE PACKAGE

Option 2

1 Complete Machine Package with :

- ◆ Spray Tan Complete Machine Kit with Gun and all accessories.
- ◆ 5 year Parts and Labor Warranty
- ◆ 2 Tents
- ◆ 6 Liters Organic Anti-Aging PH Balance Prep Spray Primer
- ◆ 6 Liters of Organic Spray Tan Solution
- ◆ 4 Cases of Certified Organic Retail Products
- ◆ Training & Education For Your Entire Staff
- ◆ 1,000 Printed Business Cards
- ◆ Unlimited Business Card Designs
- ◆ 10 E-Mail Addresses at our domain
- ◆ Continuous lifetime support and service
- ◆ 5000 designed flyers each of the following
- ◆ 1st time free tan flyer, 1st time \$25 tan flyer, \$10 Off Tan Flyer
- ◆ BOGO (Buy 1 Get 1 Free) Tan flyer, ½ Off Tan Flyer
- ◆ Unlimited revisions to marketing materials/artwork
- ◆ Personalized Website

**Spray Tan LA 100% Certified Plant Organic
FRESH MADE TO ORDER Spray Tan Solutions
1 Liter, 1 Gallon, or 5 Gallons**

**Spray Tan L.A.'s 100% Certified Organic Sunless Tanning Solution
Available Scents: Caramel and Coconut Paradise
Original 9% DHA, Cocoa 9.5% DHA,
Rio 10% DHA, Morocco 10.5% DHA**

Anti Aging PH Balance Prep Spray - 1 Gallon



Solution Cups (3)



**SPRAY TAN
LA.**

Retail Products (Wholesale Cases)

Spray Tan L.A. Sunless Spray With Bronzer (12)



- ◆ Contains Spray Tan Los Angeles' actual solution we use for spray tanning.
- ◆ Ultra-fine spray quickly delivers instant color & smooth golden results without aerosol propellants.
- ◆ Improved Formula/Immediate Color: Longer lasting, smooth, sienna blend to give you the "just-off the beach" sun kissed glow you desire.
- ◆ Continuous Spray: "Bag in Bottle" system delivers ultra-fine spray & even results at any angle.
- ◆ Oil-Free Formula will not clog pores Aquazxyl pumps up skin hydration to extend your color.
- ◆ Skin Firming: Reduces fine lines & wrinkles.
- ◆ Odorless tanning: no telltale DHA smell.
Scent: Caramel or Coconut Paradise

Hydrating Shower Gel (6)



- ◆ Decadently scented, nutrient-rich cleanser with invigorating essences to keep skin soft and glowing
- ◆ Drench your skin with the velvety smoothness of Amber Sun Shower Gel!
- ◆ This luxuriously foamy cleanser is packed with moisturizing agents that leave skin super-hydrated and lusciously scented.
- ◆ Special formula will not strip your skin's natural amino acids (acid mantle) to keep DHA/Sunless color development at its very best.
- ◆ Natural ingredients inhibit the after-scent of DHA sunless products.
- ◆ Gentle enough for the most sensitive skin - facial quality.
- ◆ Perfect for all skin types.
- ◆ Fragrance: Grapefruit & Guava

Moisturizing Body Scrub (6)



- ◆ Invigorating scrub designed to exfoliate and polish rough, dry skin while providing superior hydration.
- ◆ Eliminates dryness instantly.
- ◆ Evens out tone and texture for flawless color results.
- ◆ Special formula will not strip your skin's natural amino acids (acid mantle) to keep DHA/Sunless color development at its very best.
- ◆ Skin glows with renewed radiance and youthfulness. Hypoallergenic.
- ◆ Gentle enough for the most sensitive skin - facial quality.
- ◆ Perfect for all skin types.
- ◆ Fragrance: Grapefruit & Guava

Bronzing Brush(12)

- ◆ Keep your "just of the beach" color fresh throughout the day with our Bronzing Brush!
- ◆ It's 100% Mineral Powder Bronzing Formula, Gorgeous Natural Color, Compact brush design ideal for travel & daily use and refills are available.
- ◆ Dust on an instant sun-kissed glow with the quick push of a button! A single click delivers golden bronzing powder out of the brush for a quick, easy and mess-free application.
- ◆ Perfect for legs, shoulders, colletage and facial use.
- ◆ Color compliments any skin tone. Brush refills available.



Pro-Long Moisturizer (6)

- ◆ Daily moisturizer with a hint of sunless color to build or extend your "just off the beach" golden tan.
- ◆ Perfect for all skin types and tone with Aquaxyl cellular moisture binder for super strength hydration
- ◆ Protective Anti-Aging AstraCran, super concentrated antioxidant that has 500 times the protective benefits of Vitamin C. Hydrating Aquaxyl, pre-empts moisture loss at its cellular source by binding moisture deep within the skin's subsurface layers.
- ◆ Skin is able to maintain its ideal moisture level all day to keep color fresh & lasting.
- ◆ Firming Caffeine tones & smoothes skin surface. Use daily to build or extend radiant golden color.
- ◆ The simplest way to control your tan's level of darkness.
- ◆ Gentle, natural tanning agents are blended with the highest of quality ingredients to produce superior, subtle color.
- ◆ Use daily for a week to reach the golden bliss you desire or to keep any tan (UV or Sunless) fresh and glowing.
- ◆ Gentle enough for the most sensitive skin, facial quality.
- ◆ Perfect for all types of skin.
- ◆ Fragrance: Coconut Lime.



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Sea Coral Salt Scrub (6)



- ◆ Premium Blend of Sea Salts & Exotic Oils to Exfoliate & Moisturize.
- ◆ Our blend of marine salt and premium oils for total-body exfoliation.
- ◆ Gently removes dead skin cells.
- ◆ Mint extract to energize & refresh.
- ◆ Aids in new, healthy cell growth.
- ◆ Use 24 hours before sunless application.
- ◆ Fragrance: Cool Mint

Body Butter (6)

- ◆ Super hydrating facial quality moisturizing cream for face & body is perfect to combat the drying effects of DHA products and for reducing fine lines and wrinkles.
- ◆ Eliminates dry, itchy skin resulting from an active lifestyle, UV or sunless tanning.
- ◆ Highly saturated with vitamins and humectants.
- ◆ Anti-aging & skin firming.
- ◆ Fragrance: Coconut Lime



PH Balance Prep Spray For Home Use (12)



- ◆ A certified organic fruit prime extract primer (pre-tan) spray to adjust the skin's pH resulting in a deeper golden colored tan.
- ◆ This product ensures a completely even tan on your body regardless of skin tone and moisturizes to prevent dry skin.

Sunless Preparation & Maintenance Kit (12)

Prepare and Maintain your most beautiful "just off the beach color" with a complete set of Spray Tan LA Essential Products in 2oz. size.
Kit Contains 1(2oz) each of the following products:

- ◆ Sunless Spray with Bronzer
- ◆ pH Balancing Spray
- ◆ Moisturizing Body Scrub
- ◆ Hydrating Shower Gel
- ◆ Pro-Long Tan Extending Moisturizer





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Management

Rob 's Direct

(323) 951-0398

(310) 710-8048

Mike's Direct

(561) 305-5147

Break Even Analysis on Initial Investment

Number of Tans	Price Per Tan	\$ 30.00	\$ 35.00	\$ 40.00	\$ 45.00	\$ 50.00	\$ 55.00	\$ 60.00
30		\$ 900.00	\$ 1,050.00	\$ 1,200.00	\$ 1,350.00	\$ 1,500.00	\$ 1,650.00	\$ 1,800.00
35		\$ 1,050.00	\$ 1,225.00	\$ 1,400.00	\$ 1,575.00	\$ 1,750.00	\$ 1,925.00	\$ 2,100.00
40		\$ 1,200.00	\$ 1,400.00	\$ 1,600.00	\$ 1,800.00	\$ 2,000.00	\$ 2,200.00	\$ 2,400.00
45		\$ 1,350.00	\$ 1,575.00	\$ 1,800.00	\$ 2,025.00	\$ 2,250.00	\$ 2,475.00	\$ 2,700.00
50		\$ 1,500.00	\$ 1,750.00	\$ 2,000.00	\$ 2,250.00	\$ 2,500.00	\$ 2,750.00	\$ 3,000.00
55		\$ 1,650.00	\$ 1,925.00	\$ 2,200.00	\$ 2,475.00	\$ 2,750.00	\$ 3,025.00	\$ 3,300.00
60		\$ 1,800.00	\$ 2,100.00	\$ 2,400.00	\$ 2,700.00	\$ 3,000.00	\$ 3,300.00	\$ 3,600.00
65		\$ 1,950.00	\$ 2,275.00	\$ 2,600.00	\$ 2,925.00	\$ 3,250.00	\$ 3,575.00	\$ 3,900.00

YELLOW EQUALS BREAK EVEN POINTS -

HOW MANY TANS YOU WOULD NEED TO DO TO MAKE YOUR INITIAL INVESTMENT BACK

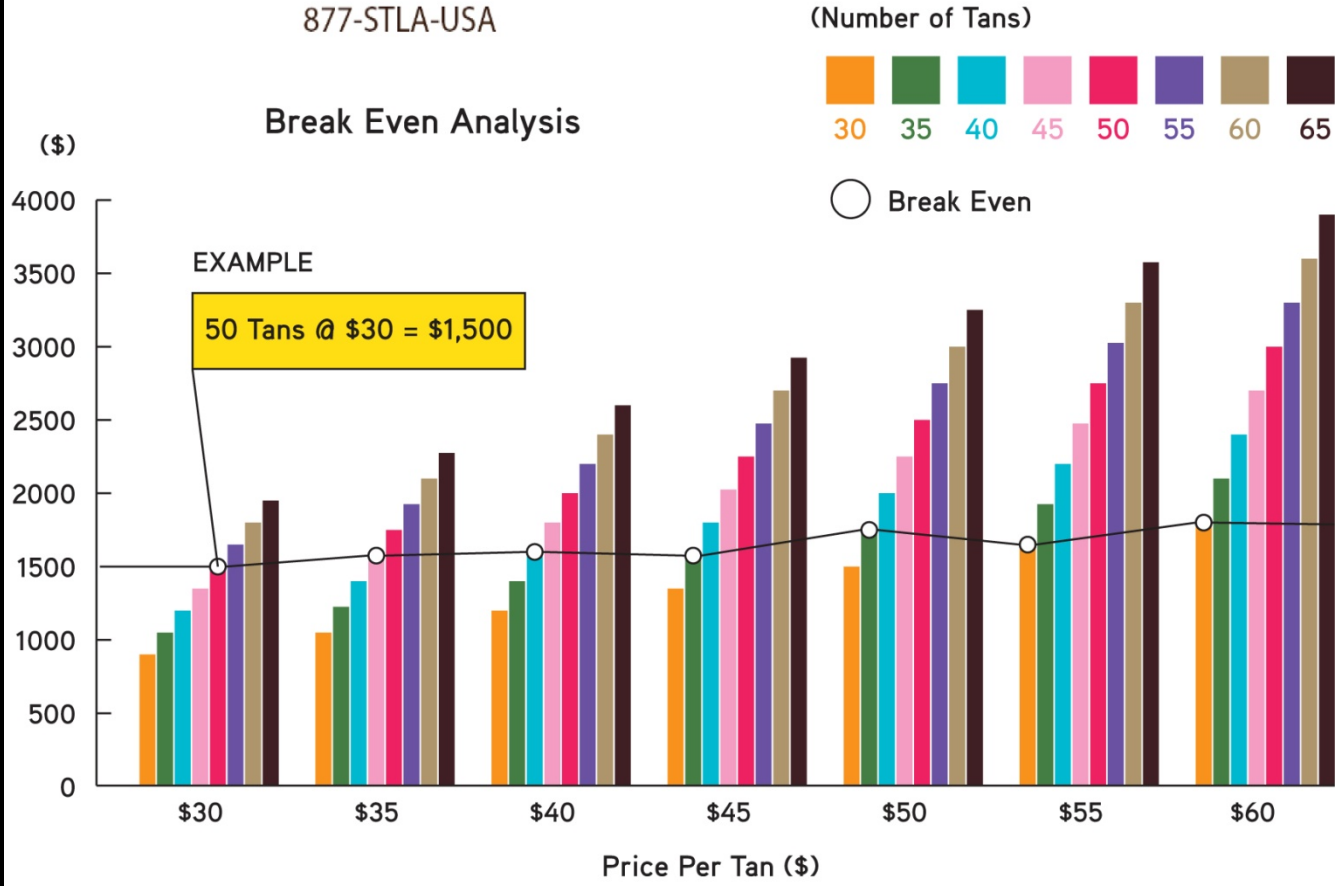
SOLUTIONS	Cost Per Spray	Total Cost	Tans Per Gallon
Cost Per Tan - 1 Gallon	\$ 1.85	\$139.99	75.7
Cost Per Tan - 5 Gallon	\$ 1.27	\$479.99	75.7



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Break Even Analysis



SOLUTIONS

Cost Per Tan - 1 Gallon
Cost Per Tan - 5 Gallon

Cost Per Spray

\$1.85
\$1.27

Total Cost

\$139.99
\$479.99

Tans Per Gallon

75.7
75.7



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Monthly Revenue - Cost of Goods Sold = Profit

Number of Tans	Price Per Tan	\$ 30.00	\$ 35.00	\$ 40.00	\$ 45.00	\$ 50.00	\$ 55.00	\$ 60.00
10	\$1.85	\$ 290.00	\$ 331.50	\$ 381.50	\$ 431.50	\$ 481.50	\$ 531.50	\$ 581.50
20	\$1.85	\$ 581.85	\$ 663.00	\$ 763.00	\$ 863.00	\$ 963.00	\$ 1,063.00	\$ 1,163.00
25	\$1.85	\$ 703.75	\$ 828.75	\$ 953.75	\$ 1,078.75	\$ 1,203.75	\$ 1,328.75	\$ 1,453.75
30	\$1.85	\$ 844.50	\$ 994.50	\$ 1,144.50	\$ 1,294.50	\$ 1,444.50	\$ 1,594.50	\$ 1,744.50
35	\$1.85	\$ 985.25	\$ 1,160.25	\$ 1,335.25	\$ 1,510.25	\$ 1,685.25	\$ 1,860.25	\$ 2,035.25
40	\$1.85	\$ 1,126.00	\$ 1,326.00	\$ 1,526.00	\$ 1,726.00	\$ 1,926.00	\$ 2,126.00	\$ 2,326.00
45	\$1.85	\$ 1,266.75	\$ 1,491.75	\$ 1,716.75	\$ 1,941.75	\$ 2,166.75	\$ 2,391.75	\$ 2,616.75
50	\$1.85	\$ 1,407.50	\$ 1,657.50	\$ 1,907.50	\$ 2,157.50	\$ 2,407.50	\$ 2,657.50	\$ 2,907.50
55	\$1.85	\$ 1,548.25	\$ 1,823.25	\$ 2,098.25	\$ 2,373.25	\$ 2,648.25	\$ 2,923.25	\$ 3,198.25

GREEN EQUALS MONTHLY PROFITS

1 TAN EQUALS PROFIT!

SOLUTIONS	Cost Per Spray	Total Cost	Tans Per Gallon
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(Number of Tans)



SOLUTIONS	Cost Per Spray	Total Cost	Tans Per Gallon
Cost Per Tan - 1 Gallon	\$1.85	\$139.99	75.7
Cost Per Tan - 5 Gallon	\$1.27	\$479.99	75.7



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Management

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Annual Revenue - Cost of Goods Sold = Profit

Number of Tans Per Month	Price Per Tan	\$ 30.00	\$ 35.00	\$ 40.00	\$ 45.00	\$ 50.00	\$ 55.00	\$ 60.00
10	<u>\$1.85</u>	\$ 3,590.00	\$ 4,181.50	\$ 4,781.50	\$ 5,381.50	\$ 5,981.50	\$ 6,581.50	\$ 7,181.50
20	<u>\$1.85</u>	\$ 7,181.85	\$ 8,363.00	\$ 9,563.00	\$ 10,763.00	\$ 11,963.00	\$ 13,163.00	\$ 14,363.00
25	<u>\$1.85</u>	\$ 8,953.75	\$ 10,453.75	\$ 11,953.75	\$ 13,453.75	\$ 14,953.75	\$ 16,453.75	\$ 17,953.75
30	<u>\$1.85</u>	\$ 10,744.50	\$ 12,544.50	\$ 14,344.50	\$ 16,144.50	\$ 17,944.50	\$ 19,744.50	\$ 21,544.50
35	<u>\$1.85</u>	\$ 12,535.25	\$ 14,635.25	\$ 16,735.25	\$ 18,835.25	\$ 20,935.25	\$ 23,035.25	\$ 25,135.25
40	<u>\$1.85</u>	\$ 14,326.00	\$ 16,726.00	\$ 19,126.00	\$ 21,526.00	\$ 23,926.00	\$ 26,326.00	\$ 28,726.00
45	<u>\$1.85</u>	\$ 16,116.75	\$ 18,816.75	\$ 21,516.75	\$ 24,216.75	\$ 26,916.75	\$ 29,616.75	\$ 32,316.75
50	<u>\$1.85</u>	\$ 17,907.50	\$ 20,907.50	\$ 23,907.50	\$ 26,907.50	\$ 29,907.50	\$ 32,907.50	\$ 35,907.50
55	<u>\$1.85</u>	\$ 19,698.25	\$ 22,998.25	\$ 26,298.25	\$ 29,598.25	\$ 32,898.25	\$ 36,198.25	\$ 39,498.25

GREEN EQUALS ANNUAL PROFITS

1 TAN EQUALS PROFIT!

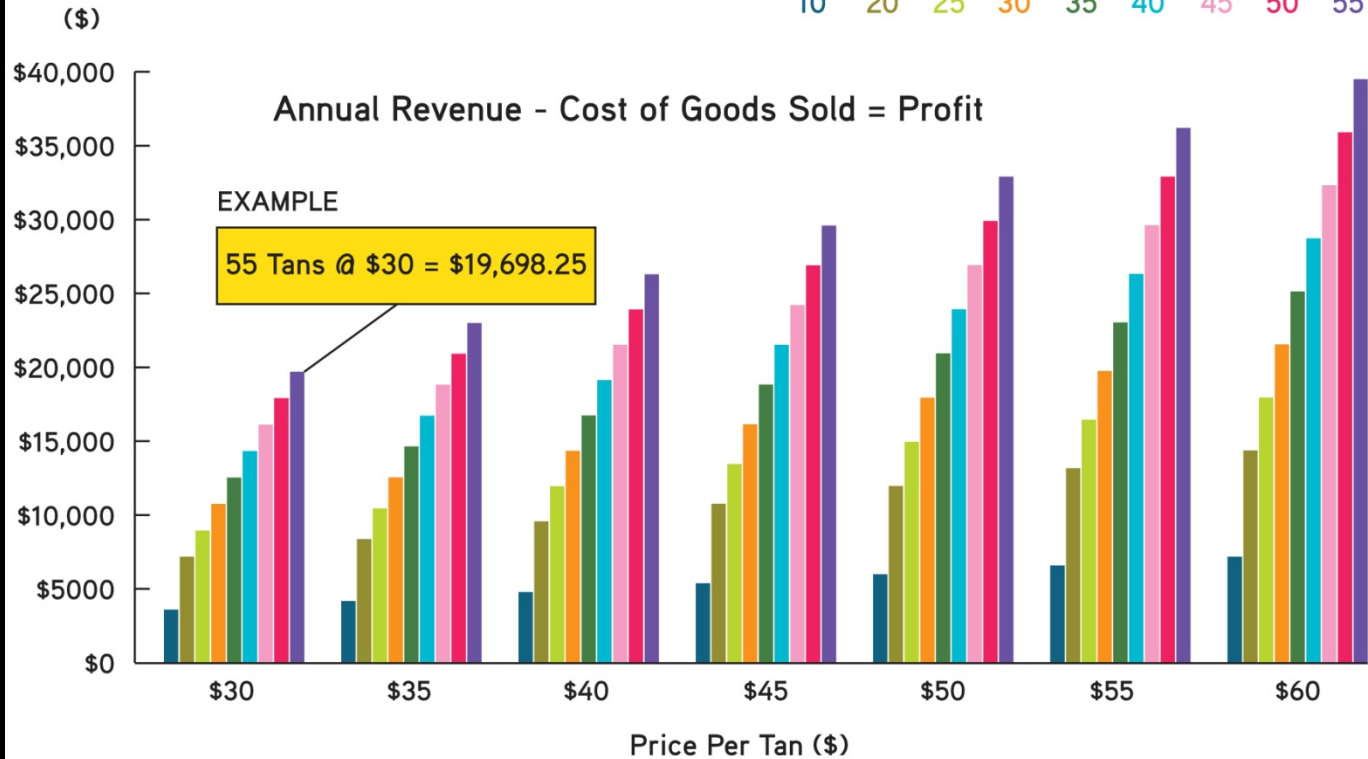
SOLUTIONS	Cost Per Spray	Total Cost	Tans Per Gallon
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(Number of Tans)



SOLUTIONS	Cost Per Spray	Total Cost	Tans Per Gallon
Cost Per Tan - 1 Gallon	\$1.85	\$139.99	75.7
Cost Per Tan - 5 Gallon	\$1.27	\$479.99	75.7



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