Sell-Side M&A Advisor Joins Aesthetic Next 8.0 Faculty in Dallas

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San Diego, California - August 28, 2026 -
Aesthetic Brokers, a sell-side M&A advisory firm representing medical aesthetic practice owners nationally, joins the faculty of Aesthetic Next 8.0, the four-day aesthetics conference held Sept. 10-13 in Dallas, now in its eighth year.

Founder and CEO Bill Walker will present "Aesthetics, Wellness, and Weight Loss ? Oh My! The Lions, Tigers, and Bears of ROI," a session on how practice owners can measure return as they layer wellness and weight-loss services onto an aesthetics core, and what those additions do to the value of the practice itself. Aesthetic Brokers will also host Booth 313 for the length of the conference.

Walker led mergers and acquisitions for a private equity-backed healthcare services organization before founding Aesthetic Brokers, and he holds an MBA from Georgetown University's McDonough School of Business and a master's degree from Harvard University's Kennedy School of Government. He began his career as a Marine Corps pilot. That sequence is the basis of the session's premise: the people who set practice valuations are institutional buyers, and their math is not the same math an owner uses when evaluating a new service line. A program can lift monthly revenue and still, in Walker's assessment, weaken the earnings quality a buyer will pay a premium for.

Published evidence supports part of that case and is thinner on the rest. On owner dependence, an analysis by healthcare M&A firm Breakwater M&A places multiples at roughly 3.5x to 5.0x adjusted earnings when the owner performs the majority of treatments, against roughly 7.0x to 9.0x when the owner has moved into a management-only role ? a gap Aesthetic Brokers cites in its own client education and one the session addresses directly, since weight-loss and hormone programs are frequently launched with the owner as the primary provider. On newer service lines themselves, the firm's position is an observation rather than a benchmark: Aesthetic Brokers states on its transaction advisory page that no published transaction multiple has yet formed for the regenerative and wellness category, and that documented compliance on hormone, peptide and GLP-1 programs, in its experience advising sellers, carries more weight with buyers than the growth attached to those programs. That view reflects the firm's deal experience and is not drawn from an independent industry study.

Aesthetic Next is produced by Aesthetic Record and runs in 2026 under the theme "Where Innovation Meets Aesthetics." The program mixes clinical and business education across multiple tracks and draws global faculty and key opinion leaders alongside med spa owners, injectors, medical directors and practice managers. Independent conference-data services estimate recent editions have drawn 1,000 to 2,000 attendees; Aesthetic Record has not published an official figure and Aesthetic Brokers has not verified the estimate.

Walker's participation continues a pattern of sell-side education rather than deal promotion. Aesthetic Brokers represents practice owners only and does not represent buyers in the same transaction, a structure the firm cites as its reason for publishing valuation frameworks, state-by-state ownership rules and anonymized deal outcomes rather than listings. The firm operates from downtown La Jolla and advises practices across the United States, including medical spas, cosmetic dermatology and plastic surgery practices, dental and endocrinology groups, infusion centers and women's health providers.

Practice owners in medical aesthetics, wellness and weight loss who are weighing a new service line, a partnership or an eventual sale can review the sell-side transaction advisory process, the firm's valuation methodology and Walker's full professional background at https://aestheticbrokers.com.

About Aesthetic Brokers

Aesthetic Brokers is a sell-side M&A advisory and consulting firm serving medical spa, cosmetic dermatology, plastic surgery, dental, women's health, endocrinology, infusion and regenerative wellness practices across the United States. The firm represents practice owners exclusively, never buyers, providing transaction advisory, valuation and due diligence support. Founder and CEO Bill Walker previously led M&A for a private equity-backed healthcare organization. 800 Silverado St #301A, La Jolla, CA 92037. (619) 742-0310. https://aestheticbrokers.com/

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Aesthetic Brokers

Aesthetic Brokers is a sell-side M&A advisory firm that works exclusively with medical aesthetics practices, including medical spas, cosmetic dermatology clinics, plastic surgery centers, and aesthetic service brands across the United States.

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