Negotiating the Terms and Rent in Your Office Lease

Presented By:

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1.800.459.3413
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The Unfortunate Reality

**FACT ➔** Over 83% of dentists in the U.S. have an office leases that can significantly impact practice value or prevent them from ever selling their practice.

**FACT ➔** 20% of dentists (each year) across the U.S. actually lose their ability to sell the practice!
About Cirrus

✓ Founded by dentists, for dentists in 1994
✓ We analyze 1000 dental office leases each year
✓ We negotiate over 500 dental leases each year
✓ We have negotiated over 10,000 dental office leases
✓ Over 150 seminars annually across the country specifically for dentists, such as:
  • Greater New York Dental Meeting
  • Pacific Dental Conference
  • Yankee Dental Conference
  • California Dental Association
✓ We work with Dentists nationwide…

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Tonight You Should Leave With:

- A Different Mindset
- Knowledge
- Action Plan

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3 Practice Ingredients

- Lease
- Goodwill (Patients)
- Equipment
What Should Your Dental Office Do For Your Practice?

1. Fair & affordable financial terms
2. Long term stability and security
3. Minimize risk & exposure
4. Maximize your flexibility
5. Enhance your ability to sell your practice
TENANT LEASE CYCLE

EXPIRY DATE

8 MONTHS

12 MONTHS REMAIN

24 MONTHS

NUMBER OF MONTHS TO TENANT LEASE EXPIRATION
What Do Landlords Want?

To increase the value of their property.
How Do They Do This?

- Increase rent at renewal time
- Enforce the Lease!

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Strategies & Tactics for Winning Lease Negotiations

(The Cirrus Process for Winning Lease Negotiations)
Essential Ingredients for Success

1. Connecting the business of dentistry to your lease
2. Timing the negotiation properly
3. Dedicating time and resources to getting this process right
4. Skilled at negotiations
5. Ability to be completely unemotional

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“How do I ensure my practice is properly setup for a sale?”

1. Terms of Renewal
2. Death & Disability
3. Options to Renew
4. Assignment
5. Personal Guarantees

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Why Listen to Us?

- Over 20 years experience specializing in dental office leases.
- A dedicated, skilled and highly experienced team of negotiators.
- In-house legal team as an added layer of protection for you.
- Access to commercial rental & dental market data.
- A deep understanding of what landlords are trying to achieve and how.
- A deep understanding as the pioneers in this field of what dentists need in their lease agreements.
- Thousands of success stories nationwide from dentists and dental specialists from the past 20 years!
Schedule your COMPLIMENTARY Cirrus Lease Consultation

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