

## Negotiating the Terms and Rent in Your Office Lease

Presented By:

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1.800.459.3413  
www.cirrusconsultinggroup.com

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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!



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## 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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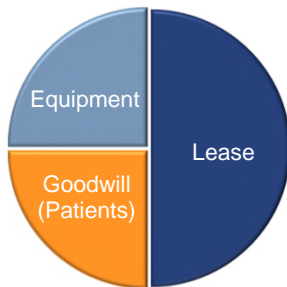
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### 3 Practice Ingredients



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### 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

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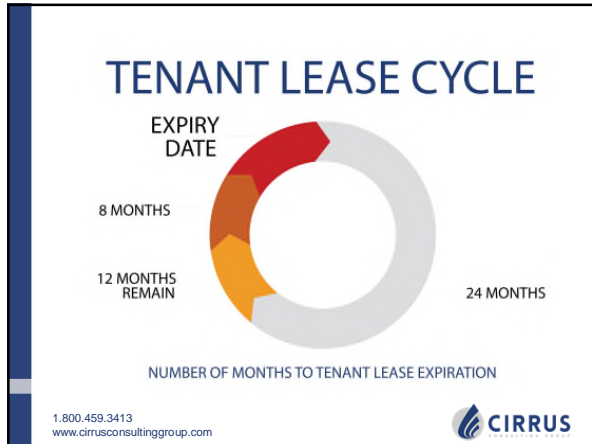
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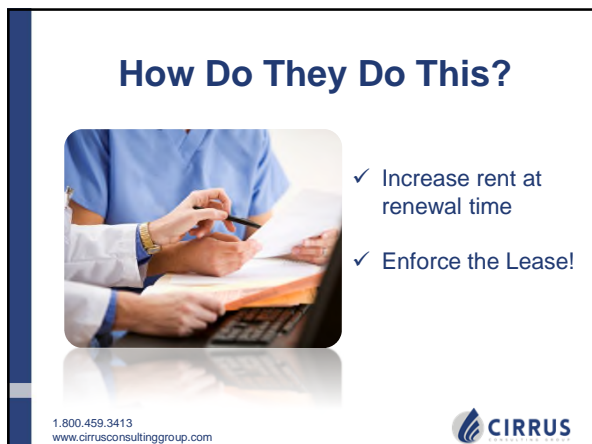
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# Strategies & Tactics for Winning Lease Negotiations

(The Cirrus Process for Winning Lease Negotiations)



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## Essential Ingredients for Success



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

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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!

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**Schedule your COMPLIMENTARY Cirrus Lease Consultation**

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