Negotiating the Terms and Rent in Your Office Lease

Presented By:

Jas Banga
Consultant, Healthcare Leasing
Cirrus Consulting Group

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...
Tonight You Should Leave With:

✓ A Different Mindset
✓ Knowledge
✓ Action Plan

3 Practice Ingredients

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
What Do Landlords Want?

To increase the value of their property.

How Do They Do This?

- Increase rent at renewal time
- Enforce the Lease!
Strategies & Tactics for Winning Lease Negotiations

(The Cirrus Process for Winning Lease Negotiations)

1.800.459.3413
www.cirrusconsultinggroup.com

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Essential Ingredients for Success

- Connecting the business of dentistry to your lease
- Timing the negotiation properly
- Dedicating time and resources to getting this process right
- Skilled at negotiations
- Ability to be completely unemotional

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

Lots of Term

Death & Disability

Options to Renew

Assignment

Personal Guarantees

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

Jas Banga
Consultant, Healthcare Leasing
Cirrus Consulting Group
www.cirrusconsultinggroup.com/lease

Tel: 866.739.9075 ext. 3247
Email: jbanga@cirrusconsultinggroup.com