

# Negotiating the Terms and Rent in Your Office Lease

*Presented By:*

**Jas Banga**

**Consultant, Healthcare Leasing**  
**Cirrus Consulting Group**



Approved PACE Program Provider FAGD/MAGD credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. (Jan/1/2015) to (Dec/31/2017)  
Provider ID# 307603

# 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!

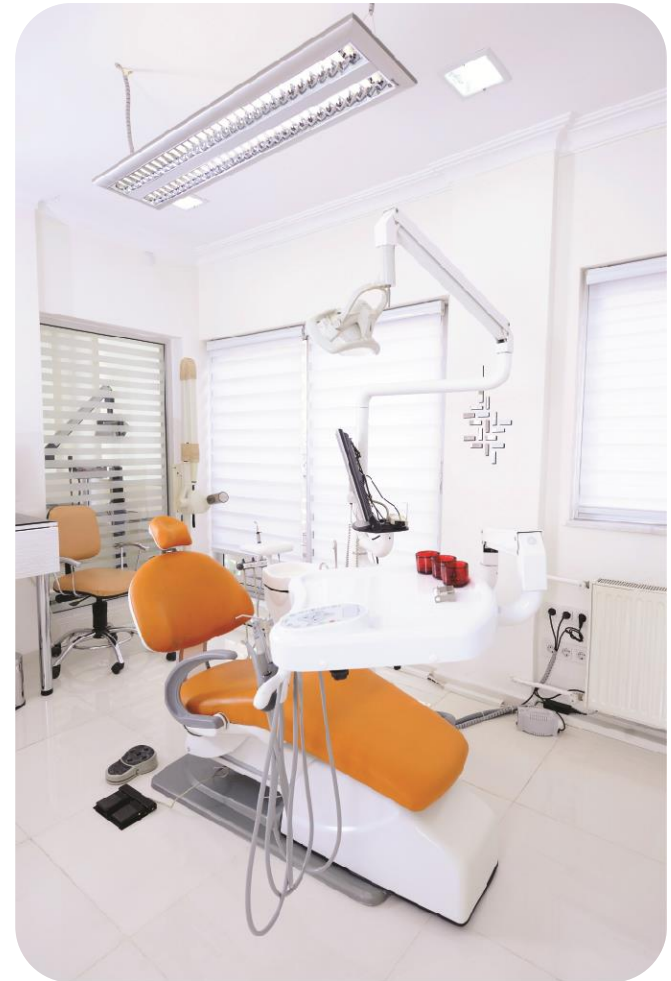


# About Cirrus

- ✓ 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...

1.800.459.3413

[www.cirrusconsultinggroup.com](http://www.cirrusconsultinggroup.com)

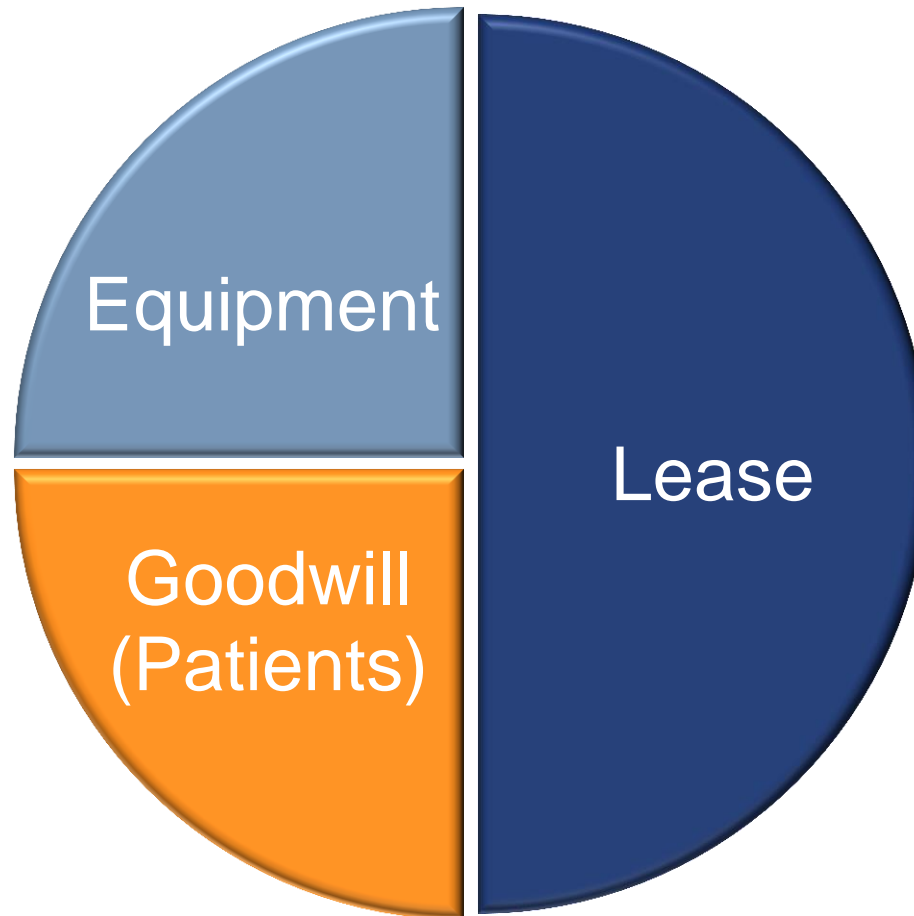


# Tonight You Should Leave With:

- ✓ 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

# TENANT LEASE CYCLE



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!

# **Strategies & Tactics for Winning Lease Negotiations**

**(The Cirrus Process for Winning Lease Negotiations)**



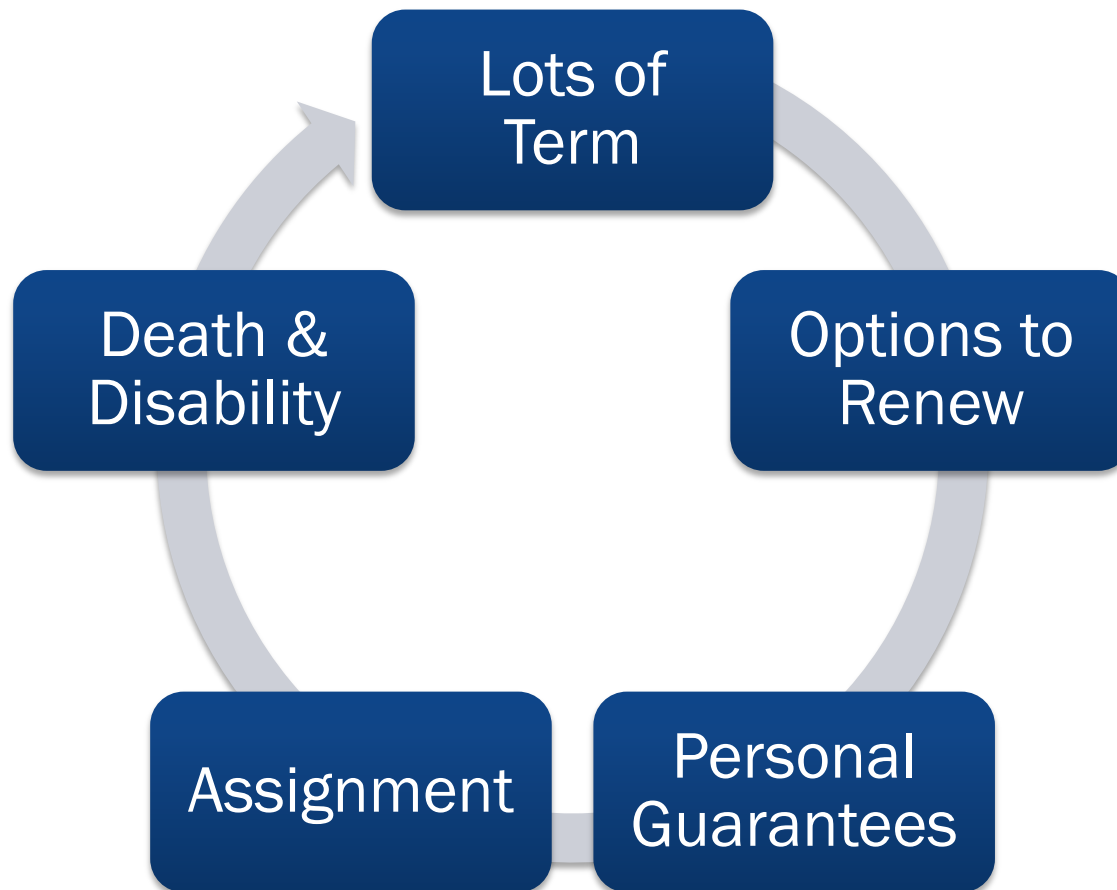
1.800.459.3413  
[www.cirrusconsultinggroup.com](http://www.cirrusconsultinggroup.com)



# Essential Ingredients for Success



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



# 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](http://www.cirrusconsultinggroup.com/lease)

Tel: 866.739.9075 ext. 3247

Email: [\*\*jbanga@cirrusconsultinggroup.com\*\*](mailto:jbanga@cirrusconsultinggroup.com)



Approved PACE Program Provider FAGD/MAGD credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. (Jan/1/2015) to (Dec/31/2017) Provider ID# 307603

1.800.459.3413  
[www.cirrusconsultinggroup.com](http://www.cirrusconsultinggroup.com)