

NYCDS & Cirrus Invite You to Attend a Dental Practice Workshop:



How to Negotiate or Renegotiate the Terms and Rental Rates in Your Dental Office Lease

If you are buying/building a practice, have a lease that is coming up for renewal or is expiring in 24 months or less, or would like to understand how the lease impacts the sale and valuation of your practice, then you *must* attend this workshop!

Attendees Will Learn About:

OPENING A PRACTICE

- **Buying vs. Leasing:** How to determine ROI on your real state investment.
- The key steps to opening a practice and **negotiating a risk-free lease agreement.**

OFFICE LEASE RENEWALS

- How and **when to start negotiations** with your landlord.
- **Identifying expensive lease traps**, and how to negotiate the best rental rates and terms during your renewal.

SELLING YOUR PRACTICE/TRANSITIONING

- How the lease agreement can make or break the **sale of your practice.**
- Increasing practice value with a well-structured and negotiated lease agreement.

COST-SAVING STRATEGIES

- How to **determine if you're overpaying in rent.**
- Understand if your Common Area Maintenance (CAM) charges are accurate.

WORKSHOP DETAILS

TUESDAY, JUNE 13, 2017

LOCATION

New York County Dental Society
622 Third Ave., 9th Floor
New York, NY, 10017

NYCDS WORKSHOP FEES

Members \$29 | Non-Members \$59

TIME

6:30 - 8:30 p.m.

Light refreshments will be served.

Watch a sneak seminar preview:
www.cirrusconsultinggroup.com/preview

SEATS ARE LIMITED SO RSVP TODAY!

By Phone: 212-573-8500 | **By Email:** dbelgrave@nycdentalsociety.org

Registration is complete when payment is received by NYCDS by credit card (MC/Visa/Amex) or check (see address above).

(Cancellations made less than three days prior to a workshop will be assessed a \$10 administrative fee.) Please note that the opinions expressed by the speakers are strictly their own and not those of NYCDS.



1.800.459.3413
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