

# LEASE NEGOTIATION CUSTOMER CASE STUDY



Name:  
Dr. Scott T., DDS



Location:  
San Francisco, CA



Stage of Career:  
Mid-Career



Goal:  
Lease Renewal

NEGOTIATED **\$800K** IN POTENTIAL SAVINGS FOR DR. T. | ROI: **7,900%**



Tenant Improvement Allowance:  
**\$6,320**

Avg. cost of associated issues:  
**\$200K+**



Rental Rates:  
**Below Avg. Market Rates**



Lease Term:  
**10 year**

Options to Renew:  
**1 x 5 year**

## WHY CHOOSE CIRRUS?

- Rental Savings Since Inception: **\$480 Million+**
- Years' Experience: **20+ years**
- Dental Leases Reviewed: **25K+**
- Dental Leases Negotiated: **12K+**

Relocation Clause:  
**DELETED**

Avg. cost of associated issues:  
**\$200K+**

Surrender of Premises:  
**DELETED**

Personal Liability:  
**RELEASED ON ASSIGNMENT**

Avg. cost of associated issues:  
**\$100K+**

**LEASE WINS**

Right to Audit Operating Costs:  
**ADDED**

Landlord's Right to Collect Practice Sale Proceeds:  
**REMOVED**

Avg. cost of associated issues:  
**\$300K+**

“*Incredibly, Cirrus secured a much longer lease than I assumed possible, and with rental rates below what is considered market in San Francisco. They also had the landlord strike or rework much of the old lease to my benefit.*”

Questions about your upcoming dental office renewal or negotiation with your landlord?  
Call us for a complimentary lease chat by dialing **1.800.459.3413** or visit [www.cirrusconsultinggroup.com](http://www.cirrusconsultinggroup.com).