



# Strategic Planning

## Diagnose the Situation

For most medical practices, real estate costs are often the second highest fixed expense, after salaries. Space needs should be analyzed and all deal terms should be fully negotiated, even if your lease is not up for immediate renewal.

## The Value of Sound Advice

Tenants who negotiate their own leases seldom fail completely, but there will always be a part of the deal that could have improved with the assistance of an experienced broker. There is simply no way for a tenant to be fully aware of the different aspects of a lease transaction, and they will always leave money or concessions on the table by working on their own.

## The Process

Turn your real estate into a strategic asset with these simple steps, at no expense to the tenant:

1. Schedule an office need's assessment appointment with a BA professional
2. BA will analyze your existing space configuration to determine your optimal size and efficient space program
3. BA will prepare a formal lease abstract, a comprehensive survey of market availabilities and a real estate opportunity analysis
4. Strategic site selection to identify relocation options and to create leverage in renewal negotiations
5. Request formal leasing proposals for all viable options
6. Comparative financial and infrastructure analysis on all deal terms
7. Ongoing involvement and project management to ensure occupancy satisfaction

## The Team at Bradford Allen Medical can Help Your Practice

*Real estate costs are a significant expense for any physician practice, and at no cost or obligation Bradford Allen Medical can help.*

### Not interested in moving your office?

Bradford Allen Medical can review your current office lease(s) to determine:

1. Are you paying any overages for real estate taxes or building operating expenses?
2. Are you being charged for any building expense that is not part of your lease agreement?
3. Is your rent in line with the current market conditions?
4. How much time is remaining on your lease and are there any key dates in regards to options within the lease?

### Considering moving or opening an additional location?

Bradford Allen Medical can help identify locations and determine:

1. What vacant medical space is available in your area?
2. What are other medical buildings in your neighborhood offering to tenants?
3. What are the construction costs to build a new space, or renovate the current space?
4. How to review all costs associated with construction, staff and patient furniture, and all moving costs for both staff and equipment.

# Select Clients

