**LEASE NEGOTIATION CUSTOMER CASE STUDY**

**Name:** Dr. Jessica B., DDS  
**Location:** Tampa, FL  
**Stage of Career:** Late-Career  
**Goal:** Relocation

**NEGOTIATED $790K IN POTENTIAL SAVINGS FOR DR. B. | ROI: 7,800%**

- Landlord covered all moving + buildout expenses, saving Dr. B: $250,000
- Practice Downtime: None
- 10-Year Term with Options to Renew: 2 x 5 years

**WHY CHOOSE CIRRUS?**
- Rental Savings Since Inception: $480 Million+
- Years’ Experience: 20+ years
- Dental Leases Reviewed: 25K+
- Dental Leases Negotiated: 12K+

**LEASE WINS**
- Landlord’s Right to Collect Practice Sale Proceeds, REMOVED
- Exclusivity Protection, ADDED
- Death & Disability Protection, ADDED
- Assignment Clause, LIABILITY RELEASED AFTER 5 YRS
- Right to Bring in Associates, ADDED
- Surrender Clause, AMENDED

**Avg. Savings: $300K+**

**Avg. Cost of Associated Issues: $100K+**

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**Avg. Savings: $40K/year**

"My 10+5+5 year contract is set up beautifully for a new partner to come in and purchase when I decide the time is right, and I have plenty of options, myself. Every detail is taken care of. I cannot stress enough how important good counsel is to our profession."