Aaron Gelmon, BA
Dental Lease Negotiator

Lease Negotiations That Protect Dental Practice Sales

Specialized support for dental brokers and transition consultants

Protect the Value. Protect the Deal. Close with Confidence.

Most dental practices are sold at a discount - not because of declining revenue, but because of what's hidden in the lease. When clauses prevent assignment, shorten term, or give landlords the power to relocate or terminate, deals can collapse or values drop by hundreds of thousands of dollars. At Acuity Negotiations, we partner with dental practice transition firms to ensure your client's lease is sale-ready before you go to market. We handle the negotiations, you handle the sale - with no overlap or conflict of interest.

Why Brokers Choose to Partner With Us

- Deals Close Faster – Avoid last-minute roadblocks caused by restrictive assignment clauses, short lease terms, or uncooperative landlords.
- Practice Value is Preserved – We eliminate clauses that erode buyer confidence and reduce financing eligibility.
- No Conflict of Interest – We do not sell practices; we send clients back to you once the lease is secured.
- Free Lease Reviews for Your Clients – Adds value to your sales process and builds client trust.
- Your Reputation is Enhanced – You're seen as proactive, protecting your client's largest asset.

Our Process for Brokers & Transition Firms

1. Free Critical Date & Risk Assessment (CDRA) – We review the client's current lease to identify risks that could block or delay a sale.

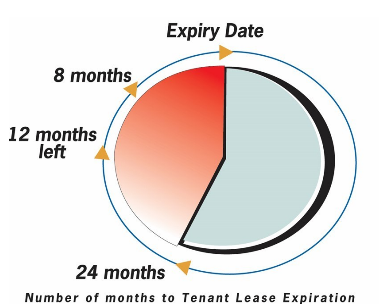
2. Strategic Recommendations – We outline the changes needed to protect the sale, secure financing, and ensure smooth landlord approval.

3. Lease Negotiation – We handle direct discussions with landlords to achieve the needed terms and remove deal-killing clauses.

4. Handoff Back to You – Once the lease is in a sale-ready state, we refer the client back to you to complete the transition process.

Common Lease Problems That Kill Dental Practice Sales

- Restrictive assignment clauses
- Landlord termination rights
- Poor option to renew clauses with non-transferable options
- Demolition or relocation clauses
- Personal guarantees extending beyond closing
- Unresolved rent disputes or ambiguous terms



Our Track Record

30 years of dental lease negotiation experience

Clients across Canada & the U.S. Regular speakers at leading dental associations and conventions

Trusted by dental societies, DSOs, and transition teams nationwide

How to Partner With Us

Introduce us to your clients early in the sales process for a free lease review.

Add us to your preferred vendor list.

Co-host webinars or in-person events to educate sellers about their lease.

Contact

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Case Studies

California: Sale Saved 30 Days Before Closing – A restrictive assignment clause gave the landlord the ability to block the sale. We renegotiated the clause, obtained landlord consent, and the sale closed at full value.

Texas: Buyer Financing Secured – A lender refused financing because only two years remained on the lease. We negotiated a new 10-year term with renewal rights, enabling the buyer to secure funding and the broker to close the deal.