

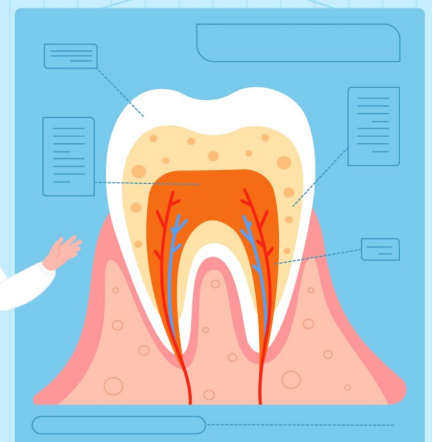
Acuity North America

Educational Seminars for Dentists

Presented by Lewis Gelmon

Providing piece of mind...

Lewis Gelmon
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Lewis Gelmon, B.A., M.B.A.

“The original dental lease negotiator”

About the Speaker

Known as *The Original Dental Lease Negotiator*, Lewis has been negotiating commercial leases for dentists for 30 years and sets the standards all others have followed. Originally trained as a shopping center lease negotiator, Lewis made his knowledge available to the dental community as far back as 1993 and more recently developed the Good Leasing Guidelines for Dental practitioners to follow which is relevant for 2023 and beyond. Lewis has been credited with founding the lease negotiation industry for the dental community and is a skilled presenter speaking regularly to dental meetings, societies, and study clubs.

Courses available to your members:

- *The Good Leasing Guidelines for Dental Offices*
- *Negotiating Complex Business Transactions*

2023 presentations:

- Santa Clara County Dental Society - August 24th, 2023 (webinar)
- Academy of General Dentistry (National) - August 29th, 2023 (webinar)
- Academy of General Dentistry (Nevada) - September 13th, 2023 (webinar)
- British Columbia & Alberta Dental Association - September 18th, 2023 (webinar)
- San Diego County Dental Society - November 30th, 2023 (webinar)

2024 presentations:

- Nassau County Dental Society - February 21st, 2024 (webinar)
- Santa Clara Dental Society - February 22nd, 2024 (webinar)
- The American Association for Woman Dentists - February 27th, 2024 (webinar)
- Washington DC Dental Association - March 12th, 2024 (in-person)
- Florida Dental Convention - June 20th, 2024 (in-person)
- CEA Dental Convention - October 11th, 2024 (in-person)
- Greater New York Dental Meeting - December 2nd & 3rd, 2024 (in-person)

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The Good Leasing Guidelines for Women Dentists

How to identify the risks in dental office leases, eliminate them and negotiate a better deal

Dental offices are a costly physical plant. When a dentist builds out their practice, they usually do not think that their landlord could have the ability to prevent them from selling their practice, relocate them (at their cost), or terminate their lease at their discretion. In Lewis Gelmon's seminar, dentists from your organization will learn how the value of their dental office is directly tied to having a good lease. Lewis Gelmon's, The Good Leasing Guidelines for Dental Offices is a fast paced, interactive educational seminar which will provide dentists with the right knowledge and tools they need when dealing with their office lease and landlord to gain peace of mind.

*Associations (who are an accredited provider) have used this seminar to provide their members who have attended with two CE credits.

(60 minutes)

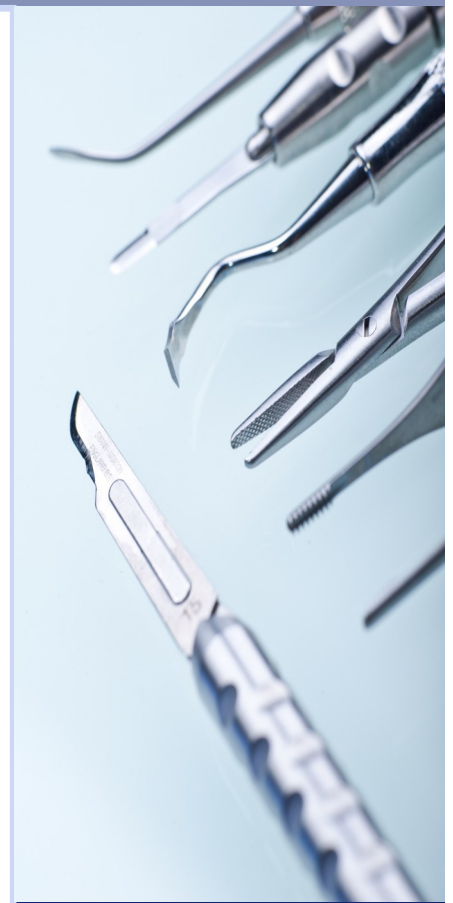
Learning objectives:

- How to correctly identify the key dates which every dentist needs to be aware of in their office lease
- How a dental lease should be negotiated to maximize a practices value for a sale
- How to identify common hidden traps in dental office leases which will save thousands
- Pros and cons of buying versus leasing an office space
- How and when dentists should negotiate lease renewals
- The importance of inflationary hedged lease agreements in 2024 and beyond

Who should attend:

- Dentists whose existing office lease is coming up for renewal in the next two years
- Dentists who are over the age of 45 who plan to sell their practice
- Any dentist who plans to retire before their current lease expires
- Dentists who want to better understand their office lease options
- Dentists who are planning on opening a new practice or relocating an existing one

Goal: *to provide dentists with the knowledge they need to deal effectively with their office lease and landlord to gain peace of mind*



Benefits For Your Members

Members of your organization who attend Lewis's seminar will be able eligible for exclusive benefits

Free Seminar

Acuity North America seminars are 100% free for your members. The value that Lewis brings to the dental community is or no use if it is not being taught to dentists. Seminar attendees are encouraged to have their office lease accessible to them during the seminar.

Free CDRA

Dentists who attend an Acuity North America seminar will be eligible to receive a free critical date and risk assessment on their office lease from Lewis himself. Lewis will highlight key dates dentists need to be aware of and areas where the value of their practice is being negatively affected.

\$1500 value free to your members

Discounted Fees

How does Lewis make money? Oftentimes, after a dentist attends Lewis's seminar, they become overwhelmed and worried about their office lease. Dentists value their time which is why dentist's usually prefer Lewis to step in on their behalf and negotiate with their landlord. For these services the dentist will pay a services fee. These fees vary depending on the length and complexity of the negotiations.

Members of your organization who chose to utilize Lewis's consulting and negotiation services will receive a generous discount on these fees. Please note that this discount is to be determined between Lewis and the organization.



Future Courses

What the Dates in Your Lease Really Mean

Learn about the renewal process, the tenant lease cycle, and the critical dates in a dental lease in greater detail

The Four "Must Knows" About Your Office Lease

Learn about the four most important aspects of your office lease to ensure you are protected from landlords



Testimonials

"This seminar found me at the perfect time. My lease is up for renewal, I knew I needed changes but had no idea where to start. Thanks for helping me put things into perspective and prioritize my needs."

Dr. J. Lee

"Terrific course! This should be presented at every dental school across the country."

Dr. A. Gold

"The most effective course I have ever attended. Within just a few hours I have gone from almost zero knowledge in lease negotiations and real estate strategy to being able to analyze and evaluate leases and negotiations. Fabulous course! Well worth the investment."

Dr. H. McDermott

"The information provided in this workshop was definitely an effective tool and a solid steppingstone in confronting issues that face dentists every day."

Dr. W. Schmidt

Next Steps

Contact Aaron Gelmon to have Lewis speak to your members! Lewis's seminar can be formatted for online webinars, zoom, or in-person with live streaming.

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Partial List of Previous Presentations

- Greater New York Dental Meeting
- Pacific Dental Convention
- American Association of Women Dentists
- Seattle Study Club
- New York County Dental Society
- CEA Dental Convention

*For a full list of references, please contact Lewis directly