



Workplace Disposal



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3. Thinking of moving?
4. Reassign your lease
5. Sub-let your office
6. Renegotiate better terms
7. Our promise

CONTENTS

Thinking of moving?



We can help

Is your decision prompted by an impending lease end or, perhaps a lease break.

Maybe your current property no longer meets your requirements. Whatever your reasons for moving, we can help.

We have almost 200 years' experience of helping organisations achieve their goals - financial, operational, or environmental.

Our expertise lies in collaborative working practices which help clients:

- Reassign their lease
- Sublet the surplus space
- Renegotiate favourable terms with landlords

Reassign your lease



Exiting is easy when you know how

Our Disposal experts have the experience, the market intelligence and the negotiation skills to plan and execute the best exit strategy for you.

We are skilled in:

- **Securing the right price:** combining accurate market intel with robust financial modelling allows us to optimise your pricing and positioning options
- **Minimising your costs:** being a multi-disciplinary team, we ensure that the hidden costs of moving - such as dilapidations and lease end obligations - are robustly negotiated and equitable
- **Managing the process:** once appointed, we conduct the negotiations and work with your legal and financial teams/advisors to ensure deadlines are always met - enabling you to focus on your day job
- **Marketing your property:** our extensive market contacts and proven on/offline marketing capability will ensure your property reaches qualified prospects - quickly

Finding 'your' perfect property: wherever you decide to move to, we will find the optimum combination of location, costs, premises size and office design.

Sub-let your office



Our experts are on hand

Whether sub-letting all or part of your property, we can help you.

Our skill lies in:

- Sub-letting in part – if your lease allows you to
- Determining a realistic rental value
- Marketing the space – whilst complying with legislation
- Helping you decide which facilities you could include in the 'package' – free broadband, use of meeting rooms, staff cafe and access to shower/gym facilities - if you're lucky enough to have them
- Defining what the right tenant criteria should be – finding them, checking their financial credentials and assessing their references
- Subletting is as much about creating the right property, as it is a cost reduction strategy.

When the decision to sub-let has been made, we will manage the whole process – from securing the landlord's consent, to finding the right tenant, checking their covenant strength and liaising with your legal team/s.

We'll do it, so you don't have to.

Renegotiate better terms



Get the right balance

If you decide that remaining where you are is your preferred option, you will have to renegotiate your lease (if possible).

Because landlords prefer not to have empty premises, market conditions tend to favour tenants - so you should be in a strong negotiating position.

Your renegotiation strategy could include:

A Rent Free Period: an impending lease break might allow you to negotiate a rent free period in lieu of not breaking the lease

Favourable rent: if the lease is up for renewal, consider negotiating a rent reduction - *what are your rights of renewal (many leases are protected)*

Refurbishment/redecoration: if the premises needs it, negotiate a 'deal' – *explore the viability that the rent could be waived or reduced temporarily*

Limit your liabilities: if the lease terms relating to repair costs are onerous, negotiate - *what better time to review your Dilapidations liabilities and secure more favourable terms. Is the building well run - should the service charge be capped*

Your bargaining power is underpinned by an old adage "a tenant in situ is worth more than a vacant property."



Our promise

Whether your move was scheduled (prompted by a lease break/end), or your decision reflects a change in your strategic business planning, talk to us.

We'll help you make an informed decision and ensure your property plan complies with and delivers your strategic, financial and occupational ambitions.

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