

# OSWALD BROWNE ASSOCIATES DENTAL PRACTICE BROKERS

## TERMS OF ENGAGEMENT

1. There is a standing fee of £750.00 to register your Practice including recording all details, the first consultation at your Practice or by phone, analysing audited accounts and formalising a Report / Valuation and advertising. This fee is non-refundable; however it is offset against the final fee invoice for either selling the Practice or establishing an Expense Sharing Relationship.
2. The standard fee of 1.5% in relation to the Freehold property and 2% in relation to the Lease / Goodwill / Equipment / Fixtures & Fittings, except by prior agreement.
3. Please note that the above fees include covering all aspects involved in the sale, inclusive of Equipment, Stock, Staff, Associates, and the relationship between Vendor and prospective Purchaser from start to date of completion.
4. Where advice only is sought and given, a fee of £150.00 per hour, or part of, will apply. This excludes all out of pocket expenses, travel, etc. This rate is applicable to Practice Valuations, Reports, summary of meetings if deemed necessary, career advice / direction (as a one-off meeting) etc.
5. In the case of ongoing meeting / advice being required a flat fee £475.00 will be applicable. This will cover all aspects of Practice development, Associate placement, detailed career advice, liaising with Accountants, Solicitors, Financial Institutions, etc.
6. In the event of the sale being of an expense sharing nature, the standard fee as above will apply 2% of the total agreed contract price. This will include all discussions and agreement in relation to sale price and its components, together with the formulation of the working relationship on an individualistic Practice by Practice basis. It also includes consulting, liaising, guiding solicitors involved and all meetings involved in same until a final agreement is achieved.
7. When the Vendor and Purchaser have agreed a price, a standard fee of 1% of the sale price is payable by the Purchaser when signing the Heads of Agreement and made payable to the Vendor's solicitors.
8. These terms can be varied only by consent of both parties.

*The agreed fee is to be paid when the Heads of Agreement drawn up by Oswald Browne Associates Dental Practice Brokers are agreed by both parties and Solicitors instructed.*

I, \_\_\_\_\_, agree to the above fees.

Address: \_\_\_\_\_  
\_\_\_\_\_

Signature: \_\_\_\_\_

**Oswald Browne Associates Dental Practice Brokers**