



THE BUSINESS OF GENERAL PRACTICE

General Practice Property Management – don't forget the bricks and mortar!

15th January 2019 08:30 – 13:00

Santos Higham Farm Hotel, Main Road, Higham, Alferton, Derbyshire,
DE55 6EH

Delivered by Practice Managers Association on behalf of DDLMC and GPTF

We are facing multiple challenges and there is an apparent disconnect between managing your healthcare practice and delivering contracted medical services. Whilst the ownership of the practice can be separate from the service provision, it is usually the doctors who own and provide medical services. This one day workshop covers various property issues which have a direct impact upon the practice.

The workshop is designed to help practice managers, GPs and GP Partners and facilities develop a full understanding of property management including lease management and notional rent. Benefits of this course:

- See how effective property management achieves greater value from your premises
- Understand the need for property management in your multi-disciplinary expansion plans
- Learn about current lease management strategies and notional rent
- Understand how to manage risk assessments in small businesses
- Helpful weblinks and guidance notes will be provided throughout
- Interact with the speaker to resolve questions throughout the day
- Benefit from a post-workshop summary and support

Objectives: participants will improve their understanding of property management, lease provision and notional rent responsibilities. The module will demonstrate how adopting industry best practice will help to mitigate risks and maximise revenues for the practice and partners from property assets.

General Practice Property – don't forget the bricks and mortar!

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About the Facilitator



Paul Conlan, is a registered valuer and attained MRIC status in 2006 having previously worked with Lothian Valuation Joint Board (LVJB) since August 1987.

Paul acts for numerous GP practices across England, Ireland, Scotland and Wales, undertaking a diverse range of valuations, rent reviews, contract disputes and investment transactions. He has a wealth of experience in the primary care sector and leads a strong team of 15 employees at GP Surveyors headquarters in Sheffield.



Workshop Programme

8.30 Registration

8.45 Introduction and Welcome – Overview of the Programme & Objective

9.00 Open Forum – identifying your challenges

9.15 Succession planning

- Situational analysis
 - Retirement planning
 - The issues (BMA statistics of the number of GPs retiring, current recruitment crisis, existing stock (fit for purpose) etc)
- What are the options available? Advantages and Disadvantages
 - GP partners to buy out retiring partner
 - Sale and leaseback
 - Sale and transfer of medical contract
- Plan now for tomorrow
 - Overview of key elements to consider

10.00 When does a GP practice require a lease?

- What is a lease?
- Why should a GP practice have a lease?
- Benefits of having a lease
 - Landlord
 - Tenant
- Dangers and drawbacks of not having a lease
- Case examples / scenarios

11.00 Break

11.30 Boosting surgery income

- Challenge your notional rent
 - Why?
 - Time cycle
- Impact of providing private services on your rental reimbursement
 - Understand the facts - premises cost directions and abatements
- Group Work – what is your surgery worth?

12.15 New models – The ‘super practice’, mergers and federations

- Why are mergers taking place?
- Don't forget your real estate strategy!
- Key takeaways – plan a personal route map

12.45 Open Forum – Questions & Discussions

13.00 Close