

Audiology Business Central  
 21-23 Stamford New Road, Altrincham, WA14 1BN  
[www.audiologybusinesscentral.com](http://www.audiologybusinesscentral.com)



## OFFERS ARE INVITED FOR AN ESTABLISHED AUDIOLOGY PRACTICE IN ESSEX

### Key Features:

- The Sale motive is retirement/health issues.
- As with most retirement sales, we believe there is significant genuine scope for growth and improved business performance in many areas, including capitalisation on the revenue and market exposure offered by microsuction.
- FLEXIBLE TERMS AVAILABLE: the current lease on the premises is fully renewable, but as it is close to its end-term date, offers are invited for either: the business as a going concern OR for the database alone.
- For the right offer, the owner may be prepared to provide a level of part-time post-sale consultancy/locum work to ensure as smooth as possible a transfer of goodwill to the buyer.



**DUE TO THE FLEXIBLE TERMS ON OFFER, WE RECOMMEND AN EARLY EXPRESSION OF INTEREST TO AVOID DISAPPOINTMENT.**

### CONFIDENTIALITY

Confidentiality is of paramount importance to our clients. Under no circumstances should you phone the staff or vendor direct. Failure to comply with our terms and protocol of purchase will exclude you from access to future opportunities and may result in legal action.

To arrange viewings, meetings, surveys, to make an offer or to ask for more information please contact AUDIOLOGY BUSINESS CENTRAL AS DETAILED BELOW.

### CONTACT

For more information about this practice or to schedule a viewing, please telephone **Dominic Watson** or **Georgina Myers**

Phone: 0161 929 8389

Email: [mail@audiologybusinesscentral.co.uk](mailto:mail@audiologybusinesscentral.co.uk)

## About the business

| Sales | Year ended March 31 | Business Turnover |
|-------|---------------------|-------------------|
|       | 2018                | £103,816          |
|       | 2017                | £70,012           |
|       | 2016                | £53,676           |
|       | 2015                | £21,598           |

*Earlier figures have been requested and should be available on application*

|          |  |           |
|----------|--|-----------|
| Key Data | Year Practice Established                            | 2012      |
|          | Under current ownership since                        | 2012      |
|          | Number of hearing tests carried out in the last year | 50        |
|          | Annual Hearing Aid Sales In Last Year                | c£100,000 |

| Staffing Outline | Role              | Weekly hours                            | Annual salary |
|------------------|-------------------|---|---------------|
|                  | Owner/Audiologist | 40 (50% clinical; 50% management/admin) | N/A           |

| Core Equipment List | Type           | Make / Model   | Quantity |
|---------------------|----------------|--|----------|
|                     | Audiometer     | Amplinox 240 [purchased 2013]  | 1        |
|                     | Laptop PC      | Lenovo L3 [purchased 2016]   | 1        |
|                     | Desktop PC     | Self-Built i5 3.2GHz 8Gb RAM 64 bit Windows 10 256 GB SSD hard drive | 1        |
|                     | Printer        | Canon MG2950   | 1        |
|                     | Printer        | HP Office jet 100 mobile   | 1        |
|                     | Otoscope       | Heine mini 3000  | 1        |
|                     | Impression Gun | Puretone DS50  | 1        |

#### Other Assets / features of note

The practice database is stored electronically via the Filemaker Pro fully relational database system.

The business benefits from a modern brochure website. In the event of a sale, the trading name and associated website and URL are available to the buyer with full unrestricted use.

#### Property – Core business HQ

## Outline of lease

| Terms                          | Details   |
|--------------------------------|---|
| Date lease started             | 12/09/2014  |
| Term of lease                  | 5 Years   |
| Date lease is due to terminate | 12/09/2014  |
| Date of last rent review       | 12/09/2014  |
| Date of next rent review       | 12/09/2019  |
| Date of next break clause      | None  |
| Annual rent payable            | £7,500  |
| Annual rates payable           | Nil   |
| Fidelity bond or deposit       | 3 months rental in advance<br>(2,250 inclusive of VAT)                              |
| Type of lease                  | Internal repairing and insuring.  |
| Landlord and Tenant Act        | Not known by client. Copy of lease requested and should be available on application |

## Core Practice Hours

## Opening hours

| Day       | Morning Session | Afternoon Session |
|-----------|-----------------|-------------------|
| Monday    | 9:30 – 1:00     | 2:00 – 5:00       |
| Tuesday   | 9:30 – 1:00     | 2:00 – 5:00       |
| Wednesday | Closed          | Closed            |
| Thursday  | Home Visits     | 2:00 – 5:00       |
| Friday    | 9:30 – 1:00     | Home Visits       |
| Saturday  | 9:30 – 1:00     | Closed            |
| Sunday    | Closed          | Closed            |

## Optical host Partnership

The business owner recently commenced a new Wednesday clinic within a relatively local opticians practice. The relationship has been in place for less than six months and the benefits of are not yet showing in the turnover stated within these details or in the historic accounts for the business.

It is anticipated that this arrangement will boost sales and profits, adding value to the business and that it should be portable to a new owner to allow them to enjoy the benefits.