

Lancashire



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 Myers La Roche.

CONTACT

For more information about this practice or to schedule a viewing, please telephone Liz Calcutt

Phone: 0161 929 8389

Email: lcalcutt@myerslaroche.co.uk

Overview of the business

Introduction

Myers La Roche are pleased to introduce to the market this well-established practice which strives to offer their patients a great experience each time they visit with excellent service and quality products.

This practice would be perfect for an optometrist who could initially work part time in the business and increase this as the business grows.

Location

The practice is located in a friendly and welcoming town in south Lancashire.

The practice is situated in a pedestrianised shopping centre surrounded by residential properties. The town has good road links to nearby cities including Liverpool, Preston and Manchester.

The practice benefits from free parking on either side of the property making it ideal and convenient for patients.

Potential

The practice has solid business foundations on which to grow the patient base with a large population in the wider town to draw from and the nearest competition approximately 2 miles away.

There is the opportunity to reach out to new and existing patients with a new website and coordinated and targeted marketing strategy.

Closer monitoring of KPIs will enable action to be taken to maximise the profit in the business.

The practice offers scope for an owner to increase testing capacity by having optometry availability throughout the opening hours of the practice, as currently there is testing availability 18 hours per week.

There is the opportunity to introduce an eyecare plan for Spectacle wearers to build both patient loyalty and build a further monthly income stream.

Competition

One multiple approx. 2 miles from the practice.

Reason for sale

Other business commitments are demanding more of the Vendor's time.

Price Guide

Offers in the region of £125,000 for the goodwill, the benefit of the goodwill (excluding use of the trading name), fixtures, fittings and equipment.

Stock is to be purchased separately at valuation upon completion of the sale. (Currently in the region of £18,000).

What to do next

To request more information or to arrange a viewing please contact Liz Calcutt on 0161 929 8389 or lcalcutt@myerslaroche.co.uk. All offers must be made in writing to Liz Calcutt at Myers La Roche and must be kept confidential.

About the business

Sales	Year Ending 31 st March	Business Turnover
		2023
	2022	£222,588
	2021	£184,221

The practice has clearly retained the effect of the Covid bounce with a pleasing year on year increase in turnover.

Key Data		
Year Practice Established		1960s
Under current ownership since		2010
Number of private eye examinations in the last financial year		201
Number of NHS examinations in the last financial year		1167
Number of contact lens consultations in the last year		50
Current standard private eye examination fee		£32.50
Current contact lens consultancy fee		£30
Time allowed for eye examinations		30 minutes
Average conversion rate		62.3%
Average dispensing value		£194.79
Average reglaze rate		8.5%

Staffing Outline	Role	Weekly hours	Annual salary
	Owner Optometrist	7	N/A
	Optometrist	15	£21,559
	Optical Assistant	24.5	£12,734
	Optical Assistant	32	£17,800
	Optical Assistant	34	£17,680

The number of hours currently available offers significant capacity to increase the number of eye exams and contact lens consultations each week.

Equipment List	Type	Supplier	Quantity
	OCT	Topcon Maestro	1
	Ophthalmoscope	Keeler	1
	Tonometer	Keeler Pulsair	1
	Focimeter	Keeler	3
	Autorefractor	Nidek Tonoref III	1
	Trial Lens Set	Unknown	1
	Visual Field Screener	Humphrey	1
	Slit Lamp	Unknown	1
	Patient Chair	Frastema	1
	Computer test chart	Pola VistaVision	1
	Retinoscope	Keeler	1
	Volk Lenses	Volk 90	1

The business operates an See2020 Practice Management System. The system is used to manage diary management, recalls, stock control, barcoding facilities, EPOS electronic till, financial reporting, key performance indicators, direct debit management, electronic dispensing, SMS reminders and production and pre-population of GOS forms.

The vendor pays £250 per month for this service.

Outline of lease

Terms	Details
Date lease started	23/08/2022
Term of lease	6 years
Date lease is due to terminate	23/08/2028
Date of last rent review	23/08/2022
Date of next rent review	23/08/2025
Date of next break clause	N/A
Annual rent payable	£11,993
Annual rates payable	£1,870
Fidelity bond/ deposit/ personal guarantor	Yes
Type of lease	Full repairing & insuring
Landlord and Tenant Act	No

Premises

Facility	Details
Disabled access	Ground Floor
Reception/ waiting area	Ground Floor
Dispensing/ frame display	Ground Floor
Pre-screening room/ area	Ground Floor
Consulting room 1	Ground Floor
Staff room	Ground Floor
Staff WC	Ground Floor

The practice is housed in a pedestrianised shopping centre. The practice covers an area of 127m².

The practice benefits from property alarm system, CCTV and air conditioning. The most recent shop fit was in 2012.

The practice is believed to be in good and welcoming condition, leaving a new owner time to focus on the business.

Opening hours	Day	Opens	Closes
	Monday	9:00am	5:30pm
	Tuesday	9:00am	5:30pm
	Wednesday	9:00am	5:30pm
	Thursday	9:00am	5:30pm
	Friday	9:00am	5:30pm
	Saturday	9:00am	1:00pm
	Sunday	Closed	Closed

The practice closes for lunch, and tests for approximately 50 weeks per year.

Optometrist Available	Day	Morning	Afternoon
	Monday – Friday	Varies. Averages 3.5 days per week.	
	Saturday	-	Closed
	Sunday	Closed	Closed

The practice carries out approximately 36 eye examinations per week.

The Small Print

Conditions

The business details are intended as a guide to assist potential purchasers with information relevant to their consideration of whether to proceed with the purchase of this practice. Myers La Roche can accept no responsibility for, or warrant the accuracy or validity of the information provided by third parties, including the vendor and associated accountants, solicitors etc. It is therefore essential for potential purchasers to undertake the usual and appropriate enquiries and investigations to be expected of a potential purchaser or their advisors.

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Finance

If you require information or assistance in relation to funding options, please contact us on 0161 929 8389.

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