

Top Tips for Occupiers

Practical ways to cut property costs
and protect your position





Challenge your rateable value **most are wrong for someone**

Business rates are based on a rateable value that may be out of date or simply incorrect. Many occupiers overpay for years without questioning it. Check your assessment, compare it against similar premises, and appeal where the evidence supports it.



Never accept the landlord's opening position on a rent review

Rent reviews and lease renewals are negotiations, not fixed outcomes. The first figure proposed is rarely the market rate. Evidence-led negotiation routinely brings it down — but only if you engage early and come prepared.



Read the dilapidations clause before you sign, not when you leave

Repair and reinstatement obligations can produce a large, unexpected bill at lease end. Understand your liability from day one, document the condition of the premises at the start, and budget for the exit.



Audit your service charge errors are common

Service charge demands are frequently overstated, mis-apportioned, or include costs that shouldn't be passed to you. A line-by-line audit often recovers money and prevents future overcharging.



Check your utilities and energy contracts

Standing charges, incorrect meter data, and auto-renewed contracts quietly inflate occupancy costs. Regular review and benchmarking can deliver immediate savings.



Plan relocations and fit-outs around your business, not the deal

A move or fit-out should serve how your business actually works. Build in proper project management and cost control from the outset so the space supports you and the budget holds.



Get independent, conflict-free advice

If your adviser also acts for landlords or investors, whose interest comes first? Work with someone who represents occupiers only — so the advice is always on your side of the table.



The first conversation usually finds something and costs nothing

Most reviews surface a saving or a risk worth addressing. An early, no-obligation conversation is the cheapest way to find out where you stand.