

# FOR SALE



## Established Podiatry Practice

Gosforth,  
Newcastle upon Tyne

## Background

We are selling our well established business due to retirement. We started the practice in 1982, and we are HCPC registered podiatrists and members of the RCPod.

We began from scratch and the two of us have built up a robust business over the last 41 years. We are accredited with the Royal College of Podiatry.

If you enjoy the continuity of seeing the same patients, and enjoy treating a variety of conditions, and perhaps would like to diversify your practice, or escape from the NHS then this business is for you.

We have 2 employed podiatrists who work for us and between the 4 of us we provide 10 & 1/2 days of appointments per week, in our 2 clinical rooms.

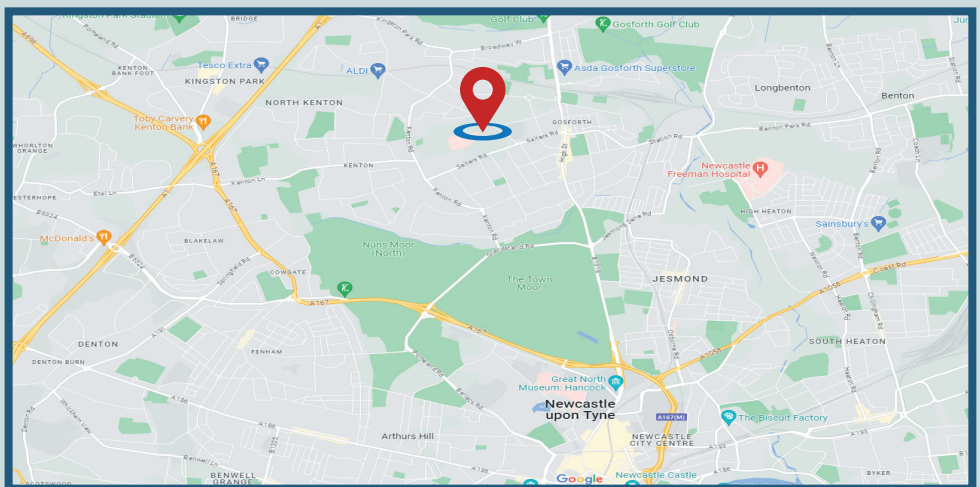
We have 2 part time receptionists who job share. There is scope for another 2 days of appointments per week by 2 podiatrists working a full day every Saturday, leaving Sunday clear.



Our practice is situated in the leafy suburb of Gosforth, an upmarket residential area of Newcastle upon Tyne, 2 miles north of the city centre, separated from the city centre by the town moors, large open spaces of grassland with grazing cows belonging to the freemen of the city.

There are excellent schools in the area, transport links, theatres, and local shopping. The airport is 15 minutes from Gosforth and the coast is 20 minutes away.

Our practice is situated in a residential area in a parade of shops, a quaint street known as Ashburton Village. There are around 17 other shops including a pharmacy, optician, greengrocer, butcher, newsagent, art school, hair salon and we are soon to have an artisan bakery next door.







## **Clinic**

Whilst our clinic is small, we have 2 treatment rooms, a waiting room, a toilet with wash hand basin upstairs.

The treatment rooms and stairs have medical grade antibacterial flooring, each room has a wash hand basin and the upstairs treatment room has a double sink unit as this is where all the instrument sterilisation is carried out.

Both treatment rooms and waiting room have heating and cooling by air conditioning units.

We have a locked metal Medicine cabinet, and a lockable storage cupboard.

## **The Building**

The property is a freehold property available to buy or to rent.

It is a commercial, brick built terraced property with slate pitched roof, and a small, rear courtyard garden and storage shed, with a back gate leading to a small private lane. The rear door has a security shutter, and the property is fully alarmed. On street parking is available.

The property is fully electric, with no gas appliances, but gas is available if required.

## **Office equipment & reception**

The practice is run with a PPS software system, that holds all the patient records, appointment diary, stock control & sends out automated appointment reminders by text or email. We have a computer system in each treatment room and in the reception area. We have 2 printers. Reception also has an iPhone and iPad.

We have a Xero accounting management system, which is operated by the reception team. We have 2 receptionists who job share and work Monday to Friday. They are also responsible for answering the phone, taking payments, sending out invoices, ordering stock, dealing with enquiries, taking messages to name but a few responsibilities.

We have 3 telephones which are networked, allowing communication between all rooms.

## Podiatry equipment



We have:

- Melag autoclave 98 VS and trolley
- Ultrasonic cleaner
- Distilled water distiller
- Storage units for stock
- 2 electric Podiatry couches and operators' chairs
- 2 Podiatry units
- 2 magnifying lamps
- 3 dust extraction nail drills
- 1 air purifier
- Metal trolley for nail surgery
- Class 4 MLS laser & trolley
- Huntleigh ATP Kit
- Huntleigh Doppler's x2
- Cryojet system and leased liquid nitrogen dewar
- FootScan system for Phits 3D printed orthoses and Enertor
- Heine Dermatoscope
- Wilde Pedique system
- 2 warm wax therapy kits
- 30 Sets of Podiatry instruments
- Nail surgery instruments

Emergency resuscitation equipment including leased oxygen.

Access to a defibrillator and code outside the pharmacy 30m along the road.

## Treatments we provide

We treat a large range of Podiatry problems from routine Podiatry to nail surgery to bespoke orthoses.

We are medical insurance providers for BUPA, AXA, AVIVA, CIGNA, WESTFIELD, VITALITY, etc.

We have a busy MSK gait analysis and orthoses clinic, nail surgery clinic and MLS laser clinic for sports injuries, OA, wound healing, plantar fasciitis etc.

Routine Podiatry,

Diabetic foot

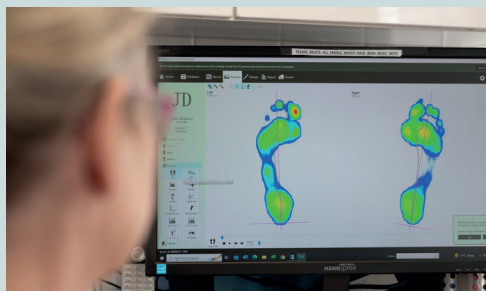
Paediatric foot

Skin and nail conditions

Podiatric acupuncture

Cosmetic nail reconstruction with Wilde Pedique

There is scope to develop other methods of treatment such as aesthetics.







## Personal thoughts

We started our business in 1982 with no patients and have built it up from scratch to a very successful, busy, and well-known practice. We treat a wide variety of problems and treat people who come from all over the area, Newcastle upon Tyne, County Durham, North Tyneside, South Tyneside, Sunderland & Northumberland.

With that in mind, we employed 2 podiatrists to work with us, so we could work less, but at the same time increase the appointment availability. This practice needs a minimum of 2 full time podiatrists to operate it. We have in excess of 12,000 active patients.

We used to have a busy domiciliary practice but stopped about 5 years ago, because financially it was more lucrative to stay in the clinic and treat more patients than we could on a domiciliary day, and crucially make more money! However, if required it would be easy to restart a domiciliary practice, as we still get a lot of enquiries. We do occasionally do the odd home visit for long term patients who can no longer come to the clinic.

We have enjoyed our career & the versatility of working in private practice for 42 years and in the early days, the NHS.

The continuity of seeing the same patients and building a rapport is important, also working with a team, so we are never feeling isolated, and always having someone to discuss problems with and find solutions. There is also a freedom when working for yourself, and some of you may wish to just manage the business and put podiatrists in to treat the patients or be hands on. There are a lot of opportunities for a better work life balance with a busy private practice.