

Current Date, 2005



Dentist's Full Name
Practice Name
Street Address
City, State, Zip

Subject: Recommendation - Gelfand Group Commercial Real Estate

Salutation:

We'd like to share with you our experience regarding Norman Gelfand, President of Gelfand Group Commercial Real Estate.

Norman recently served us as a real estate consultant in our plans to build a freestanding dental office. He analyzed loan packages for us and helped us decide on the lender that best served our needs. He also assisted us in interviews with builders and guided us through problems caused by easement issues with both the City of Austin and our adjacent property owner. He evaluated our construction contract and counseled us regarding the contract for the purpose of protecting our interests.

In working with Norman on this project, we found him to be highly professional and one who worked diligently for us, constantly striving to deliver the very best service. He tailored his service to our individual needs and was patient to educate us to help us better understand the complex issues of commercial real estate, as well as construction contracts.

We recommend Norman Gelfand and Gelfand Group to any healthcare professional in need of commercial brokerage, contract negotiation, or consulting services. The extensive research capabilities of Gelfand Group, coupled with Norman's excellent industry reputation and his knowledge, have proven that he has a keen sense of the Austin real estate environment. He brings value to his clients by "having his fingers on the pulse" of Austin's business climate - whether your needs are in commercial brokerage, construction contract analysis-mediation/resolution, or obtaining the best financing options available.

We are enclosing some information about Gelfand Group for your consideration relative to your future commercial real estate needs.

Respectfully,

Don Davis, DDS
Davis & Davis Family Dentistry

Rebecca Davis, DDS
Davis & Davis Family Dentistry

Enclosure
DON ROLLIN DAVIS, D.D.S.