

# Austin Endodontics, L.L.P.

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Michael B. Doughty, D.M.D.

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December 19, 2003

Mr. Norman Gelfand, President  
Gelfand Group Commercial Real Estate  
12002 Ladrido Lane  
Austin, Texas 78727

Dear Norman,

I am writing to thank you for your counsel and negotiation of our practice's commercial real estate lease. Your role as a facilitator greatly helped the process of determining a flexible strategy for our business and then, executing that strategy. You negotiated the terms of our contract specifically to meet the needs of the practice. The counsel and direction you provided in the partnership's expansion plan is indicative of your sound business judgment. Your knowledge and experience has been invaluable to Austin Endodontics as we manage our business into the future.

It was a pleasure to work with a professional whose skills and experience I trust, and who provided such a high level of client service. I look forward to a long business relationship with Gelfand Group. I will certainly refer other Austin dental professionals to your firm for representation and advice on commercial real estate matters.

Most Sincerely,



Michael B. Doughty, D.M.D.  
Austin Endodontics, L.L.P.

Practice Limited to Endodontics

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