

August 15, 2006

Fred James Voorhees, DDS, MSD
711 W. 38th, A-1
Austin, TX 78705

Dear Dr. Voorhees,

I feel very fortunate that Norman Gelfand, President of Gelfand Group Commercial Real Estate represented me in my lease negotiation. I wholeheartedly recommend Norman Gelfand and Gelfand Group to any healthcare professional in need of commercial brokerage and contract negotiation services. During my lease negotiations, Norman was professional, patient, and responsive during the entire process and worked diligently for me. He saved me thousands of dollars over the term of my lease, through landlord concessions and lower rent structure. With Norman protecting my interests, he reduced my frustrations, which allowed me time to focus on my practice. Norman has an excellent reputation; he understands the unique needs of healthcare professionals and he gets results.

Gelfand Group would be an excellent choice for your commercial real estate needs, whether they are property acquisition or contract review and negotiation.

Sincerely,



Albert M. Tate, DDS, MSD

