

April 1, 2011

Chadwick R. Denman, DDS  
901 S. Mopac Expwy., Building 2, Suite 395  
Austin, TX 78746

Subject: Recommendation – Gelfand Group Commercial Real Estate

Dear Dr. Denman,

We have recently opened a dental practice in Cedar Park. We are very satisfied clients of Gelfand Group Commercial Real Estate. Opening a dental practice involves a significant financial commitment. We felt we needed broker representation to help us with the lease contract from the view of reducing our lease rate. We never realized the importance of a well-negotiated dental lease and how terms & conditions can positively affect a practice's profitability. Significant financial risk, specific to dentists, can be minimized by the negotiation of proper terms and conditions to protect a practitioner's large capital investment. Please take a moment to read about our experience with Gelfand Group and how we received added value from the firm. You'll understand why we recommend Gelfand Group for your dental real estate needs.

We decided several years ago that we wanted to establish a dental practice in Austin. We had lived in various cities, and often visited our best friends here. As time passed, we moved to Austin, found a place to live, and each of us became associates for different group practices in the area. As we began to familiarize ourselves with the dental community, we began hearing about a real estate broker who specialized in dental real estate. Gelfand Group had been recommended by several of our colleagues, and Norman was introduced to us by a banker. We had attended a presentation Norman gave to the TDA over a year ago, and learned that the firm co-sponsors the monthly general meeting of CADS. When we were ready to begin the process of opening a dental practice, we felt Gelfand Group was the right firm to represent us in our lease.

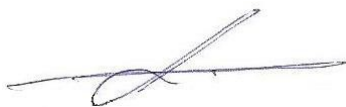
We knew the area we were interested in for opening our practice. Gelfand Group's unsurpassed research capacity provided us with all the information necessary pertaining to several properties in our selected area. This information proved to be an important factor in the lease negotiation process.

Our negotiation involved a tough landlord – in economics, as well as in the terms & conditions. The lease originally offered was heavily skewed toward the landlord's advantage. Here's the big picture: We saved 21.3% in our lease rate, and thirty-seven (37) changes in terms & conditions were negotiated to our benefit by Gelfand Group. Reduction of real estate costs is always important, and is immediately measurable. Equally as important, lease terms & conditions specific to dental practitioners were expertly negotiated on our behalf to minimize future contractual obligations that could adversely affect our practice's profitability.

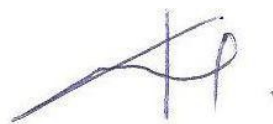
We are happy to recommend Norman & Gelfand Group for your dental real estate needs. His in-depth knowledge of dental leases, professionalism, and attitude of providing client care made our life easier during this process. We trust him and were always confident that he was leading us in the right direction. We can confidently move ahead without worrying about financial risk in the real estate portion of our practice.

We're enclosing some information about Gelfand Group and urge you to contact the firm for your real estate needs. Norman's representation was at no-cost to us, as Gelfand Group's fees are normally paid by the landlord's broker. Gelfand Group also provides us with no-cost representation during the entire term of our lease, should a dispute occur related to any business point specifically negotiated by Gelfand Group.

Sincerely,



Aleksandar Gavrilova, DDS



Hristina K. Gavrilova, DDS

Enclosure