



September 12, 2007

Jerry P. Katz, DDS  
3818 Spicewood Springs Road, Ste. 200  
Austin, TX 78759-8970

SUBJECT: Recommendation – Gelfand Group Commercial Real Estate

Dear Dr. Katz,

Several months ago, we decided to seek the help of a commercial real estate broker regarding our lease in our current location. Norman Gelfand, President of Gelfand Group Commercial Real Estate had been recommended by a colleague of ours, and we hired him as our broker.

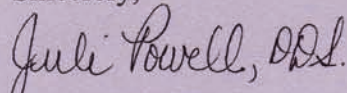
We did not want to renew our lease at our current location – we were unhappy with the condition of the building and the lack of concern for our needs by the management company. We did not use a commercial real estate broker who was familiar with the needs of healthcare professionals when our initial lease was negotiated, and we felt our interests were not protected. Norman reviewed our lease and confirmed our thoughts.


We have an established practice and wanted to relocate close to our current office. Norman searched for 9 months to find other locations that met our parameters. After finding the perfect location, he worked with us to develop a negotiation strategy to ensure that our lease protected our interests. We also received an extensive interior finish-out allowance that significantly exceeded our expectations. After we signed our lease, Norman helped represent us with the owner and construction contractor at no additional fee.

We recommend Norman Gelfand and Gelfand Group to any healthcare professional in need of commercial brokerage, contract negotiation, or consulting services. He is an experienced broker and skilled negotiator. But what has impressed us the most is that Norman continues to represent you and your contract for the length of your lease. Our previous realtor was done with us the day we signed the lease, did not include things that we later wished we had, and he certainly never represented us with the management company as the many problems in our lease space arose. Norman has already resolved issues for us on two separate occasions, even though the lease is signed and he has already received his commission. He intercedes when the contract is not being followed. As healthcare professionals, we do not have the time or expertise to adequately resolve the issues that invariably arise. It is good to have someone on your side that will follow through with you and for you.

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

Sincerely,

  
Juli Powell, DDS

  
Ada Tiller, DDS

Juli Powell, DDS  
& Ada Tiller, DDS, PC

Enclosure

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