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Leslie H. Broline, DDS, MS
3508 Far West Blvd., # 330
Austin, Texas 78731

Subject: Recommendation – Gelfand Group Commercial Real Estate

Dear Dr. Broline,

I'd like to tell you about my experience with Norman Gelfand, President of Gelfand Group Commercial Real Estate.

Prior to the recent opening of my dental practice in Georgetown, my attorney introduced me to Norman and recommended him to negotiate the terms and conditions of my lease. I had not entered into a commercial lease before, and I quickly learned that there are many obscure and complex issues contained in such a contract, which have a significant impact on the future growth and profitability of my practice.

I feel very fortunate that Norman represented me in my lease negotiation. His representation on my behalf not only enabled me to secure the location I desired – he skillfully negotiated the terms and conditions to my benefit. He was professional, patient, responsive, and took the time to simplify the various complexities of a lease contract, helping me to better understand their affect on my financial future. Furthermore, his skillful guidance resulted in the proper cadence of the transaction as it moved toward completion.

I wholeheartedly recommend Norman Gelfand and Gelfand Group to any healthcare professional in need of commercial brokerage and contract negotiation services. He has an excellent industry reputation, is experienced, knowledgeable, and works diligently for his clients. Anxieties always exist in business ownership, however, because of Norman's representation on my behalf, I will not worry about the risks due to contractual limitations and obligations in my lease. He saved me money, time, and worry by protecting my interests. He is an expert broker and negotiator who represented me well.

I am enclosing some information about Gelfand Group for your consideration relative to your future real estate needs.

Sincerely,

A handwritten signature in black ink that reads "Vicki Van Pelt, DDS, D.A." The signature is written in a cursive, flowing style.

Vicki Van Pelt, DDS

Enclosure

P.S.: I recently encountered a property management problem. I contacted Norman and the problem was resolved to my satisfaction. He really does represent his clients in the same responsive and professional manner during the entire lease period (at no cost) as he does prior to lease commencement.