



March 1, 2007

David R. Nelson, DDS
11743 Jollyville Road
Austin, Texas 78759

SUBJECT: Recommendation – Gelfand Group Commercial Real Estate

Dear Dr. Nelson,

Recently, I have been considering leasing space for a satellite dental office in the Austin area. After meeting with the owner's representative, I felt I needed some expert help in the contract negotiations. Fortunately, I got a note in the mail from a colleague recommending Norman Gelfand and his leasing, sales, and consulting group.

I called Norman and was immediately impressed with his knowledge and approach to helping me with my negotiation. After a face to face meeting, I hired Norman to represent me in the process. This decision was a wise one for me as he took care of all the legwork and discussions with the landlord and made several suggestions that greatly improved the terms of my lease. He was very careful in reviewing the documents and worked effectively with my attorney in making sure all was in order prior to my signing the lease. Norman told me he guarantees his work and if I ever have a problem with the deal he will represent me for no charge.

Gelfand Group Commercial Real Estate has worked with many healthcare professionals over the years and knows the particular needs we have. I can enthusiastically recommend Norman and his company to anyone that is thinking about leasing, buying, or selling healthcare industry real estate. There is no doubt he saved me several headaches and thousands of dollars over what I could have arranged myself; and, in most cases, his fee for tenant and purchasing representation is paid by the landlord. I would be happy to discuss this issue in more detail, if needed. Just give me a call.

Information about Gelfand Group is being enclosed for your consideration relative to your future commercial real estate needs.

Sincerely,

G. Dan Devine, DDS

Enclosure

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