

April 1, 2008

Kelly Blake Hobbs, DDS
Aesthetic Dentistry of Austin
11615 Angus Road, Ste. 116
Austin, TX 78759

SUBJECT: Recommendation - Gelfand Group Commercial Real Estate

Dear Dr. Hobbs,

Norman Gelfand, President of Gelfand Group Commercial Real Estate, represented me a short time ago in a transaction involving my dental practice. I want to pass on my story to you and tell you why I recommend him for your commercial real estate needs.

I had been leasing my current location for several years. I was approached by the building owner and presented an offer to purchase the building. I was interested in pursuing the purchase offer; but, I questioned the sales price of the building versus its value. A colleague who had recently been represented by Norman Gelfand had recommended Gelfand Group Commercial Real Estate to me. I decided I needed professional representation to move ahead with the possible purchase.

Norman's representation on my behalf protected my interests throughout the entire transaction. He was extremely helpful in obtaining, reviewing, and analyzing several financing packages and helped me get the one most appropriate for my needs. He recommended structural engineers and an inspector to make sure that the building was suitable, without structural defects. He recommended a seasoned real estate attorney that saved me a significant amount of money. There were a few repairs needed, and, last but not least, he recommended a handyman to perform the work.

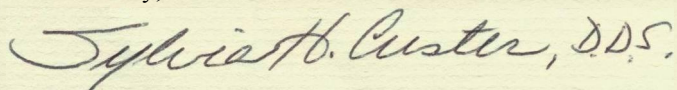
An additional testimony to Norman protecting my interests throughout the entire transaction is that he, *leaving nothing to chance*, attended the purchase closing. He identified and corrected a discrepancy in the documents that *saved me approximately \$4,000. I received a check for that amount at the conclusion of the closing.*

I highly recommend Norman Gelfand and Gelfand Group Commercial Real Estate to any healthcare professional in need of commercial brokerage, contract negotiation, or consulting services. He's a skilled negotiator with an excellent industry reputation. Gelfand Group's wealth of market knowledge through comprehensive research services along with their understanding of the unique real estate needs of healthcare professionals helped *me get the results* I needed.

I had everything to win and nothing to lose as *Gelfand Group's fee for tenant and purchasing representation, in most cases, is paid by the landlord's/owner's broker.*

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

Sincerely,



Sylvia H. Custer, DDS

Enclosure