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Stanton J. Henry, DDS, MDS Dustin Roden-Johnson, DDS, MS

February 10, 2007

Jeff S. Zapalac, DDS
5656 Bee Caves Road, Suite C-100
Austin, Texas 78746

Subject: Recommendation of Gelfand Group Commercial Real Estate

Dear Dr. Zapalac,

I'd like to tell you about how Norman Gelfand, President of Gelfand Group Commercial Real Estate, helped my dental group save thousands of dollars over the term of our office lease and how we received tenant demands that were critical to the success of our practice and the comfort of our patients. I am confident that Norman can do the same for you when you have commercial real estate needs.

As orthodontists in a relatively new group of offices located several miles apart, the attention to detail and the cooperation required in negotiating the lease for our new office was the last thing we needed in our demanding schedules.

Norman worked diligently with me to find the right location that best suited our needs and negotiated our lease for our new office near Avery Ranch very successfully. His expert negotiation skills and his thorough knowledge of Austin's healthcare real estate market, coupled with his ability and perseverance in examining the fine print, allowed us to secure the terms and conditions necessary to protect our interests and minimize our risk due to contractual obligations and liabilities. Furthermore, Norman was able to assure that all parties to the transaction were treated in a fair and professional manner.

I cannot imagine ever again entering into this level of negotiation without Norman's representation. His knowledge and constant attention to detail were very important to our ultimate satisfaction with our lease. This is not my first lease negotiation, but it was – by far – our best and least stressful, and for that I give all the credit to Norman and his efforts. He is an expert broker and negotiator, and he would be an excellent choice for your commercial real estate needs. He understands the unique commercial real estate needs of healthcare professionals and *he gets results.*

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

Sincerely,

Dustin Roden-Johnson, DDS-MS

Enclosure

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