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Michael Lawrence Butcher, DDS
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4419 Frontier Trail, Ste. 104
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February 26, 2009

Subject: Recommendation – Gelfand Group Commercial Real Estate

Dear Dr. Butcher,

I am in the process of opening a new dental office and have been presented with many challenges along the way. While the challenges have been exciting, it became obvious to me that I needed a professional broker to serve my commercial real estate needs. A colleague recommended me to Gelfand Group, and I'm happy I hired Norman to represent me in my dental space needs. My positive experience is yet another testament as to why I, as well as several of my colleagues, have recommended him for their commercial real estate needs.

Here's my story about Gelfand Group Commercial Real Estate and why I recommend them for your commercial real estate needs:

I have been in Austin for about a year and working with another dentist. I decided I wanted to move in a new direction in my dental career by opening my own practice, and partnering with two of my relatives.

I had found a spot that I really liked; however, the owner indicated that a transaction was in the works with another dental group. As we continued to look further for other suitable properties, Norman continued to stay in touch with the owner. As time passed, it appeared that the transaction was discontinued, and the owner decided to begin negotiations to lease the property to our group. I accredit Norman's tenacity and "never give up" attitude, along with his negotiation expertise, as pivotal in my group's ability to open our practice in what was my #1 choice.

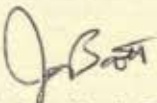
Norman negotiated a lease that truly protected my interests. He not only reduced my lease costs by 16.13%, but he also negotiated an exclusive right to practice dentistry in the building, restricting my competition. Furthermore, the Landlord's Lien rights were subordinated so that vendors or lenders may provide installment loans or purchases. My personal guarantee was reduced by 50%, increasing my borrowing ability and credit. Additionally, my Renewal Option conveys in the event of the sublease or the sale of my practice. The office location is an important element of the practice value if sold.

I know, firsthand, Norman stands by his phrase "its service after the lease is signed that counts". After my group's lease was signed, the owner wanted to allow a competitor, whose practice was pediatrics, to lease the space next door to us. Because of Norman's knowledge of the lease contract, attention to detail, outstanding negotiation skills, and his excellent reputation with other brokers in Austin, the owner relented and the competitor was not granted a lease.

Without reservation, I recommend Gelfand Group Commercial Real Estate to any healthcare professional in need of commercial brokerage, contract negotiation, or consulting services. He is a skilled negotiator that has a track record for delivering customized solutions for the unique commercial real estate needs of healthcare professionals. He knows the "ins and outs" of a dental lease, freeing his clients to concentrate on their primary objective of providing quality healthcare to the community.

I am enclosing a certificate for a consultation at *no cost* regarding any real estate matter pertaining to your dental office.

Sincerely,



Jackson Booth, DDS

Enclosure