



Larry H. Lindsay DDS

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January 23, 2007

BridgeView Dental
Lance Edward Loveless, DDS
3801 North Capital of TX Highway, Ste. J
Austin, TX 78746

Subject: Recommendation—Gelfand Group Commercial Real Estate

Dear Dr. Loveless:

I am in the process of relocating my dental practice by having purchased dental space located at 6500 N. MoPac Expressway and was represented by Norman Gelfand, president of Gelfand Group Commercial Real Estate. I'd like to share my experience about Norman and Gelfand Group with you, and tell you why he's the best choice to serve your commercial real estate needs.

I previously worked with Norman about 18 months ago regarding relocating my practice and after careful consideration I decided that the timing wasn't right for me to move ahead with my plans. When I decided the time was right to proceed with my relocation, I was sure I wanted Norman to represent me in my purchase transaction.

I knew where I wanted to relocate my practice, so property location was not a major issue. I also knew that I needed a real estate expert to represent me so that I could make my patients my priority rather than the issues of my real estate purchase. That broker was Norman Gelfand. His ability to understand my needs and to develop a negotiation strategy that protected my interests, his excellent reputation and his extensive research capacity proved to me that he is a broker who has the inside line into Austin's health care real estate climate. He helped me secure the arrangements I needed in order to move ahead with the process. He also recommended an experienced real estate attorney to help me through the condo documents and purchase contract.

I wholeheartedly recommend Norman Gelfand and Gelfand Group to any health care professional in need of commercial brokerage, contract negotiation, or consulting services. Gelfand Group understands the real estate needs of health care professionals and provides results.

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

Sincerely,

Larry Lindsay, DDS

Enclosure