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Tom S. McHorse, MD
1301 W 38th St Ste 402
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Subject: Recommendation – Gelfand Group Commercial Real Estate

Dear Dr. McHorse,

I recently opened a family practice in Austin and was represented by Norman Gelfand, president of Gelfand Group Commercial Real Estate. As you are aware, medical space in the Austin metro area has become increasingly difficult to find. Lease rates and terms/conditions have become much more competitive to negotiate. I am a newcomer to Austin's medical community who needed a broker, not only for site location, but also, for space needs, and contract negotiation. Site selection, space needs, and terms/conditions are very important to me, as they should be to every business owner. I'd like to share my story with you about how I received value from Norman's representation on my behalf and tell you why I recommend Gelfand Group for your commercial real estate needs.

Our business relationship began with Norman taking the time to learn about my business and financial needs. He worked diligently for several months, utilizing Gelfand Group's extensive research capabilities and excellent industry reputation, to find just the right location and space requirements that were within my parameters. Based on my particular needs, he developed a negotiation strategy that not only reduced my real estate costs; but also, more importantly, minimized my risk by limiting my contractual liabilities and obligations. He skillfully educated me on several very important and complex issues of a commercial real estate contract and how contractual risk can affect future financial and business goals. He utilized his creative negotiation skills on my behalf to obtain an extensive interior build-out allowance. This important issue was a significant factor in helping me secure a medical equipment loan.

I recommend Norman Gelfand and Gelfand Group to any healthcare professional in need of commercial brokerage, contract negotiation or consulting services. He is an expert broker with sound business judgment. He is a skilled negotiator that has a proven track record for delivering customized solutions for your commercial real estate needs. He worked diligently for me, protected my interests, and got the results I needed in order to open my practice. He knows the Austin medical real estate market, understands the unique commercial real estate needs of Austin's healthcare professionals, and is acutely aware of the local business climate.

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

Regards,

Michael Samaan, M.D.
Family Practitioner

Enclosure