



**SETON  
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CENTER**

A member of the  
SETON Healthcare Network

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*Our Mission inspires us to care for  
and improve the health of those we  
serve with a special concern for the  
sick and the poor.*

*We are called to Service of the Poor,  
Reverence, Integrity, Wisdom,  
Creativity and Dedication.*



October 4, 2005

Shad E. Dabaghi, MD  
Austin Gastroenterology  
1111 W 34th St Ste 200  
Austin, TX 78705

Subject: Recommendation - Gelfand Group Commercial Real Estate

Dear Dr. Dabaghi:

I'd like to share with you my experience regarding Norman Gelfand, President of Gelfand Group Commercial Real Estate. Norman recently completed a Broker's Price Opinion for the Seton Healthcare Network that was extremely helpful in determining property value and lease rates. This report contained vital information; but more importantly, it was displayed in a format that was customer friendly and simplified for better understanding.

In working with Norman on this project, I found him to be highly professional and one who works diligently for his clients, constantly striving to deliver the very best service. He tailors his service to the individual needs of his clients and is patient to help them understand the complex issues of commercial real estate.

I recommend Norman Gelfand and Gelfand Group to any medical professional in need of commercial brokerage and contract negotiation services. He has an excellent industry reputation. He is knowledgeable, with 16 years of experience, as well as ongoing involvement in commercial real estate-related continuing education. The extensive research capabilities of Gelfand Group, coupled with Norman's reputation and his knowledge, have proven that he has a keen sense of the Austin business environment. He brings value to his clients by "having his fingers on the pulse" of Austin's business climate.

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

Respectfully,

Tres Childress, CPM  
Director of Real Estate  
Seton HealthCare Network

Enclosure