

Stanley Bernstein, DDS, FACD

Dear Alan,

I read your article in "Dental Economics" which was right on target. The consultant must use his/her experience to create a win-win situation as regards buyer and seller.

And, Alan, a belated "thank you" is due. In my case, you were much more than just a consultant but a friend to Michael as well as to me. It took the patience of a saint to work with (that consultant/broker) who could only see a "win" situation and almost lost Michael the practice.

However, you took Michael's hand (as well as mine) and worked and reworked the contracts until the short-term partnership leading to a completed sale was developed in spite of the other side.

Last month our accountant told Michael that he had to come up with an additional \$50,000 in estimated taxes. Michael's comment: "I wish I never met (that consultant/broker) -. Thank God I listened to Alan Clemens who prevented me from making what could have been the worst mistake of my life. Had I listened to Alan, I would have been a partner (with much higher earnings) a year sooner."

And, thanks to you Alan, I made some necessary compromises and got the "transition time" that I needed emotionally as well as cutting down to three days a week.

Michael and I are more than just happy together. Contrary to (the consultant/broker's) predictions (completely in line with yours); the practice gross (and net) is up 50%.

In short, I got everything that I wanted and needed, as did Michael. Talk about a "win-win" situation! And we couldn't have done it without you.

Have a good year! Again, Thank You!

Sincerely,

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