

HERBERT W. FAWCETT, dds

General and Cosmetic Dentistry

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To Whom It May Concern:

Since Jim Gundelach has been associated with my practice things have really turned around. We were "getting by" but now we actually make some money. There have been many changes, all positive.

Naturally, productivity has increased, and very measurably at 30%. I get to put more money in my pocket, and I'm not working perceptibly harder.

For the first time in 20 years, I have begun to understand the business of a dental practice. Jim makes sense of all the numbers and is able to interpret and explain trends. Jim has an abundance of ideas; we pick and choose those which are appropriate. He seems to have an endless resource for information, supplies, equipment and ideas. This month we installed our computer and now we can ease the load on the staff and possibly even increase productivity.

I regret not having met Jim Gundelach & Associates fifteen or twenty years ago.

Sincerely,



Herbert W. Fawcett D.D.S.