

---

DONALD L. FRENCH

D.D.S.

November 5, 1993

To whom it may concern:

I've worked with Jim Gundelach for about two years now and I've promised him I'd write a letter of recommendation ever since the first month.

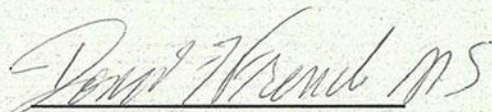
I've put off writing this letter as long as possible because of an old belief of mine, "*If you're got a good thing going, keep your mouth shut.*" Jim has been such a good influence on me and my practice that I sort of hate to share him. It's like sharing a secret weapon.

Jim accepted the challenge I offered -- an old Dentist, 30 years wet, and now glove fingered, resistant to change, but wanting to super charge a practice that had leveled off for the last five years. He nursed me through some difficult decisions, the biggest one: should I leave my comfortable three way partnership, relocate and move out on my own, or stay and fight it out in an aging out dated office. Well, I bit the bullet, went to the bank and started looking for a suitable space. Jim helped me through the leasing process and provided a lot of valuable help in the design and building ordeal.

Now, a year later, we're in our new facility and enjoying it immensely. Our production and new patient flow are growing substantially and we're already meeting our new goals.

Jim and Susan have been and will continue to be a vital part of my practice. I can heartily recommend them to anyone who's ready to make the changes necessary to move into a higher plane of practice.

Sincerely,



Donald L. French, D.D.S.

---

F A M I L Y   D E N T I S T R Y

2219 BUCHANAN ROAD • ANTIOCH • CA 94509 • (510)757-0757