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Dear Doctor,

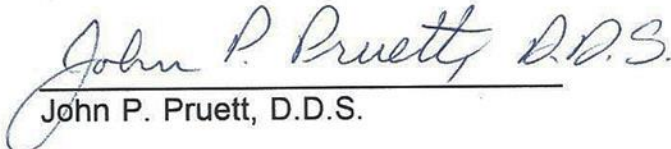
It is with pleasure that I recommend Gundelach and Associates, practice management consultants. We have been involved in their program for just three months, and are already experiencing substantial results. Productivity is up, the staff is working much better as a team, and my stress level has gone down. Now the stress level is primarily where to find room to treat all the patients who have needs. At our current pace, we'll produce about 15-20% more in 1993 than 1992, and we haven't raised our fees.

Jim Gundelach is very easy to work with, and has prioritized the myriad of conflicting projects, problems, goals, and needs of the dental office into a cohesive program. At the same time, he has shown us the "hows and whys" in a manner which has allowed collective understanding and agreement. This has brought the staff together more effectively than any other approach I've tried.

We've tried practice consultants before, specifically the Pride Institute, with mixed results. I truly feel that the other guys didn't know their business well enough to recognize the specific problems I needed to solve. They also provide far less personal regular attention than does Jim Gundelach.

I wholeheartedly recommend Gundelach & Associates and only wish I had heard of them four years ago instead of last year!

Sincerely,


John P. Pruett, D.D.S.