

Martin Implant Dentistry
Douglas M. Martin D.D.S.

November 20, 1991

Dear Jim and Sue Gundelach,

Just a note to thank you for all the support the last year. As you know I under went a period of stress that nearly disabled me. I really would have had a difficult time of keeping my practice together had it not been for you keeping the focus in the practice. The staff have been very supportive in addition and they also appreciate your help keeping me on track.

As you know when we entered into the agreement with you I said that I probably knew everything we would be doing together. There have been a number of new and fruitful innovations that you have introduced to help us streamline and fine tune the office.

That is and will continue to be a very important contribution you have made and will make. There is one other area that is probably more important to a dentist and that is to keep the focus and motivation high... You have been excellent in coaching us to continue to be a winning team in spite of the challenges this last year. Of course you need to have a team that is motivated to win and is coachable. I opinion is that to the extent an office is coachable you can be extremely effective in bringing them up to a optimum workability.

Thanks again and keep up the good work for others in the future.

Douglas M. Martin D.D.S.