



## Touro College of Dental Medicine

AT NEW YORK MEDICAL COLLEGE

*Where Knowledge and Values Meet*

August 26, 2019

Dear Dr. Gary,

I would like to take this opportunity to thank you for the outstanding job that you did in brokering the sale of my dental practice and physical office.

Rarely do I write a letter of recommendation that so wholeheartedly endorses a particular candidate or individual, but this does constitute the exception. From the moment that you began to evaluate my practice, to when you started introducing potential buyers, and finally your bringing the deal to completion, you have been nothing but a pure professional. You displayed tremendous working knowledge of evaluating practices, sellers and buyers. What really impressed me was your astute understanding of human nature. Dealing with personalities, egos, and multiple professionals, each thinking that they were more important or knew more, is not an easy thing, and you navigated those vicissitudes with grace and charm.

I write this last statement of endorsement as honestly as one can; the person who hires you and listens to your advice is a smart person, and the one who looks for the less expensive route and does not heed your recommendations is a fool. There - I could not make it any clearer.

I look forward to talking to you from time to time. Who knows, maybe I could bring you to the school to offer some advice to our graduating class and faculty staff.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dr. David J. Katz', with a long horizontal flourish extending to the right.

Dr. David J. Katz  
Director of Clinical Education

DK/ts