

RUTH I. KALPINS, D.M.D., M.M.Sc.

Practice Limited to Orthodontics

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February 10, 2009

Re: Bette E. Robin, D.D.S, J.D.

To whom it may concern:

I always wanted to believe in miracles, and now I do. I have no word other than "miraculous" to describe Bette Robin's recent sale of my orthodontic practice. In a rapidly deteriorating economy, she managed to find a well-qualified buyer, negotiate favorable terms at a sale price I never even dreamed of obtaining, and close the deal by arranging the full sale price to be wired to my account – in the space of two weeks!

I contacted Bette based on her reputation as a knowledgeable and experienced broker in November of 2008. She immediately demonstrated some of her skills by doing a full assessment of my practice, advised of me of some changes I should make in appearance of the office, and helped me organize the financial and practice information that would interest a potential buyer. From there, things proceeded at breakneck speed. We had an open house on December 7 for three potential buyers, and had a firm offer by the end of the day.

Throughout the whole process, Bette was always available, answered questions, made helpful suggestions, returned all calls promptly, and helped make a process that is a nightmare for many turn into a seamless operation that produced wonderful results. Even after the sale concluded, Bette assisted me with forms and details I needed to file with the State required in the sale of a business. I will always be grateful to her, and recommend her with the highest regard to anyone interested in buying or selling a dental practice.

Sincerely,



Rute I. Kalpins, D.M.D., M.M.Sc.

Member
American Association of
Orthodontists

