



To Whom It May Concern,

Lake County Family Dental Care is not your ordinary family dentist. Led by Dr. David Potts, our practice has focused on putting even the most fearful patients at ease for more than 50 years. We pride ourselves on delivering an exceptional experience for every patient while operating an efficient, well-managed organization.

When I first met Jeff Bobroff of Schooley Mitchell, I was immediately impressed by their no-risk business model and their deep expertise in expense analysis and vendor negotiations. We engaged Jeff and his team to conduct a comprehensive review of several of our largest operating cost categories, including medical waste, compressed gas, and telecommunications.

What truly set Schooley Mitchell apart was their ability to negotiate meaningful savings on our behalf with minimal disruption to our operations. As a direct result of their work, we realized a reduction of just over 20% in medical waste expenses and nearly 16% in compressed gas costs; both achieved without changing vendors or compromising service quality! Their negotiation strategy was thoughtful, thorough, and clearly aligned with our best interests.

Equally important, their review of our telecommunications expenses confirmed that our existing rates were already optimized. This level of transparency reinforced our confidence in their process and provided invaluable peace of mind knowing our costs were being evaluated honestly and objectively.

Jeff and his team delivered outstanding results while requiring very little time or effort from our internal staff. They were professional, responsive, and highly effective negotiators who consistently demonstrated a strong commitment to maximizing value for our organization.

I would wholeheartedly recommend Schooley Mitchell to any organization seeking a trusted partner to negotiate cost savings and improve operational efficiency. Their work produced immediate, measurable financial benefits and continues to positively impact our bottom line.

Sincerely,

A handwritten signature in black ink, appearing to read "Whitney Booth", written over a white background.

Whitney Booth

Chief Operations Officer