

Phoebe-Putney Memorial Hospital
4128 Dawson Rd
Albany, GA 31772

Michael Neilson
2:30

May 4, 2009

Dr. Albert Reed
25 Franklin Rd.
Albany, GA 31770

Dear Dr. Reed,

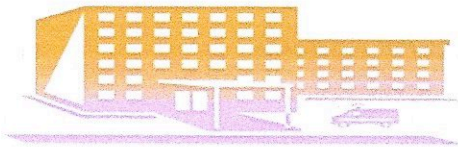
Hello and welcome to the neighborhood, this is a great town. I have been here for ten years and I have enjoyed living here. I hope you will feel the same. Ten years ago I was just like you, fresh out of school and ready to work and opening a practice was something I always wanted to do.

I planned to work in Athens, GA for two years before going to Jacksonville, FL, to start my practice. However my plans changed and I moved to Albany after I heard about the city's need for doctors. There had not been a doctor in the area for three years before I came here. I soon found out that the decade before, there had been attempts by doctors to establish practices, but they all failed. I took on the challenge and started my practice. After a year I had a hard time keeping lease payments and the revenue was small, I couldn't even meet payments at home. I didn't know what to do and I almost shut down and moved elsewhere.

One night, after a long day, I turned on the television and saw an infomercial; they were advertising the seminar "Making a Business Work". I didn't give it much thought and went to bed. The next day I had one option, I had to close my practice because I could not make my lease payment. I then remembered the seminar and looked for it online. I drove three hours and I learned a method of business that I had never seen before.

I went home and the next day I opened the phone book and started to call clinics, doctors, and hospitals to spread the excitement I had about this new business strategy. Soon, I found several doctors that wanted to start a medical network in this area. After six months of developing this network, I didn't have trouble meeting lease payments and the revenue generated helped meet the financial needs of my family.

This area needs an orthopedic surgeon. Our network hasn't had one and it has been hard on our patients, clinics, and hospitals. We receive grants from the state and other private companies to help with costs and building maintenance. We get \$500,000 worth of free drugs from drug companies. Two years ago, the founder of Coca-Cola built a new clinic to help the network. Most people in this area can't pay the normal fees that doctor's charge in big cities.



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This network helps people by cutting the cost of medical procedures. I have found that with this network, my practice was able to survive and be profitable. It has also helped me meet people in our community and create new friends.

Dr. Reed, please join this network of doctors. This area needs you and I know your practice will be successful with our help. I know that this is a big decision. The network board meets on May 12th at 4:30 pm. Come and meet the doctors of the network and get more information about what we do. Please let me know by May 9th if you are not able to attend. I am happy to answer any questions you may have. Please contact me at (206)744-3000.

Sincerely,

Dr. Hotz
Senior Cardiologist