

NEURO-LUMINANCE BRAIN HEALTH CENTERS

Denver

Illuminating pathways to a Healthy Brain

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Neuro-Luminance.com

Tax ID# 82-2729654

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As I look out my office window at the front length of the Front Range with the mountains in stark relief, pink clouds lit up by the rising sun and the moon setting behind, I am reminded of the dedication, persistence, and attention to detail that Eric Gold put into the process of finding my ideal office space. Mr. Gold and I met early in the pandemic. I had been on the verge of signing a deal of an office space when the shutdown occurred. Realizing that I would not be able to get permits or any contractors to work on the build-out, I pulled out of the negotiations. The next day, the state instituted the shutdown. However, I was left with no office space and had to cram my entire practice into a small secondary clinic space.

Having looked out my office windows at a brick wall for 20 years and now operating virtually out of a closet space, I began to dream of my perfect office. I wanted multiple offices for my growing clinic and I wanted a VIEW. I needed a view of the mountains.

Mr. Gold sent me several options and I narrowed the choices down to four spaces. We went to look at them in person and I shook his hand for the first time. Two of the spaces which claimed to have mountain views did not have any views at all! This was the first time I got to see Mr. Gold's tenacity and advocacy for his clients. He was immediately on the phone to the leasing agent. In a few weeks, we had another round of possible spaces. All were disappointing.

Finally, after a few months (and I had the advantage of time given the pandemic), we found a viable option. It would need extensive build-out and we began negotiating with the building owner for a lease deal. The owner was...shall we say...difficult. I kept making concession after concession. Finally, we reached a point where a difficult decision had to be made. Mr. Gold advised me to abandon the deal. It was sage advice.

Another two rounds of possible spaces and disappointing tours brought me to two possible spaces. I settled on the one with the best mountain views. The negotiations with the building owner began in earnest. The architect prepared drawings and we got bids from three contractors on the buildout. The building owner dug in at a ridiculous price point and demanded personal guarantees despite my company having a 20 year track record. Mr. Gold again advised me that the deal was bad, particularly when the commercial market was dropping due to the pandemic. Mr. Gold's advice was sage and I dropped the deal.

The Mr. Gold pulled a rabbit out of his hat. He got me into a sublease in an office space that needed no buildout and has amazing views of the Front Range from Pike's Peak to the northern Rockies. Every day I get to enjoy the views and watch amazing sunrises and sunsets.

When it comes time to find a new space, as this sublease will run out eventually, then I will turn to Eric Gold again. I know he understands his client's needs and wants, he is tenacious, and he is detail-oriented. He also brings a business sense from his many years of experience in the commercial real estate business. You cannot do better than having Eric Gold on your team.

Sincerely,

A handwritten signature in black ink that reads "Theodore Henderson M.D./Ph.D." The signature is fluid and cursive, with a large initial 'T'.

Theodore Henderson, M.D., Ph.D.
President & Medical Director
Neuro-Luminance Brain Health Centers
& Dr. Theodore Henderson, Inc.