

**Here is a nice letter we received from an Oregon doctor
who traveled to Cuba a number of years ago.
He had given us permission to reprint it.**

Hi Brandon, A trip to Cuba would be fantastic. Jill and I went there about 10 years ago through Canada and the Bahamas. It was very easy to do. We had a great great trip. The people are very nice and love the American dollar. I took a suitcase full of dental supplies. I saw the entire school and had a four hour tour of the dental school by the second man in charge. I changed into scrubs and observed surgery. We went to cigar area and also Guantanamo Bay. I did not get to Bay of Pigs area or big resort area. Cuba has the best collection of 57 Chevys I have ever seen. We spent 2 nights-4 hours each night talking with elderly in government cigar shop, which was very interesting. The people are so nice. They love baseball and I took baseball caps to give out as tips.

There is so much to see. You could use at least 2 weeks there or even more. You can spend 4-5 days in Havana, 4-5 days at a beach resort area and 3-5 days in other direction.

Yes, Cuba is a must but I would be careful and not treat them like they don't know dentistry. Everyone goes there but us. You will see English, Canadians, Europeans - all nationalities. Yes we need to get rid of the embargo. Why did the Mafia go there—beautiful women and 90 miles off our coast!!!

I am retired now but still enjoy reading your Newsletter. You know Brandon, I never did external marketing like TV, radio, Websites, letters to anyone, My belief was internal marketing and I averaged 60-80 new patients per month!!

I believed in service (at all hours), treating rich or poor all the same-with respect—worked hard, had a well trained staff and took home a fine salary each month!!

I better stop—Hope the trip to Cuba goes through. Keep up the good work.

Dr. John Pavlicek