STANDARD MANAGEMENT COMPANY

6151 West Century Boulevard • Suite 300 • Los Angeles, CA 90045-5314
Phone: (213) 410-2300 • FAX: (213) 410-2919

TO WHOM IT MAY CONCERN:

Standard Management Company operates a portfolio of approximately $300,000,000 of income property located throughout the United States, including apartments, mobile home parks, shopping centers, office buildings, and industrial property.

The Greenspan Company of Los Angeles, California, independent insurance adjusters, has represented us in a number of claims over 30 years. In our experience Greenspan is competent and well informed and provides a valuable service to insurers who desire independent representation in claims for casualty losses.

I recently had a fire in my own personal residence (in Malibu, California, in April 1992). Gordon Scott was the Greenspan principal who was in charge of my claim with my carrier, Aetna Casualty. I have known Gordon for a long time and he is a knowledgeable, experienced, capable adjuster whose services I recommend.

If further information is desired, please feel free to contact the undersigned.

Sincerely,

**STANDARD MANAGEMENT CO.**

By: Samuel K. Freshman
President

SKF:elb

# POWELL ELECTRIC

Electric Contractors

September 12, 1997

Mr. William Rake, President
The Greenspan Company
3600 Wilshire Boulevard # 300
Los Angeles, CA 90010

Re: 2 Earthquake Losses from 1-17-94 Northridge Earthquake

Dear Mr. Rake:

When the earthquake hit on January 17, 1994, we sustained tremendous damage at our residence in Woodland Hills, and also sustained damage to our rental duplex in Hollywood. I knew I had a major problem on my hands so I contacted Arnie Abramson of your company to take care of the claims.

We had initially tried to resolve our claims on our own but were met with a great amount of resistance from Fireman's Fund on our residence and similar resistance from Allstate on the duplex. We finally realized that we were not equal to the task and hired The Greenspan Company to take over.

**MAIN OFFICE:** 5625 W. WASHINGTON BLVD., LOS ANGELES, CA 90016 • STATE LICENSE 267906 / BONDED / INSURED
**LOS ANGELES:** (310) 836-8076 • **SANTA MONICA:** (310) 394-6498 • **VALLEY:** (818) 765-4519 • **FAX:** (213) 933-0955
**CALIFORNIA: (800) 660-8076**