

# CHAMPION GROUP

April 10, 2006

Mr. Bill Rake  
The Greenspan Co./Adjusters International  
16542 Ventura Blvd., Ste. 200  
Encino, CA 91436-2092

Dear Bill:

Before signing up with Greenspan I read your reference letters. One that stood out said you were expensive but the financial benefit was great. We feel the same way about our 584 unit apartment building in New Orleans.

You were able to get us the maximum allowable on our flood insurance policies and 80% more than our cost to rebuild on the wind damage policies. A fantastic result and additional benefit was that almost all the money was categorized as 1033 funds - giving us tremendous tax advantages.

Your team, specially John Hartshorn, Arnie Abramson and David Humphries did an outstanding job.

Thanks...thanks...thanks.



Stuart Jaffe  
President

wp/chenault/greenspanthankyou

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