

CAL GREGORY
P.O. BOX 4407
THOUSAND OAKS, CALIF, 91359

JANUARY 14, 1997

JIM WARREN
THE GREENSPAN COMPANY
3600 WILSHIRE BLVD. SUITE #300
LOS ANGELES, CALIFORNIA 90010-0025

DEAR JIM WARREN:

THANK YOU FOR DOING A GOOD JOB IN SETTLING THE CASE WITH THE INSURANCE COMPANY AFTER THE FIRE. AT FIRST, I DID NOT THINK THAT I NEEDED HELP AND COULD HANDLE IT MYSELF, BUT NOW, IN RETROSPECT, I REALIZE THAT I NEEDED YOUR HELP.

IT WAS DON SCHULMAN AND JERRY FLEISCHMAN WHO ORIGINALLY CONVINCED ME TO WORK WITH THE GREENSPAN COMPANY AND IT SEEMS EVIDENT THAT THEY WERE RIGHT. I AM PLEASED THAT EVERYTHING TURNED OUT FINE.

YOU ARE AUTHORIZED TO USE ME AS A REFERENCE SINCE I AM VERY PLEASED WITH THE GREENSPAN COMPANY AS TO HOW YOU HANDLED THE SITUATION AND THE RESULTS. THANK YOU.

SINCERELY,


CAL GREGORY