

PINNACLE
REALTY MANAGEMENT COMPANY

March 5, 1997

John Marini
Director of Sales
Adjusters International
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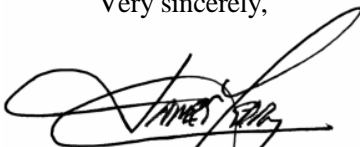
Dear John:

A special thank you from not only the Pinnacle Southwest Region, but from all of Pinnacle for supporting and attending our Conference in New Orleans and being a Diamond Sponsor. I hope it was as rewarding to you as I think it was. I had many people ask me about your services, about what they had found. I told them the truth. You have done a phenomenal job, we have been very impressed everywhere you have gone and you were recommended without question.

I would like to apologize for not finding you Friday evening to invite you to dinner. At the trade show I had meant to do that and was so tied up talking to many people I spaced it. At the end of the trade show I started looking for you and could not find you. When we split up to go on the scavenger hunt, I also did not locate you at the end of the hunt, before going to dinner. I hope you enjoyed dinner with one of our good Regional Presidents or some of our people. If not, then I owe you dinner and would be pleased to do that any time we are in the same area.

Thank you again for all you have done. We look forward to working with you much more through the years. Let me know how I can be of assistance to you.

Very sincerely,



James L. Terry
CPM[®], CAPS[®]
President
Southwest Region

cc: S. Lee Brent, Jr.
Scott S. Davidson

JLT/jro