

May 31, 2005

Jason T. Stagman, CCIM
President
Stagman Commercial Real Estate Advisors
6401 Congress Avenue, Suite 140
Boca Raton, FL 33487

Dear Mr. Stagman,

Thanks for all your hard work in finding the best location for us. As an advertising agency we are always explaining to clients how important it is to make a good first impression. Our new office on 17th Street Causeway has an impressive location and a great look which makes us look very successful.

I know what a disaster it would have been if I had gone on my own to negotiate with any landlord. In a previous career I spent 11 years managing a real estate office and I can tell you people can't negotiate on their own behalf as well as someone else can. For example I'd look desperate if I called the landlord back for an answer to my proposal. For you, it's simply your job to call the landlord back and get a response to a proposal.

You were an awesome negotiator on our behalf in more than one area and saved us literally thousands of dollars in addition to the time savings. Thanks to you here are some benefits we now enjoy:

1. First four months rent are at half the normal rate.
2. Month five will be \$1,500.00 off as a credit for our kitchen.
3. We obtained a credit of almost \$3,000.00 towards the flooring we had installed.
4. The rent in years two and three were lowered after I signed the lease agreeing to a higher amount.

Item 4 above deserves more explanation which I'll give here. We had talked about how the rent would be raised over the years. Two weeks later when it came time to sign the lease the rate quoted was not the same as the percentage of the rent increase we had previously discussed verbally. I had forgotten the exact details of that increase and signed the lease. AFTER I signed the lease you were able to continue to negotiate with the landlord and get a new lease written based upon a conversation that everyone except you had forgotten.

Thanks for helping us find an awesome location.
Thanks for saving us time we didn't have to drive all over town.
Thanks for saving us over \$15,000.00.

I will always recommend you to anyone I meet who may be looking for new office space.

Rick Goldman



Vice President