

May 20, 2004

Gary Wachtel, Esq. 545 Madison Avenue New York, NY 100222

Dear Gary,

I am not one usually given to sitting down and writing a letter, however the last closing and events leading up to it motivated me to do so.

As the Director of Fine Homes and Estates for MLBKaye International Realty and a top residential broker for over 20 years I have transacted hundreds of sales. Not only are most attorneys lacking in true expertise, so many of them have adversarial personalities to deal with.

I have now had the distinct pleasure of transacting many sales with you representing either my sellers or buyers. I am <u>always</u> confident that my clients best interests are being protected and that the sale will occur on their terms. I also know (especially evidenced in our last transaction) that no matter what difficulties may arise <u>you</u> can resolve the worst of them.

It's a rare gift to be a tough champion for your client yet possess the superior people skills necessary to keep a particularly contentious transaction on course.

Your professionalism, legal expertise, and creativity make you the attorney I <u>always</u> want on *my side of the table!* 

Thank you for being the absolute best.

Very truly yours,

Fern Hammond

Director Fine Homes & Estates

