



June 17, 2003

Mr. Randolph T. Mason
Lee & Associates – Irvine Inc
15615 Alton Parkway
Suite 150
Irvine, CA 92618

Dear Randy,

The purpose of the letter is to express my appreciation for the outstanding work you did on our lease negotiations. To be honest, in the beginning, I was reticent about using your services. I have been running my own company for many years and felt I could negotiate a new lease agreement easily. I have literally negotiated hundreds of contracts in my career; what was one more? However, your persistence, and track record of successes, convinced me to give you a shot. It was one of the best decisions I have ever made. Let me share with you just a few of the lessons I have learned from this experience.

- **You saved me an enormous amount of time.** To be blunt, you doing the grunt work meant I could focus on other things. I had no idea how much time could be spend on such minutia as getting carpet and paint samples. Just the coordination of setting up meetings between the players had to be time intensive. While this activity is important, I hate spending my (or my staff's) time on such things.
- **Its what to negotiate that is important.** It's certainly more complex than price per sq foot! You negotiated deal points that I never even knew existed. Many of these saved me thousands of dollars. This point is especially true when significant tenant improvements are involved. You protected my interests by making sure that I would be 100% satisfied with my office space, as well as the price.
- **Knowledge of market conditions gives you significant leverage.** Your expertise gave you the ability to know where to apply pressure. I underestimated the importance of this point. You understood it well and applied it like a master.

Randy, to put it simply, I am a very happy customer. Thanks!

Sincerely

Jay Selman
CEO