

**CrossLand
Mortgage Corp** 

December 4, 1996

Mr. Ross Selinger
Selinger Enterprises, Inc.
500 Ellison Avenue
Westbury, NY 11590

Dear Ross:

I would like to take this opportunity to express my sincere thanks to you for the effort you put forth on behalf of CrossLand Mortgage Corp.

As you know, I had been working with several other leasing agents in an attempt to secure new office space for our branch. At first I was reluctant to speak with you due to the fact that I was being solicited by many other agents. Your professionalism on the phone impressed by Administrative Assistant, Terry Condrick, and she recommended I take your call. That was my good fortune.

You presented yourself as a no nonsense type of person whose overriding concern was procuring the best possible deal for your client. The fact that you were going to represent CrossLand Mortgage Corp and had no affiliation with any owners or landlords was immediately impressive to me. Beyond that, you reacted to our needs quickly and enthusiastically. You did what you said you were going to do and that is, after all, the basis of good business.

Everyone in our branch is thrilled with our new office space and we only have you to thank for that. If I can ever be of any help in recommending your services, please do not hesitate to call me.

Best personal regards,



Richard Bloom
Vice President

RB:TC