



July 16, 2014

Mr. Ross Selinger
Selinger Enterprises, Inc.
410 Jericho Turnpike, Suite 202
Jericho, NY 11753

Dear Ross:

After trying to renegotiate our lease with our landlord, Glen and I were frustrated by his lack of cooperation. We hired a top Long Island broker to help us but in the end he was helping the landlord more than us. Fortunately your intro letter came at just the right time. Upon meeting you, we were impressed by your thoroughness and tenant representation approach. We hired you to renegotiate our lease or to find and negotiate a new location for us.

I consider myself to be a top salesperson and I was very impressed at the manner in which you handled our landlord. You determined and proved what the market value of our building was and fought our landlord to make it happen. They were Excel spreadsheet experts but so were you! You were able to go toe to toe with them always fighting for us.

Ultimately, a deal could not be worked out so you found another building and negotiated a great deal. This landlord was also difficult but you handled them every step of the way. We are very happy in our new space and the way everything worked out.

Thank you for steering us through the process and negotiating on our behalf. We always felt you were part of our team. If you ever need a referral, please do not hesitate to contact us, we will be happy to provide one.

Yours truly

Insight Companies, Inc.



John R. Keane
President