

**March 26, 2007  
Grass Valley, California**

**Laura Berman,  
Town and Country Realty  
226 Mill St.,  
Grass Valley, California, 95945**

**Dear Laura,**

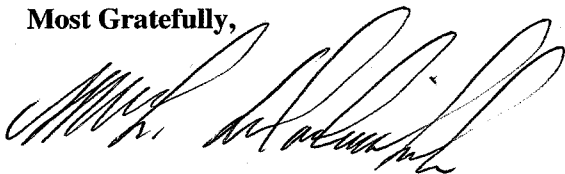
**Driving around the neighborhood today, I chanced to drive by the piece of property on Cricket Lane that several years ago Connie and I seriously considered buying. Seeing that it has yet to be built upon, caused me to reflect on the advice you gave me when I was dead set to purchase it. While you agreed that it had beautiful vistas to both the south and north, you cautioned about the four NID easements to adjacent lots right through the middle of the property that would, over the years, most likely become more than mere inconvenience. You also cautioned against the power lines traversing the front third of the acreage, as well.**

**I was determined to build on that lot. You were determined to enlighten me to the several significantly negative aspects of the property. Your commitment to changing my stubborn mind was achieved on a cold, rainy October morning, when you, Connie and I met with the several "neighbors," we'd be dealing with on a regular basis with respect to the NID easements. Your patience paid off. I may come to a party late, but I finally do show up.**

**It's a very special type of Realtor who can be openly forthcoming enough with their client to take a stand saying, "You really don't want to buy this piece of property," especially against the initial (and in my case, obstinate), desires of that client. It takes a unique agent to risk not making a sale rather than make a bad sale because the client is not savvy enough to recognize the potential problems associated with a property. At the time, Connie and I were virtual strangers to you. You could easily have said, "OK, let's go make an offer," and moved on, knowing your client was an idiot. But you didn't. You placed us before the commission and continued to instruct us on what to look for and what to watch out for in a property. All the while, you continued your search to find the right piece of property for us. You did that as well, and we've been forever thankful for your candid honesty with us when we were little more than off-the-street buyers.**

**You are our Realtor for life. Not only did we find the right property on which we've built our home, but to us, the friendship we have built with you is our most treasured reward.**

**Most Gratefully,**



**M.L. Dolinshek  
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Grass Valley, California, 95949  
530-268-8266**