GILLIAM LAW OFFICE

Ten West Fourth Street ◆ Waterloo, Iowa 50703
(319)234-5300 ◆ Fax:(319)236-2509
Telex: 650-171-2227 ☎ MCI-Mail:171-2227

August 15, 1995
Via Telefax: 415-583-4049

Mr. Bill Greenspan
Greenspan Company
South San Francisco, CA

Re: Kuhio Shores

Dear Bill:

Thank you for your telephone call of August 14th. I trust that this letter finds you well and enjoying the success you deserve.

As you know from 1992 thru early 1995 you worked on the Kuhio Shores Association claim arising from Hurricane Iniki.

Although I was not involved in the decision to hire you, I can unequivicobly state that you provided the professional guidance needed to adjust the settlement with the association's carriers.

Your involvement with this Home Owner's Condominium Association necessarily included working with varying factions, whose concerns ranged from pure pettiness to personal aggrandizement, such that you were forced to deal with client problems, if you will, that I am sure greatly complicated your work. Only a professional in similar work could appreciate the difficulty I describe.

Your even tempered ability to work with all of these factions, no matter how difficult or ill conceived, and to support the association in its claim in a professional manner, have left me with the highest regard for your abilities.

Permit this letter to serve as my thanks for a job very well done.

Very truly yours,

W. H. Gilliam

Wg/jrr

C:\WP\GILLIAM\PERSONAL\LTR.BIL

GILLIAM LAW OFFICE

Ten West Fourth Street ◆ Waterloo, Iowa 50703
(319)234-5300 ◆ Fax:(319)236-2509
Telex: 650-171-2227 ☎ MCI-Mail:171-2227

RECEIVED
AUG 2 8 1995

August 23, 1995
Via Telefax: 415-583-4049

Mr. Bill Greenspan
Greenspan Company
Suite 519 400 Oyster Point Blvd.
South San Francisco, CA 94080

Re: Kuhio Shores

Dear Bill:

Thank you for your telephone call of August 14th. I trust that this letter finds you well and enjoying the success you deserve.

As you know from 1992 thru early 1995 you worked on the Kuhio Shores Association claim arising from Hurricane Iniki.

Although I was not involved in the decision to hire you, I can unequivicobly state that you provided the professional guidance needed to adjust the settlement with the association's carriers.

Your involvement with this Home Owner's Condominium Association necessarily included working with varying factions, whose concerns ranged from pure pettiness to personal aggrandizement, such that you were forced to deal with client problems, if you will, that I am sure greatly complicated your work. Only a professional in similar work could appreciate the difficulty I describe.

Your even tempered ability to work with all of these factions, no matter how difficult or ill conceived, and to support the association in its claim in a professional manner, have left me with the highest regard for your abilities.

Permit this letter to serve as my thanks for a job very well done.

Very truly yours,

W. H. Gilliam

Wg/jrr

C:\WP\GILLIAM\PERSONAL\LTR.BIL