



TalbertDevelopment, Inc.
BUILDING THE FUTURE

Heather Sharp
Sharp Commercial Inc.
41685 Boardwalk # 120
Palm Desert, CA 92211

15 Oct. 07

Dear Heather,

It has now been about 3 months since we were referred to you. As you probably recall, we interviewed other commercial brokers to represent our new \$30M retail development, The Shoppes of Rancho Mirage.

We were impressed with your preparation and enthusiasm about the project, and your projections of what you thought was attainable.

In the past 3 months we have experienced service and professionalism above and beyond - from the willingness to attend design meetings, to responding to lender requests on the marketplace.

However, most importantly we are impressed at the approach you have taken towards promotion and sales, which is the bottom line. I attended a couple of your presentations to potential clients (a banker and a coffee shop owner). In both cases, they were very professionally and aggressively done.

We are getting pre-leases done on schedule as you projected, and look forward to starting our next project in La Quinta with you as well.

Please feel free to have any potential clients contact me for reference.

Sincerely,

Dick Talbert
President