



THE
STATE BAR
OF CALIFORNIA

555 FRANKLIN STREET
SAN FRANCISCO, CALIFORNIA 94102
TELEPHONE (415) 561-8200

May 31, 1989

To Whom it May Concern:

I would like to write a letter of recommendation for the Greenspan Company.

The State Bar had a fire loss on October 5, 1986 in Los Angeles. At the time we were advised by our broker to engage a public adjuster and Greenspan was one of four firms we interviewed. Greenspan was highly recommended and we engaged them to be our representative.

The fire loss was originally estimated at \$500-600,000. It has been settled at over \$1 million. It is only due to Greenspan's diligence, attention to detail and motivation to represent the client's best interest that the amount collected reached this mark.

We worked with Bill Rake and Darryl Mirsky of Greenspan. Bill was very involved in the overall strategizing of the claim and his advice has been highly effective. Darryl managed the overall compilation and accounting of the claim. I cannot give Darryl enough compliments. I manage a wide range vendors to the Bar from insurance to computers to building services. Darryl has been of the most outstanding performers of any of the vendors I have engaged over the past four years.

It was really Darryl's persistence, thoroughness, completeness and attention to detail that enabled us to collect the negotiated settlement. Without Greenspan's representation I think we would have collected far less. Greenspan was also very helpful to us in identifying vendors for fire reconstruction of the building, equipment and valuable papers.

I would recommend the Greenspan Company to any firm facing a major loss. Please feel free to call me if you have any questions at (415) 561-8352.

Sincerely,

Eileen Koch, Director
Office of Support Services

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