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Re: San Diego Revitalization Corporation v. Willis Risk and Insurance Services of San Diego, California Superior Court, County of San Diego, Case No. GIC 811351

Dear Joel:

Dave and I wanted to thank you and Kathleen again for the invaluable assistance you provided us in preparing to try this case. Your focus group exercise forced us to come to grips early with our case's weaknesses in both substance and presentation, and to think through the best presentation possible. In fact, the opposing lead counsel later told me, "During the break after your Opening, I walked out of here and thought, 'Now what am I going to do?'".

Your trial lawyer skills and Kathleen's "human" skills truly helped us to simplify and clarify a difficult case. Please remember the Defendant's highest offer to settle was \$100,000 and the mediator, a respected retired judge, told us that both the facts and law were against us. Our verdict was for every dime asked for, \$5,028,858, under both breach of contract and negligence theories (with no contributory negligence--which the focus group did find).

Thanks again for your insight. It was truly beneficial.

Sincerely,



KENNETH C. TUREK