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Subject: Real Estate Representation

To Whom It May Concern:

As a businessman and fiduciary manager of my families remaining real estate holdings I have little patience for wasting my time or anyone else's. Therefore, I'll be brief. My family has owned property in Austin since the 1930's and we had never previously engaged the services of a broker to sell any of it through a listing agreement. That is until we met Kent Taylor.

He was able to outline for me and my family members how to

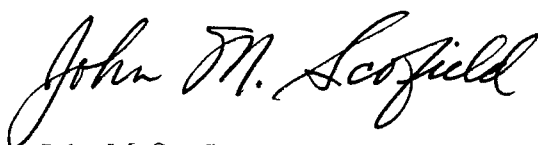
1. Maximize our income potential,
2. Minimize our costs, and;
3. Shorten the amount of time it takes to complete a transaction.

In addition, Kent is a very good listener. He heard and understood the concerns voiced by me and the managing representatives of the other four branches of my family (cousins). He incorporated what he heard into a comprehensive portfolio of our property and began the marketing process. He used his network of contacts to present the merits of our property along with our unique requirements and bring us an Earnest Money Contract that met with universal approval. The unique requirement you see, was that Kent marketed our property without a set purchase price.

Kent brought in multiple offers concurrently providing us with options that allowed us to pick the one that best met our needs. We received no fewer than nine (9) offers from qualified buyers at prices that exceeded our initial expectations. Kent assisted in the negotiations and selection of the final offer and expedited the signing of the Earnest Money Contract. He has continued to stay involved during the feasibility phase and provided assistance to ensure a smooth transition to the closing.

Without reservation I can unconditionally state that Kent Taylor will fairly and ably represent your property and your best interests. I would welcome the opportunity to share with you my experience with Kent, if I can be brief. Good luck and best wishes.

Sincerely,



John M. Scofield
Manager