



BENEFINA

Retirement Insurance Investments BENEFINA LLC.

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Justin Askew/ CEO

October 7, 2015

Rich Chinappi
Read Commercial Properties, Inc.
Six Manhattan Square, Suite 102
Hampton, VA 23666

Re: Hair We Are - Client Referral

Dear Rich,

Thank you for the quick and efficient work you did for my client, Jane Pryor, the owner of Hair We Are.

Jane was faced with the major expense of either relocating her business or absorbing a significant rental increase at the existing location.

After meeting with you Jane felt confident and comfortable with you representing her for her real estate needs. Your market analysis convinced Jane that there was more economical space available in the area and that you might be able to convince the landlord to reconsider the rental increase for the new lease term. You accomplished far more than either of us imagined.


You convinced the landlord that Jane was already paying too much rent compared to available space in the market. You negotiated a lower rate for a renewal term and saved the cost of relocating. You even convinced the landlord to back the reduction into the remaining term of the existing lease. Instead of being faced with a rent increase of \$20,000, my client will save nearly \$30,000 in rent over the next five years. This

savings will significantly impact the profitability of her business and her retirement funding.

I appreciated your professionalism during this process and that you kept me informed with your progress. I know that Jane is thrilled with the results you achieved for her.

I will continue to recommend you to my clients and encourage them to engage your assistance in any of their commercial real estate transactions.

Sincerely,

A handwritten signature in black ink, appearing to read 'Justin Askew', with a long horizontal line extending to the right.

Justin Askew /CEO