



September 29, 2015

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

Re: Lease Renewal

Dear Rich,

Thank you for the wonderful work you did for me on the negotiations of the new lease for Hair We Are Salon in Lynnhaven Crossing Shopping Center. Justin Askew, my financial advisor, was right to recommend you for this project. You were able to accomplish far more than either of us imagined.

As you know, I was facing a fairly significant rent increase proposal from the landlord. Justin and I thought I was going to have to relocate the business to a space with lower rent.

After your thorough market analysis, you were able to convince me and the landlord that we were 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. My business will save nearly \$30,000 in rent over the next five years.

I appreciated your professionalism during this process and I am thrilled with the results you achieved for me. I highly recommend you to any business owner and encourage them to engage your assistance in lease negotiations or any other commercial real estate transaction.

Sincerely,

Jane Pryor
Owner

829 Lynnhaven Parkway, Suite 108, Virginia Beach, Virginia 23452