

Nickolaus & Indra Filip
5009 Pickford Way
Culver City, CA 90232

2/25/97

Dear Mr. Benun:

I had just refinanced my home for no closing costs at 8% when I received your letter in January. I thought I had the lowest rate I could have gotten (8% on a 15 yr. Fixed loan). Although it seemed that there was nothing better I could get, your letter was compelling and I called just to see if there was anything you could do. As of today I now have a new loan at 7.75%, also a no cost loan, and this is thanks to you. I have reduced my monthly payment and will now be able to pay off my loan sooner.

I am glad I did call you, and you have assured me that as soon as rates can drop down again, you will notify me and redo my papers so that all I have to do is sign. I have complete confidence in you and appreciate your attention to detail. Thank you for keeping your word about crediting me those statement fees, and I certainly will not hesitate to refer you to anyone I know who needs a refinance. Your work has been much appreciated by my wife and I.

Sincerely,

Nikolaus Filip