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Reed K. Hamzeh, Esq.  
515 S. Flower St. 36<sup>th</sup> Floor  
Los Angeles, CA 90071

Dear Mr. Hamzeh:

I am happy to hear that you are starting your own dispute resolution/mediation business. Please keep me advised of when you will be starting your business and I will certainly recommend you to other attorneys. I will be glad to use your services in the future.

When we had the CRASH program in Glendale I was skeptical and felt we were forced into a wasteful time situation. We had previously mediated the case in front of a retired judge and spent a lot of money and the Defendant offered us \$ 1,250,000. Our demand was \$ 5,000,000 and we would have accepted \$ 3,000,000.

There had been approximately 10 expert depositions plus we had 4 more to be taken prior to trial which was scheduled for less than a month away. Our costs were over \$ 70,000 and we anticipated the total costs including trial would have been in the area of \$ 150,000.

Our case was a construction site death case and we had no witnesses and there was the possibility of come comparative negligence. This was a good case to come to an agreement to settle and fortunately we settled for close to our target amount.

I don't know how you got the Defendant to become realistic and more than double their offer. Needless to say we appreciated your efforts to bring both sides to a fair and realistic settlement.

I will be happy to have me used as a reference for you in your new business.

Very truly yours,



Harold Blaisch

HB/nm