

March 13, 2005

To Whom It May Concern:

I have known Ray Hanson for many years as a friend, a fellow board member, a business peer, a community activist and a highly respected, friendly competitor.

Ray's reputation for ethics, professionalism, client service and service to the community is absolutely sparkling clean. His word is worth more than a foot-high stack of legal contracts and he has always been able to balance potentially sticky situations with common sense, dignity and the best interest of all parties involved.

Ray is not selfish. Besides his service to community in Rotary International, Royal Rosarians of Portland, Oregon and service on charitable and school boards too numerous to mention, Ray is a giving and generous mentor in the brokerage community. He has always been available to me for discussion of problems, to help think through thorny situations, to bounce ideas off of and to offer advice. He is dedicated to raising the professional level of performance in the brokerage industry – which he and I agree is woefully low – and has demonstrated his mission by dedicating years of active membership in the Institute of Certified Business Counselors. I say with much delight that Ray “drafted” me into joining some time ago and it has been the best boost to the professionalism of my own brokerage business.

I will add that Ray and I have referred deals to each other and have a standing agreement that when either has a seller or buyer for the other we will collaborate.

To sum up, I am proud to call myself Ray Hanson's friend, collaborator, fellow citizen of the community...and competitor.

If you would like to discuss Ray's attributes further, please contact me.

Sincerely,

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