

Seltser & Goldstein Public Adjusters, Inc.
900 Cummings Center
Suite 302 T
Beverly, MA 01915
Attn: Gary Goldstein

Dear Gary,

With my law degree and 15 years of courtroom experience, initially I felt that I could handle my own insurance claim without the outside services of a professional like you, as negotiating has always been my strong suite, thus handling my own claim would be a task I could easily succeed with.

Believe it or not, and I hate to admit it, I quickly realized, after meeting with my insurance adjuster and their cronies, that I was in way over my head when asked to prepare a claim and present it.

After consulting with several of my colleagues, both in law and in the accounting field, your firm's name kept coming up from every single person I spoke with; not surprising with a track record of over 75 years doing what you do.

As you know, to make a long story short, you guys were tremendous. The help, support, and professionalism you and your entire company showed was unreal.

Your familiarity with the adjustment process, your company's expertise in preparing our claim and your skillful negotiating style won us over time and time again.

But what really impressed us was the way you handled our contractor. You kept him in- check and did not allow him to take advantage of us and with your help, our home was re-built under budget and in less time than expected, allowing my family to move back sooner than expected.

I will always be grateful for the services you provided and learnt a valuable lesson as I quote our sixteenth President of the United States, Abraham Lincoln:
"He who represents himself has a fool for a client."

Sincerely

Arthur Lewis III