



July 1, 2020

Temecula Valley Chamber of Commerce
26790 Ynez Court
Suite A
Temecula, CA 92591

Coldwell Banker Commercial
27720 Jefferson Ave.
Suite 100-B
Temecula, CA 92590

RE: Letter of Appreciation | Lease Agreement

Dear Coldwell Banker Commercial Team:

I want to take a moment to express my sincere thanks for your professionalism, your expertise, and your guidance to the Temecula Valley Chamber of Commerce. We approached your office at the beginning of the year, with hopes that you could help us lease out some real estate. We selected your firm based on our working knowledge of your agency and based on the overwhelming referrals we received from multiple members of our Board of Directors.

We are beyond pleased to have contracted with you as our listing agent. Your team's professional guidance, leadership, and initiative took the stress out of listing and leasing our property. Our agent – Cyndi Light – was attentive to our needs, considerate of our concerns, and always positive. She immediately got to work for us and we had immediate confidence in her ability to represent us.

Despite a worldwide pandemic (COVID-19) and uncertainty around us, Cyndi and your team managed to show our real estate multiple times until negotiating and finalizing a lease agreement for us. I attribute this progress to your team's initiative, your marketing sphere, your tactics, and your all-around outstanding nature as professionals.

It is worth noting that Cyndi invested endless hours in back and forth negotiations and opportunities, on our behalf. She expertly managed the lessee's evolving demands and timelines while always ensuring our best interests were looked out for. When our lessee ran into some problems with their existing lease, Cyndi was able to get creative with strategies and tactics that effectively problem solved.

We sincerely appreciate your professionalism. You met every objective we could have set for your team and we are overwhelmed with your service and expertise. Please feel free to call on us as a reference at any time.

Sincerely,

A handwritten signature in black ink, appearing to read "Emily Falappino". The signature is fluid and cursive.

Emily Falappino
President/CEO