Jeffrey Varon
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To: Joshua Scott / Dow Brooks
The Greenspan Co. / Adjusters International
14614 N Kierland Bldv, Suite N-140
Scottsdale AZ 85254

Josh,

How do you t hank a team that has literally changed your life - where do you find the words and how is *Thank You* ever enough? My experiences with The Greenspan Co./Adjusters International and in particular with you, Dow Brooks, Heather Connell, and Erin Jordan so far exceeded my expectations; I am moved just writing this letter.

Every day is less of a challenge for me as I still work through the devastating fire that ultimately resulted in a total loss. My new home is an amazing showcase for this transformation and every day when I walk through it, I am reminded of how we got here and how each of us played a role. Simply put, you guys did a fantastic job!

My experience was so positive, I feel compelled to share - to give back into the system I benefited so greatly from. If you are sitting in front of someone who has lost their home, maybe someone who was in my situation - scared, alone, frustrated, uncertain -- I want you to hand them this letter. I want to try to help those that are going through what I went through. Simply put, without your assistance I would not be in the posit ion I am now.

> *Dear Sir or Madam;*
>
> *If you are reading this you have probably suffered a fire to your home or to your business. I offer my sincere condolences to you for what you are about to live through. I can honestly say I know exactly how you feel at this very moment.*
>
> *My home in Scottsdale Arizona burned on November 29, 2011. Except for the cloths on my back I lost everything. I was frustrated, confused, mad and didn't know what to do next. Feeling compassion for my situation, a buddy spent days researching how best to approach working with the insurance company. Time and again, The Greenspan Co./Adjusters International came to the top of the list as a way to guide me through the daunting process of obtaining a realistic settlement with my insurance company.*

In hindsight, I can honestly say, it was one of the best decisions I have ever made. Besides immediately taking control of the processes, The Greenspan Co./Adjusters International came filled a void for the uncertainty I was grappling with. Frustrated, confused, and mad it was difficult in the beginning to figure out where to start and what was the best strategy to leverage with the insurance companies many individuals.

Ultimately, I knew that the only way to understand all of my options and to take control of the claim was to speak with someone who does this every day ... I write this letter in my rebuilt home and fin ally have peace of mind for all that has happened.

I am in a great place now largely because the end result exceeded my every expectation of what a complete and full resolve would be. I do not have one regret, nor do I harbor any feelings of resentment towards the situation or my insurance company. I am at complete peace and living a life I could only dream of, this is nothing short of what I wish for you.

Good luck and speed in your resolve to recover from your loss.

Jeffrey Varon

Thanks again team, if you ever need a live reference please feel free to put me on the top of the list! Your emotional support, settlement help, and individual care provided will never be forgotten, please stay in touch.

Cheers,

Jeffrey Varon
February 19, 2014