



2/9/2015

Dear Adam Sass:

We thank you for the great service you provided in assisting us finding the perfect office space for Artisan State.

From the first day we contacted you, you have been extremely proactive and responsive. We appreciate the almost daily emails on the new office spaces you found for us. Before you, we did try using the free online tools and the pay-for online tools such as LoopNet, but they don't come close to the properties that you found for us. So, from the get go you are providing us with value.

After we narrowed down what we need, you have always been very responsive to our needs. We changed course a few times and every time your help was right there. You answered our questions at night, on weekends, like a startup entrepreneur.

Once we found the office space, we appreciate the expertise and the experience you had in negotiating a good lease for us. In one occasion, you suggested that we may have asked for too much, and the result was what you predicted! Luckily that property wasn't ideal for us anyways, so you were right and we moved on.

You have been patient and knowledgeable, and with your help we quickly found our perfect office space! You negotiated a great lease for us. We moved in, and you also assisted us to push the landlord to speed up the office modification and whatever things we came to ask!

It was a great pleasure working with you. I'd recommend you highly to anyone.

Sincerely,  
Will L.  
Artisan State