



Mr. John Lloyd
President & CEO
The Loan Company
2356 Moore Street,
Suite 201
San Diego, CA 92110

June 15, 2012

Dear John & Darcy:

Thanks a Million for coming to the rescue to save the deal for our client recently. As you know, we had received prior approval for an SBA loan on the purchase of a new Owner - Occupied facility here in San Diego. The "Conditions" related to this purchase had all been removed and we were just awaiting final funding. And then, literally, at the 11th hour, a 30 year old Credit Issue was uncovered that caused the SBA loan to be cancelled, obviously causing much angst with my buyer and also putting his then "unconditional" Deposit seriously at risk.

However, just like the "Cavalry" of old, **The Loan Company** boldly rode into town and funded this deal in less than two weeks – thereby "saving the day" for us.

We are all **EXTREMELY HAPPY** with your outstanding performance and your willingness to go the extra mile to help us in this critical situation. **YOU ARE BOTH TRULY REMARKABLE.**

Thanks again for a job well done and I cannot wait to work with you on our next deal – be that another "problem" situation – or a much more leisurely, more conventional loan. I'll be calling you again very soon.

My Very Best Regards,

Brian R. North
Senior Vice President
Commercial Division

The Noble Man Makes Noble Plans and By Noble Deeds He Stands

Isaiah 32:8

Axia Real Estate Group, Inc.
1450 Frazee Road, Suite 210
San Diego, CA 92108
619-209-5504 (Direct); 619-688-1859 (fax)
www.axiasandiego.com