



August 18, 2017

To Whom It May Concern:

I am writing to you on behalf of Farhad Hanasab and Hanasab Insurance. We are a large privately held real estate company located in Los Angeles, CA (www.optimuspropertiesllc.com), with a mix of retail, office, medical office, multi-family and single-family properties, as well as various development projects. We moved our insurance coverage to Hanasab Insurance approximately five years ago. Prior to moving our insurance to Hanasab, we had a hodge-podge of coverage, with inconsistency and gaps in coverage. Farhad and his team were able to take over the entirety of our portfolio, reduce our total insurance cost and close the gaps and eliminate the discrepancies in coverage. I rarely, if ever, write letters of recommendation for our vendors, but in this instance, I have found that Farhad and his staff have provided us with unparalleled service over the years. In particular, Farhad is genuinely concerned with our well-being. He is always accessible to us (as is his entire staff). In fact, over the last year, we had several claims and I felt that Farhad acted as an advocate on our behalf with the insurance carriers. I have recently even had Farhad assist me personally in estate planning for my family – a task that I would not entrust to just any insurance agent.

Sincerely,

A handwritten signature in dark ink, appearing to read "Kamyar Shabani", with a stylized, cursive script.

Kamyar Shabani

Principal

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