

To Whom It May Concern:

I have worked with Ray Hanson for nearly twenty years thru approximately 180 transactions of many different types. As an escrow officer I have the advantage of working with many brokers and consultants and considering their capabilities. Ray's ability as a business intermediary and consultant far exceed the majority. I have witnessed his negotiation skills in transactions that would not have closed but for his capacity to assist each party in understanding the details and working through the issues. His dealings with all parties are always conducted with honesty and confidentiality. His skill in working with other professionals and building everyone involved in the transaction into a team to accomplish the job is exceptional.

Jan Mann  
Senior Escrow Officer  
Pacific NW Title of Oregon, Inc.