

Captain Cook & Associates

Discovering Island Real Estate

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To whom it may concern:

In November 1995 we contracted to acquire the property management operations of Alexandra-Zachary Real Estate in Honolulu. I was interested in this move to a great deal as a result of the reputation I have known Alexandra-Zachary to have in this town. Honolulu is a major city with a small town feeling, and one's reputation spreads quickly. Eddie Brinkman did a fine job with building Alexandra-Zachary, and maintaining a well operated real estate sales and property management company.

Our acquisition agreement called for a one year transition period that would, in part, enable me to get a first hand understanding to see if the reality matched the reputation, before placing my money on the line. I was most pleased with the degree of client service he had been providing, and the client loyalty that resulted from it. It was a sound, well conceived and well run business. So much so, that we ended up closing on the final sale a few months earlier than originally planned.

If I can provide any more information or comments on any of this, please be free to contact me at any of the numbers on this letterhead.

Regards and aloha,



Bob Cook, Realtor
Principal Broker