

Nolan Law Offices

October 2, 2000

JOHN HUNT NOLAN
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**certified by the Law Society
as a specialist in civil litigation*

Taran Virtual Associates,
100 Fullarton Street,
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Attention - Stephen Taran

Dear Steve,

I am writing to again endorse your superb team and to thank you and them for the outstanding work which you have done for us in the past. I hope that you will feel free to circulate this letter to anyone who is considering using your services.

I always knew what an associate was. I didn't know what a *virtual* associate was until I had the good fortune to enlist your assistance. I now understand that the word *virtual*, in this context, means, (without limitation and, *inter alia*), the following: **No additional payroll costs, no LPIC premiums, no LSUC membership fees, no additional staff, no additional office space rent, no additional training, no additional office politics, no new billing pressures and no further erosion of earnings.**

I also now understand that the word *associate*, in the context of your firm means, (without limitation and, *inter alia*), the following: **First class service, prompt response, thorough and professional research, reasonable charges, quick (and accurate) answers and keen understanding of pertinent issues.**

In this context, "*virtual associate*" equates to "*obvious choice*". For the small and medium size firm without the resources to employ numerous associates or carry a large research library and staff, choosing your firm is to me so sensible as to be a *virtual* no-brainer! My question is, Why didn't anyone think of it earlier?

Having seen the quality of your work and the timeliness of its delivery, I heartily recommend your firm to anyone who is interested in ensuring that they are able to represent their clients with reliable and up-to-date knowledge of the state of the law as it pertains to their clients' issues. I will certainly be referring my colleagues to your firm and, if any of your prospective clients would like to hear from a *satisfied customer*, I would again invite you to have them give me a call.

I wish you much continued success in providing this remarkable service to lawyers.

Kind Regards,

Yours Faithfully,


Dermot P. Nolan

DPN/bp

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