



To Whom It May Concern:

Few if any could have or would have cared enough to accomplish what Rosenthal Land Advocates did for us. We had been searching for some time for a building to house our church when we stopped by Mr. Rosenthal's bank owned open house. Mr. Rosenthal instantly made us feel welcomed and eagerly listened. He showed us a better suited building two doors down in the same business park--we were immediately drawn to it.

However, we would need to obtain a conditional use permit (CUP) from the city to legally operate a church in the business park and it would require a public hearing. The "only" problem--as a result of a horrible experience with a past church located in the business park, perceived parking and other ongoing issues, the business park's management and a number of the business owners were very much opposed to the idea of a church being located in the business park. BTW, the only way we could close escrow on the building was if and only if we had a CUP in hand. Of course, there was no guarantee that after spending much energy and thousands of dollars in fees, the planning commission would even approve it. The odds were clearly stacked against us. Nonetheless, I will never forget when Mr. Rosenthal asked me point blank if I and the other members of the congregation truly believed that this was indeed the one. I told him that we prayed about it and were certain that this was the one. He asked again as if to really make sure. I responded with a firm, YES. At that moment Mr. Rosenthal committed himself to helping us.

I don't know where to begin; with Mr. Rosenthal and his staff's help the Seller inexplicably agreed to a reduced price and even allowed us time (without a hard deposit) to secure the CUP! Mr. Rosenthal and his staff knew we needed a lot of support so they sought out and secured strong letters of support from another city's mayor, vice mayor and city council member! Mr. Rosenthal advised that he and I both together (prior to the public hearing) go door to door and share my church's unique story and demonstrate to our would be neighbors that we would in fact be excellent neighbors. Note: Of the business owners that Mr. Rosenthal and I had an opportunity to speak with, not a one of them opposed us going forward. Nonetheless, many were unavailable at the time and could not be reached prior to the public hearing. As a result, no less than seven letters strongly opposing the CUP were sent to the city. However, Mr. Rosenthal's most impressive moment came when he represented the church at the public hearing (I nor anyone else I know ever heard of a broker doing such a thing).

After Mr. Rosenthal's impressive opening presentation, the debate (to the astonishment of even the City Planner) lasted for over two hours! Mr. Rosenthal dug in and methodically and convincingly addressed each and every real and perceived concern the opposition brought up. It became very clear that Mr. Rosenthal had made up his mind that he / we were not going to be denied. It was an incredible moment. Others thought the same--at least two others in attendance approached Rosenthal after the hearing requesting RLA represent them as well. The planning commission approved our CUP and we closed escrow right after the appeal period ended. As impeccable as Mr. Rosenthal's professional abilities and results are, it is his integrity, conceptual understanding of things and his humanness that continue to impress me more than anything. Rosenthal Land Advocates have been an absolute Blessing.

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