

Property Tax Consultants, Ltd.*Lic. Real Estate Broker**Specializing in
Ad Valorem Taxation**Gulfstream Promenade
656 E. Hallandale Beach Blvd.
Hallandale, Florida 33009
Dade: (305) 945-0038
Brwd: (954) 454-3600***Re: Contingent Fee Tax Assessment Service**

Dear Property Owner:

Property taxes represent the largest annual expense incurred in the operation of real estate. This expense can be controlled and minimized through the efforts of a qualified property tax consultant. The selection of a consultant is as crucial as the selection of a tax attorney or accounting firm which would represent you in any other contested tax matter.

To successfully challenge a tax assessment, one must overcome the Property Appraiser's statutory "presumption of correctness," and clearly demonstrate "just value," as defined by law. When selecting a property tax consultant, the owner should confirm the consultant's:

- legal expertise to understand Florida law and its application to tax assessments;
- experience and resources to research and analyze the real estate markets;
- long-term familiarity with local real estate markets and market trends, which is necessary to determine the comparability of a sale to a client's property.

To assist you in making this important decision, we are providing you with information regarding the members of our firm, some of the clients we have represented since 1982, and answers to questions frequently asked concerning property tax appeals.

We represent owners on a "contingent fee" basis. Accompanying this brochure is our standard contingent fee agreement. If you would like for us to represent you in connection with your tax assessment, please complete, sign and return the agreement.

If you should have any questions concerning the enclosed agreement, or our service, please do not hesitate to contact us.

Very truly yours,

PROPERTY TAX CONSULTANTS, LTD.



Jack N. Schlossberg

Representative Clients Since 1982**Financial Institutions:**

American Savings
Barnett Banks of Florida
Citibank
City National Bank
Coconut Grove Bank
First Union
Intercontinental Bank
NationsBank
Northern Trust Bank
Southeast Bank
Suntrust Service Corp.
Wachovia Bank

Retailers:

El Dorado Furniture
Firestone Tire Company
Kentucky Fried Chicken
McDonald's
Miami Subs
Modernage
Office Depot
Pep Boys
Taco Bell
Walgreens
Winn Dixie Stores

Insurance Companies:

Equitable Life
Assurance Society of the U.S.
Kemper Risk Management

Auto Dealerships:

Seidle Motors
Friendly Ford
Gables Ford
Gunther Motors
Ocean Cadillac
Phil Smith Toyota
Warren Henry

Commercial Printers:

Avanti Press
KAR Printing
Media Printing
Rex Three

Food & Beverage:

Canada Dry
Entenmanns
China Grill
Don Shula's
Henry Lee Company
Holsum Bakery
Jetro Cash
Malone & Hyde
McArthur Dairy
National Wine & Liquor

Major Office Buildings:

AmeriFirst Building
Brickell Executive Tower
Citibank Plaza at Doral
Eastern Credit Union Bldg.
Gables International Plaza
Grand Bay Plaza
Koger Executive Center
One Brickell Square
One Bayfront Plaza

Golf Courses:

California Club
Carolina Club
Deer Creek

Miami Lakes Country Club
Williams Island
Woodlands Country Club

Communications

CBS Telenoticias
Channel 33
MCI/Worldcom
The Post Edge
Trescom

Real Estate Developers:

Florida East Coast Realty
Grand Bay
Oceania
Pacific International
Quayside
Trammell Crow
Williams Island

Manuf./Other Firms:

Alterman Transport
Americ Disc
Baptist Hospital
Community Asphalt
Decimal Engineering
Flagler Dog Track
Kelly Tractor
Lowell Dunn
Perko
Racal/Milgo Corporation
Smith Terminal
Windmere Corporation

Hospitality:

Cadillac Hotel
Double Tree
Dupont Plaza
Everglades Hotel
Hampton Inn
Holiday Inn
Seville
Sheraton

Currently, our firm represents
over 2000 properties in connection
with tax assessment appeals.

Questions and Answers

- Q.** What is a contingent fee agreement?
- A.** You are only required to pay us if we succeed in reducing your assessment.
- Q.** Are we responsible for any costs?
- A.** The \$15.00 filing fee charged by the Value Adjustment Board for each parcel is the only cost you will incur in connection with our agreement.
- Q.** If our rental income is strong, does this affect our ability to obtain a reduction of our assessment?
- A.** By law, tax assessments are to be based upon "market rents", and not actual rent. This means that the Property Appraiser cannot assess a successful property owner differently than a property owner who mismanages his or her property.
- Q.** If you file a petition, can the Value Adjustment Board raise our assessment?
- A.** The Value Adjustment Board only has the power to sustain or reduce the assessment.
- Q.** Is the rent my company pays to me relevant to the assessment of my property?
- A.** Assessments are based upon "market rents", and not leases between related parties.
- Q.** Does the amount of my mortgage payments affect my assessment?
- A.** Assessments are based upon the value of property, unencumbered.
- Q.** We pay substantial tangible personal property taxes. Can you assist us in reducing our personal property tax assessment?
- A.** Yes. We have represented Florida's largest financial institutions, as well as other major firms, in connection with their tangible assessments.