

1 Date: MARCH 13, 2009

2 Clip 9

3 Participants: **Dwek, Cheatam, Shaw**

4 Abbreviations: UNKNOWN FEMALE (UF), UNKNOWN MALE (UM), INAUDIBLE (IA), PHONETIC (PH),
5 UNINTELLIGIBLE (UI)

6 SOLOMON DWEK: That's good, I like low key under the radar guys, guys like us that we operate you
7 know nicely and quietly. So you'll speak to Leona and see how she wants to do this...

8 JACK SHAW: Yes.

9 SOLOMON DWEK: ... and then whatever I give her I'll

10 JACK SHAW: Yeah we'll figure out what the candiDate thing is

11 EDWARD CHEATAM: Yeah, we'll figure that out.

12 SOLOMON DWEK: Yeah.

13 JACK SHAW: Then if you want to do something for herself, we'll include her somewhere down the road
14 with a deal or

15 SOLOMON DWEK: What was that?

16 JACK SHAW If you want to do anything for Leona, we'll include her somewhere on a deal as the realtor.

17 SOLOMON DWEK That's good. I'm thinking about her, I mean does she want me to list her, hire her as
18 in-house exclusive realtor for the project so she can set up an office in the building maybe, or ah I don't
19 know how close she is to the site and you know, you know I didn't want to talk to her on a first meeting
20 like that

21 JACK SHAW: Yeah well she has an office.

22 EDWARD CHEATAM: She has an office up there but I don't

23 SOLOMON DWEK But she can be exclusive realtor?

24 EDWARD CHEATAM: I don't know if that will be in conflict with her.

25 SOLOMON DWEK: This one might be a conflict because it's in a redevelopment area

26 EDWARD CHEATAM: Right but we got to look at that.

27 SOLOMON DWEK: Yeah but I'm not donating anything on paper.

28 EDWARD CHEATAM: She doesn't have to be up front, she can be like a secondary. We can work it out.
29 We can work it out.

30 SOLOMON DWEK: Yeah, I can hire someone else in her office maybe.

31 JACK SHAW: Yeah.

32 SOLOMON DWEK: She doesn't have to be ah, cause it's not even her company now Charles Swensen it
33 says.

34 JACK SHAW: No she bought that out.

35 SOLOMON DWEK: Oh she bought it? Maybe I can hire one of her sales people

36 JACK SHAW: They've been at that location for twenty years so.

37 SOLOMON DWEK: Okay so see if she wants me to hire one of her sales people and then you know as
38 long as she doesn't get me my approvals. Anything she wants, you know I'm a generous guy so.

39 JACK SHAW: And she's damn good too.

40 SOLOMON DWEK: Yeah she seems very, very sharp and bright

41 JACK SHAW: Plus she's also, she has a different arrangement with the mayor than anybody else. She's
42 known him for what forty years and like I mentioned to you before, Bradley Beach that they live in.

43 SOLOMON DWEK: Oh. oh, oh they have houses you told me.

44 JACK SHAW: They have houses next to each other for the summer, and where they live here in the city
45 they're like a block apart...

46 EDWARD CHEATAM: A block away from each other right.

47 JACK SHAW: ... and at all family events Leona is invited