

December 1, 1998

**Mr. Richard M. Langhorne
President
The Langhorne Company
848 Brickell Avenue
Miami, Florida 33131**

Dear Richard:

Thank you for agreeing to participate in our Ring Real Estate Lectureship Series on Thursday, January 28, 1999. Your presentation is scheduled from 3:00 p.m. until about 4:30 p.m. Students from all of our real estate courses will be invited to attend, but the majority will probably be masters students-both MBA and MA in Real Estate students. The typical range of attendance is from 25 to 40.

Parking is always a problem on campus; however, if you will call Ms. Gail Rowley, the Real Estate Research Center secretary at (352) 392-8041 on your portable phone when you are within 5 or 10 minutes of campus, she will meet you and help you find a parking space. Please enter the campus at the main gate on SW 13th Street and SW 2nd Avenue. (I have class from about 1:00 to 3:00 on Thursdays, so I cannot do it personally.) Or, if you are flying in, we will meet you at the airport and bring you to campus.

I understand that you will be speaking on the general topic of Ethics in Real Estate and the problems that individuals and companies can get into when they do not engage in ethical practices. I would suggest that you also spend some time telling the students about your background and the nature of your firm. Potential career paths for students in this field are always of interest to them.

We are looking forward to your visit to campus.

Sincerely,

**Halbert C. Smith
Professor**

February 1, 1999

**Mr. Richard Langhorne
The Langhorne Company
848 Brickell Avenue
Suite 630
Miami, Florida 33131**

Dear Richard:

I want to thank you again for taking your valuable time and braving the hassle of air travel to Gainesville in order to speak to our students. I know we all found your presentation very interesting and eye-opening. I suspect the students will be much more aware of the possibilities of getting sucked into unfortunate situations.

We enjoyed meeting you briefly afterwards and having a drink together. I hope you found the airport without problem and returned home safely and as expeditiously as possible. I look forward to seeing you at future CRE meetings.

Sincerely,

**Halbert C. Smith
Professor**