

Yale School of Management

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March 7, 1996

Michael J. Crean
University of Denver
1530 S. York Street
Denver, CO 80210

Dear Professor Crean:

Professor Dennis R. Capozza and I invite you to publish the abstract of your paper titled "Repositioning the North Valley Mall" which will be presented at the 1996 ARES Annual Meeting, in the Journal of Financial Abstracts Series E: Real Estate.

The JFA provides you with great international exposure. Currently, the JFA directly reaches about 3500 people in 60 different countries. On average, about 50 people from around the world will request to see your work.

If you are interested in having your abstract published in the JFA, you may e-mail me directly at will@viking.som.yale.edu for further information and formatting specifications. Or you can e-mail your abstract directly to Kenworthey_Bilz@Journal.Com. We hope that you will allow us to publish your abstract and see for yourself the influence of the JFA.

If you have any questions, please contact me or Dennis Capozza. I can be reached at 203-432-5950. Dennis can be reached at Capozza@umich.edu.

We hope to hear from you soon.

Best wishes,



Will Goetzmann