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August 17, 2015

Richard N. Shapiro
Shapiro, Appleton & Duffan, P.C
1294 Diamond Springs Rd
Virginia Beach, VA 23455-3701

Dear Mr. Shapiro:

Congratulations!

You have been selected by your peers to be included in the 22nd edition of *The Best Lawyers in America*® for your work **in the practice areas of Personal Injury Litigation - Plaintiffs and Railroad Law**. Additionally, congratulations on being included for at least five years, and on being recognized in this exclusive selection by your peers as one of the best in your specialty. Through this distinction you have proven to be a consistent and dedicated member of the law community and deserve to be recognized.

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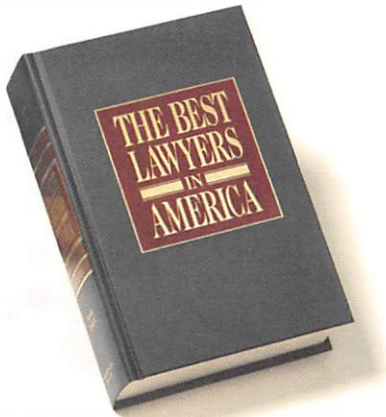
The Best Lawyers in America is one of the most visible peer-review publications in the legal profession. We partner with many of the highest circulated publications in the world, including *The Wall Street Journal*, *The New York Times*, *The San Francisco Chronicle*, *The Washington Post*, *The Chicago Tribune*, and many more in the United States, plus numerous international publications including *Handelsblatt* (Germany), *Les Echos* (France), *The Australian Financial Review*, and *Business Day* (South Africa). These partnerships help communicate the value of your practice to more than 11 million influential readers per year and more than one million unique website visitors per month.

Again, congratulations on being selected by your peers for inclusion in the 2016 edition of *The Best Lawyers in America*. We are happy to include you as one of our esteemed colleagues.

Sincerely,

Phillip Greer
President

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THE BEST LAWYERS IN AMERICA 2016 22ND EDITION

Have you and your colleagues been honored in the 22nd edition of *The Best Lawyers in America*®? Purchase this library-bound volume to view the 2016 Best Lawyers list, which includes over 52,000 attorneys in 137 specialties. Book to be released December 2015.

\$250 EACH; \$225 EACH WHEN ORDERING 3 OR MORE



NEW CONTEMPORARY DESKTOP ACCOLADE

Our Contemporary Desktop Accolade is meant to be displayed. High-quality acrylic is bevel-edged and includes the listed attorney name and 2016 inclusion date, mounted on a blue-mirrored base.

SIZE: 5.5"W x 9"H x 2"D
\$450 EACH



NEW TRADITIONAL DESKTOP ACCOLADE

The Traditional Desktop Accolade offers the same impressive style in our classic presentation. High-quality acrylic is bevel-edged and includes the listed attorney name and 2016 inclusion date, mounted on a gold-mirrored base.

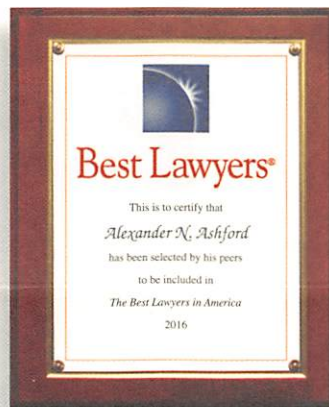
SIZE: 5.5"W x 9"H x 2"D
\$450 EACH



NEW PERSONALIZED ACRYLIC NAMEPLATES

We are pleased to offer exquisite desktop nameplates to announce your selection. Please choose personalization type: Individual Lawyer Name or Firm Name.

SIZE: 5"W x 2"H x 1"D
\$200 EACH; \$100 EACH WITH LOGO PURCHASE



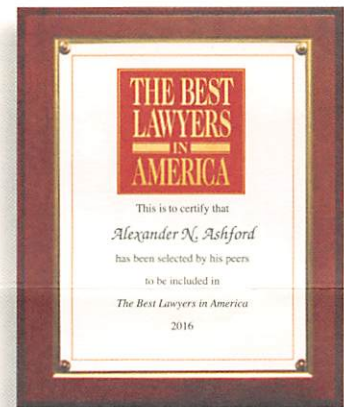
CONTEMPORARY COMMEMORATIVE PLAQUE

Announce your accomplishment with the Best Lawyers plaque, featuring a gold-rimmed certificate attesting to your selection, along with the new Best Lawyers logo, attorney name, and 2016 inclusion date mounted on a mahogany panel under brass-riveted acrylic.

SIZE: 10"W x 13"H
\$300 EACH; \$270 EACH FOR 3 OR MORE



YES! Please change my plaque offer to an anniversary plaque if I am eligible.



TRADITIONAL COMMEMORATIVE PLAQUE

The original Best Lawyers in America plaque is available and offers a classic presentation. The gold-rimmed certificate features the original Best Lawyers in America logo, attorney name, and 2016 inclusion date mounted on a mahogany panel under brass-riveted acrylic.

SIZE: 10"W x 13"H
\$300 EACH; \$270 EACH FOR 3 OR MORE



YES! Please change my plaque offer to an anniversary plaque if I am eligible.



HIGH RESOLUTION LOGOS

Personalized high-resolution logos featuring lawyer or firm name and inclusion year are available for print and digital use to showcase your firm and lawyer's prestige. Please choose personalization type: Individual Lawyer Name or Firm Name.

SIZE: 3000PI (VECTOR EPS FILE)
\$600 EACH