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**From:** Lawrence Krauss <[REDACTED]>  
**Sent:** Friday, September 21, 2018 9:03 PM  
**To:** jeffrey E.  
**Cc:** nancy dahl; Lawrence Krauss  
**Subject:** Justin.. bill

I just had the conversation I was dreading.. I tired a variety of negotiation tactics and after trying 2 or 3 different ones, I made some headway.. He has agreed to cut 10% off the bill. or \$4k, bringing it down from \$39.2K to about \$35K.. which is frankly better than I thought I would do.. (I first suggested \$30K and told him that I had planned at most \$25K for the appeal letter.. and I should have made that clear to him in advance. Anyway, I was happy he did even this since when we began initially talking about specific items at the \$500 level he balked at each one. We also agreed that going forward nothing significant would be done without discussion of potential cost and approval by me. He did say that while we could discuss specifics when the time comes he thought the appeal hearing, if we do that with him, is likely to cost up to \$50K.

Anyway, that is where it stands.. Of the \$35K I am going to pay him at the end of the month, \$15K is retainer, which I will of course get back if we let him go.. so I will only be out \$20K in available funds for moving forward if we do it with someone else or alone.

LMK

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