



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Consulate General of Switzerland
Vancouver

To whom it may concern

Our reference: 021.2-TCA
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Vancouver, 01.05.2018

Reference Letter

I am pleased to write this reference letter on behalf of Mr. Aaron R. Ulinder, Senior Vice President of CBRE Ltd. in Vancouver.

Mr. Ulinder successfully mediated the lease extension for the office space occupied by the Consulate General of Switzerland in Vancouver in 2017. He not only proved to have expert knowledge of the Real Estate Market in Vancouver, but also to possess great negotiation skills paired with emotional intelligence.

During the whole process, I was informed about the standings of the negotiations and the next steps to be taken. Mr. Ulinder did not spare any efforts to find and suggest alternative options, which allowed my team and me to understand the possibilities of the market.

The Consulate General of Switzerland would most certainly ask for Mr. Ulinder's services again.

Sincerely,

Consul General of Switzerland

Pascal Bornoz