

Byrnes, Pender & Associates
Counselling & Consulting

TO: Whom It May Concern

FROM: Byrnes, Pender & Associates
#305 – 1167 Kensington Crescent NW
Calgary, AB T2N 1X7

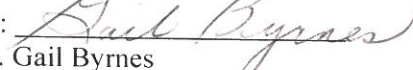
RE: Mr. Paul McKay – Commercial Leasing Agent

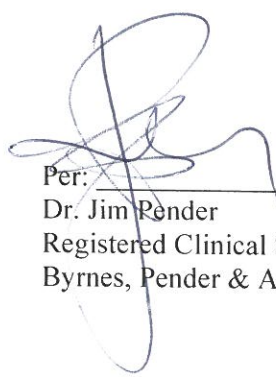
Recently, as our office lease was approaching expiry, our firm attempted to negotiate renewal terms with the building manager. The manager and his colleagues, however, were not prepared to move off rental rates that we felt were not representative of the current market.

After discussions with Paul McKay regarding the office market and the services he was prepared to impart on our behalf, we decided to put our trust in him and let him lead the negotiations with the building manager. The Landlord initially tried to deter us by introducing Paul's cost as a barrier, whereby the fees for his services would simply be an additional cost. Ultimately, however, our investment in the use of Paul's negotiating skills and market knowledge was the more efficient and practical method, consequently saving us time, money, and stress over the situation.

Paul's approach was highly professional and personable. We thoroughly appreciate and enjoy his assistance.

Sincerely,

Per: 
Ms. Gail Byrnes
Registered Psychologist
Byrnes, Pender & Associates

Per: 
Dr. Jim Pender
Registered Clinical Social Worker
Byrnes, Pender & Associates

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