

21 March 2016

To whom it may concern,


**Chesterton Leasing Services**  
**Brisbane CBD**

Our group has owned office towers in the Brisbane CBD for over 10 years.

In that period, we have engaged Ben Sikalas of Chesterton to coordinate leasing services for one or more properties largely because he possesses the full range of skills needed to convert a leasing transaction from initial enquiry to executed documents. Some agents are proficient in generating initial enquiry, but lack the skill needed to close the deal. Ben has proven he is capable of both. He possesses a high level of intelligence which enables him to think quickly on his feet and have an appreciation for the needs and drivers of us, being his client. Ben doesn't just think from deal to deal and is willing to advise us against accepting a lease proposal if he thinks it is below market or not in the long term interests of the building. Equally, he is willing and able to push a tenant on terms as much as possible without risking the deal. These qualities set him apart from other agents. He has been with Chesterton for a long period and appears to enjoy sound resources and back up.

I'd be pleased to discuss my experiences with Ben and/or Chestertons further if you wish.

Yours faithfully,  
**COOMBES PROPERTY GROUP**

  
Michael Coombes  
Director