

**TONY R. BERTOLINO, ESQ.**  
**MANAGING PARTNER**  
[TBERTOLINO@BELOLAW.COM](mailto:TBERTOLINO@BELOLAW.COM)

**AUGUST 23, 2009**

**RE: CHRIS SKYLES, PARTNER**  
**SKYLESBAYNE COMPANY**

**TO WHOM IT MAY CONCERN:**

Chris Skyles wanted me to forward you a recommendation email and I am particularly pleased to be able to do so.

I highly recommend Chris and his company with absolutely no reservations. Chris was phenomenal. He recently assisted me and my law firm in brokering a very highly prized commercial property location in downtown Austin on the corner of 9th and Congress Avenue. I say prized location because it has one the best frontal views of the state's capitol building that I have ever seen.

During the negotiations, Chris was extremely aggressive and always had my best interest in mind every step of the way. Being a business attorney and commercial litigator, I see the seemingly inherent conflict of interest that brokers struggle with in obtaining the best price for their clients without going too low and losing too much on their commissions. I have always been very leery about that as I select the right broker to represent me. But Chris put my mind at ease about that. As we were negotiating with multiple property owners, Chris was very aggressive on the price and adamant about our demands. He keyed in on the minute details during our negotiations and he was able to obtain additional concessions that I did not even think about. In the end, I landed a great space at a great price.

Chris and his company were also extremely attentive. I felt like I was Chris's most important client and his treatment was genuine. With my law practice, I have discovered that that is the way you satisfy clients and conduct good business. You must genuinely care about your client's needs and do whatever is in your power take care of them. Business is about relationships and results and that is how SkylesBayne conducts their business.

This email is a bit long and I am surprised that I have written and bragged so much about Chris. But I think it is necessary to share my experience with others. With my legal and business background, it is a treat to meet a person like Chris. And it was a better treat to hire Chris as my broker.

If I can be of any assistance or if you have any specific questions about my experiences with Chris and his company, please do not hesitate to email or call.

Regards,

TRB



**TONY R. BERTOLINO, ESQ.**  
**MANAGING PARTNER**  
**823 CONGRESS AVENUE, SUITE 704**  
**AUSTIN, TEXAS 78701-2405**  
**TEL: 512.476.5757 | FAX: 512.476.5758**  
**TBERTOLINO@BELOLAW.COM | WWW.BELOLAW.COM**