



**CUSHMAN &
WAKEFIELD**

THE OCCUPIER NEWS

Q4 2016

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CLICK ON A STORY

Welcome to the Q4 Edition of The Occupier News

With the blink of an eye, 2016 is nearly complete. As we look back at 2016, it was the year of the unexpected, a year of growth and the year of the underdog. It's fitting that 2016 was our first year as the new Cushman & Wakefield and, quite honestly, it was a success. This year, we've established our brand, made momentous strides in client attraction and retention, had many game-changing new hires to strengthen our team and overall, we've made a name for ourselves in the global marketplace.

We are starting 2017 with a strong global team in place. Our regional leaders will continue paving the way for us in new areas such as technology, business intelligence and innovation - our limits are infinite.

Read through this edition of The Occupier News and take a look at the last quarter. Our team won top industry awards including the Best Facility Management Service Provider of the Year in Singapore and the Corporate Real Estate Team of the Year Award in California. We highlight colleague collaboration, showcase what our team members do outside of the workplace, and ask a few of our professionals what their goals are for 2017. We also feature our involvement in the two Global CoreNet Summits in Philadelphia and in Amsterdam. All of this makes me proud to lead such amazing talent across the globe and to be a part of Cushman & Wakefield.

Cheers to 2016 and best wishes for 2017!

Best,



Steve Quick
Chief Executive
Global Occupier Services



Influencer Spotlight



WE ARE EXCITED TO INTRODUCE THIS QUARTER'S INFLUENCERS.



Yuko Okayasu

Head of Marketing & Communications
Japan

Location: Tokyo

Years with the company: 13

Notable industry achievement:

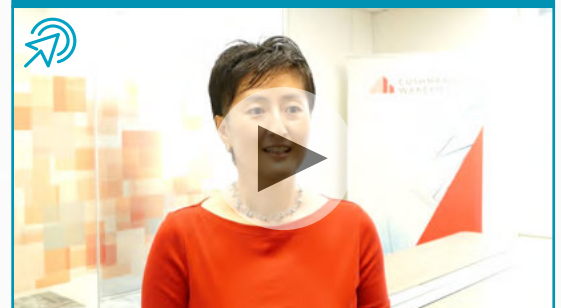
- Transaction of the Year 2013: Awarded for the investment sales deal of a U.S. airline's pre-delivery center located in Chiba, Japan.
- Cross-Selling Champion of the Year 2012
- Best Transaction of the Year 2011: Awarded for the disposition of a multinational corporation's headquarters located at an industrial park in Kobe, Japan.
- Asia / Pacific Agent of the Year 2006 and 2005

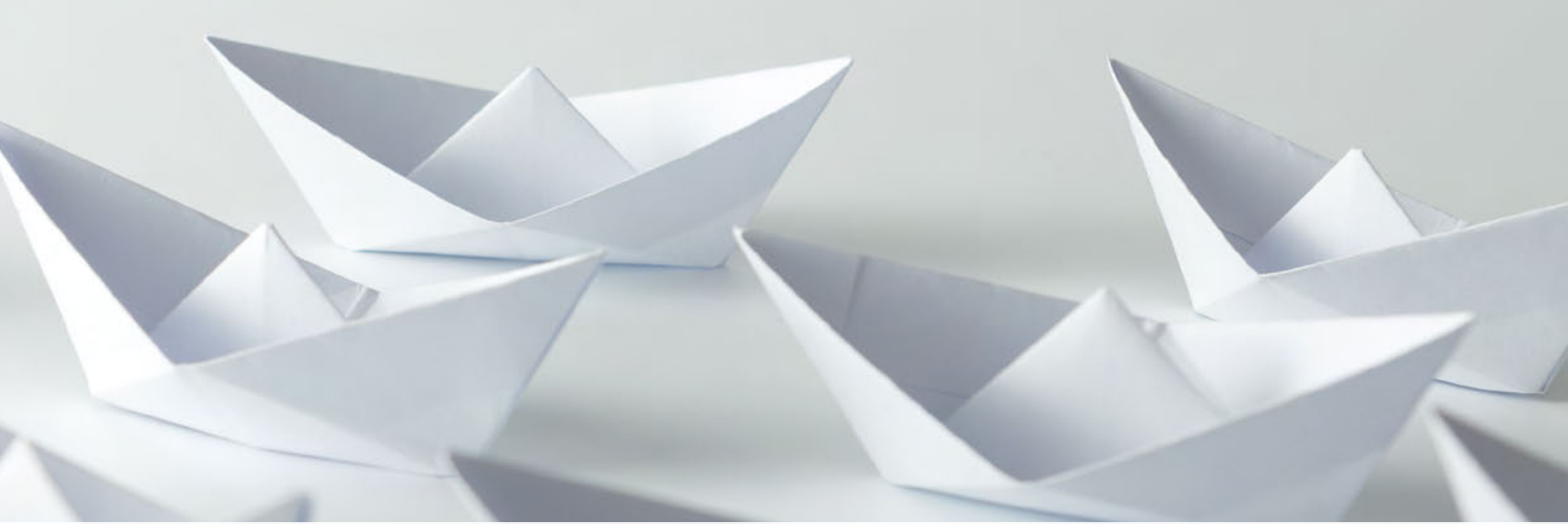
What hobbies do you enjoy in your personal time? I am a world traveler at heart - I've enjoyed traveling all over the world - from Montreal to Fiji to Kathmandu and many places in-between. However, nowadays I enjoy discovering the beauty of Japan with my family.

What would people be surprised to learn about you? I used to be an avid moviegoer and would write reviews of movies for blogs and journals. I would attend special previews very often, sometimes even five times a week. Sharing my thoughts with others stimulates my intellect and curiosity.



CLICK BELOW TO WATCH YUKO'S VIDEO





Nick Dauphinee

Managing Director
GOS Canada

Location: Toronto

Years with the company: 1.5

Notable industry achievement: In 2016, GOS Canada renewed its contract with Sunlife Financial for a further term of five years. Cushman & Wakefield will be providing transaction management, account management, portfolio administration, lease audit and business intelligence services across the Americas for Sun Life Financial's 4.3M SF portfolio until 2021.

What hobbies do you enjoy in your personal time? Sports (Swimming, basketball, hockey) and hiking around the Greater Toronto area. I also enjoy traveling. My favorite place I've traveled to is Italy - I enjoyed Florence because of all the historical sites, museums and great food - plus, the city is very walkable.

What would people be surprised to learn about you? While I may not look like it, I swim extremely fast. I swam competitively in elementary and high school - 50/100 m freestyle and 100m IM were my main events.

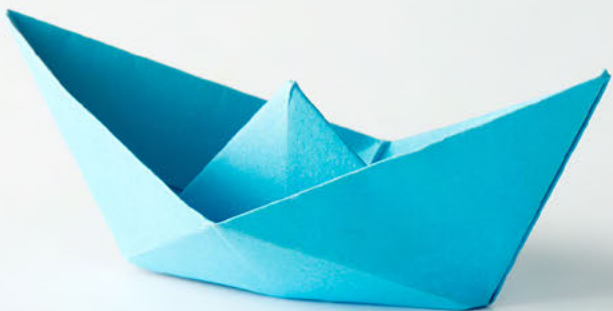


Nick with the Leaning Tower of Pisa.



Nick in Bangkok, Thailand.





Jonathan Turner

Partner, Global Occupier Services and Cushman & Wakefield Relationship Manager for Africa

Location: London

Years with the company: 30

Notable industry achievement: Having been at the firm for three decades, I would select one from each:

- **1988-1990:** I was an integral part of the inaugural leasing team on Canary Wharf (London), when it was a clear site with no buildings, securing the initial tenants for what has become the third major business district in London.
- **2000-2007:** I established and managed the Occupier Property Management business for the firm within the UK.
- **2016:** I put in place the new affiliate relationship in sub-Saharan Africa with Excellerate Property Services, now branded Cushman & Wakefield Excellerate.

What would people be surprised to learn about you? I played rugby for Cambridge University, winning a blue in 1985 against Oxford University, playing alongside international players Gavin Hastings (British Lions & Scotland) and Fran Clough, Kevin Simms, Andy Harriman and Mark Bailey (all England internationals).

Additionally, one of my proudest achievements was cycling from Lands End (south west tip of England) to John O’Groats (northern tip of Scotland) in August 2013 with GOS colleagues **Shaun Jenkinson, James Taylor, Chris Cole** and (for the Scotland leg) **Alastair Lyndsay**. 903 miles in eight days, more than £21,000 raised for charity, 43,560 feet climbed (1.5 x height of Everest), 143 pints of beer consumed, and I won the speed competition at 53.7 mph! Overall, a great team effort, never to be forgotten.



Are you an Influencer? Contact Gina Chinino for potential inclusion in future editions of The Occupier News.

Talking with Talent

Tell us a little more about you:

After my first marketing course at university, I was hooked. I pursued that career relentlessly ever since and have been told that the energy and passion I bring to the profession is contagious. After my MBA, I started working for consulting firms Deloitte and EY and then moved to JLL in Chicago. From there, I landed in Asia and spent the next 14 years learning how to go-to market in some of the most interesting countries in the world, and at a time when marketing as a profession was still emerging – it was pretty awesome. Then, I landed here.

Notable industry achievement:

It’s been a privilege to work with some of the most notable real estate industry leaders in Asia Pacific and globally. The learning has been profound.

What’s something you’re most proud of?

Being a good Mom is what is most important to me and I’m most proud of my independent, smart, capable daughter. Nothing else comes close.

Is there a quote you live your life by?

“I strive to live the type of life that I don’t need a holiday from.” I don’t know who said it, but I saw it on Facebook and it’s now my mantra.

What would most people be surprised to learn about you?

I’m an obsessive equestrian and own two beautiful horses from New Zealand. Most days after work you can find me at the barn with hay in my hair. My daughter is a show jumper and most days we ride together and sometimes even compete against each other. So, I guess you could say it’s a family sport, as my husband loves to help us care for the horses, too – or at least that’s what he says...

Why do you enjoy working at Cushman & Wakefield and in the commercial real estate industry?

The culture is not to be taken for granted. Whenever I am in a meeting (big or small) everyone is ‘present’ and no one is on their phones or running out to take a call. Everyone is respectful of each other’s time. There is an intangible momentum with every conversation and a real appetite for pushing the business forward. I find people who are here, want to be part of building something different. I’m glad to be part of the team!



Holly Yang

Head of Strategic Marketing Asia Pacific

Location: Singapore



Holly with one of her horses.



Holly with her daughter.

Tell us a little more about you:

Brother of two, husband of one, father of three, caretaker of two dogs, owner of three bicycles; and rue the fact that I'm not an official, medically-confirmed "short sleeper."

Notable industry achievement:

I have had the good fortune of working for some wonderful organizations across various industries – consumer packaged goods, investment management, banking, insurance and professional services. During one stint, I was involved in being the first company to directly raise money from individual investors (via direct marketing, not brokers) investing in private RELPs and REITs.

What's something you're most proud of?

The volunteer work I did for five years with at-risk teenage boys in Bridgeport, Connecticut, and working with the Penn (University of Pennsylvania) football team to address a five-year drought in winning the Ivy League Championship.

Is there a quote you live your life by?

"The truth is that there is nothing noble in being superior to somebody else. The only real nobility is in being superior to your former self."

What would most people be surprised to learn about you?

That I once won a Chicago-area lip sync contest with colleagues from Quaker Oats – YMCA by the Village People. The song alone carried us.

Why do you enjoy working at Cushman & Wakefield and in the commercial real estate industry?

Highly talented, passionate professionals who enjoy serving their clients well and appreciate the opportunity to do something special in this industry.

**Michael Daley**

Global Chief Marketing Officer

Location: New York*Michael on a bike ride.**Michael with family members.*

Tell us a little more about you:

I believe iron sharpens iron and seek to surround myself with smart, positive thinking, goal-directed people. The tenant rep business is getting more competitive and we have to be better, smarter and faster to succeed in securing assignments and pleasing our clients. Success is not an accident, but a result of a clear plan, good people and solid execution.

Notable industry achievement:

I'm a CoreNet Luminary award winner and won the Top Rated Faculty a number of times. I love to teach and currently I am faculty for CoreNet classes: Leadership and Strategy, Change Leadership and Advanced Lease Analysis.

What's something you're most proud of?

Having my team profiled in Rod Santomassimo's 2016 book "Teams Built To Dominate." He profiled 11 CRE teams in America and it was a real honor to be in that league. Each of our team members is critical to our operation, so it was great for them to get recognition in the form of a profile book.

Is there a quote you live your life by?

"If you can't fly then run, if you can't run then walk, if you can't walk then crawl, but whatever you do you have to keep moving forward."
- Martin Luther King Jr.

What would most people be surprised to learn about you?

That I can dance (my wife gives me an eye roll when I say that).

Why do you enjoy working at Cushman & Wakefield and in the commercial real estate industry?

I've been with Cushman & Wakefield for 20 years and I love the family atmosphere. I have work brothers and sisters across the company whom I truly care for. I'm excited about our current direction and feel a little like a kid waiting for Santa with all the new initiative under way. It's a real privilege to work in an industry where clients entrust us with very important assignments and I'm proud to be associated with the best company in the business hands down.



Ken Ashley, CCIM, MCR, SIOR
Executive Director
Location: Atlanta



Ken attending a gala.



Ken at the CoreNet Global Summit.

Tell us a little more about you:

I was born in the Fiji Islands and my parents moved to California when I was four years old. I'm a 28-year industry veteran and started my career in the mailroom. I'm married to my beautiful wife, Jenny, and we have five kids ranging from 20-years-old to 3-months-old. I am also on the Board of Directors for the Washington State Special Olympics due to my passion for sports, kids and mentoring.

Notable industry achievement:

Reaching the point in my career where I am considered an expert whose advice is sought after.

What's something you're most proud of? Professionally, raising \$500M through three equity rounds to launch a start-up. Personally, my kids - they are my legacy!

Is there a quote you live your life by? "Whatever you do, always try your best to leave everything a little better than you found it!"

What would most people be surprised to learn about you?

Most people know me for my love of sports and classic cars. However, what they don't know, is that I spend my weekends riding around on a Kubota 3350 (see photo below).

Why do you enjoy working at Cushman & Wakefield and in the commercial real estate industry?

The People! I tell others that I love my role because I get to work with some of the best people I know in the industry.



Sean Prasad
Senior Vice President,
Enterprise Solutions
Location: Seattle



Sean with his family



Sean and four of his children.



Sean on his Kubota 3350.



New Year's Goals



JENNA POLIVKA
Senior Vice President
Washington D.C.

What are you looking to accomplish in 2017?

Professional: To continue the momentum my team has created and find new ways to serve our clients with excellence.

Personal: To spend time with family especially my fiancé and godson.

WASHINGTON D.C.



CHRISTIAN BROOKS
Partner Head of PMO
EMEA
London

What are you looking to accomplish in 2017?

Professional: To leverage the business foundations we created in 2016 and to achieve substantial growth in the new year.

Personal: To complete the Lock to Lock Oxford Marathon in under 3 hours. The Marathon is a 10k open water swim in the River Thames and takes place in September 2017.

LONDON

MEXICO CITY



MAURICIO COSTE
Senior Director
Mexico City

What are you looking to accomplish in 2017?

Professional: To maintain my status as a top 10 producer in Mexico.

Personal: To compete in the next Ironman in Boulder, Colorado in June 2017.



JOSE BELFORT
Executive VP, GOS and Asset
Services, South America
Sao Paulo

What are you looking to accomplish in 2017?

Professional: To invest more time to increase integration and fortify our position as the top real estate firm in Latin America.

Personal: To continue to guide my two teenage boys through 9th and 11th grade with no psychological casualties. THAT will be tough!

SAO PAULO

2017



MARIO GIAN
 Director, Occupier Services, China
 Shanghai

What are you looking to accomplish in 2017?

Professional: To drive more business for our company and help more Chinese enterprises to go aboard.

Personal: To spend more time with my family and take a holiday with my wife in Europe.



JONATHAN WEI
 Managing Director, Head of Occupier Services, China
 Shanghai

What are you looking to accomplish in 2017?

Professional: To grow and double our business in China.

Personal: To travel around the world.



LISA POTTER
 Associate Director
 Enterprise Solutions
 London

What are you looking to accomplish in 2017?

Professional: To continue growing the leader administration service.

Personal: To reduce my golf handicap.



DOMINIC DAYMOND
 International Partner,
 Enterprise Solutions, EMEA
 London

What are you looking to accomplish in 2017?

Professional: To grow the quality of our proposals, deepen our capacity and strengthen our offer in 2017. I will also be targeting product development to engage clients.

Personal: To get to my holiday in July without too much screaming. I have two daughters taking GCSE exams (equivalent to High School Diploma) this year.



MARK RAMIRO
 Regional Technology Specialist
 Manila

What are you looking to accomplish in 2017?

Professional: To further expand my knowledge in design thinking and UX - I recently graduated with my masters degree in Technology Management

Personal: To travel the world, exploring places rich in history. I also hope to get back to fencing.



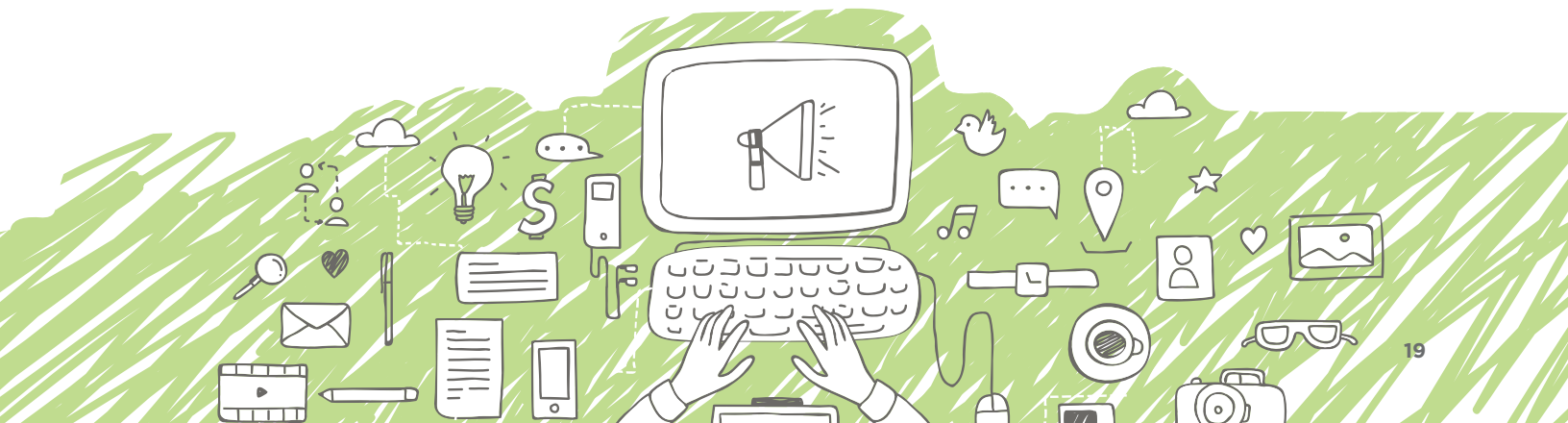
Employee Engagement

Employee Engagement Matters

Congratulations to this quarter's most engaged GOS employees. We wanted to acknowledge and thank them for their continued engagement with our internal communications. It's crucial for our professionals to be informed of all our key initiatives, offerings, tools and other notable news, and by interacting with our GOS internal campaigns, these professionals are leading the charge. Our marketing platform scores employees based on how frequently emails are opened, clicked and forwarded, which is how this list was compiled.

See a list of the top 15 most engaged employees for this quarter.
Listed alphabetically.

1	Beth Bonebrake	Assistant Project Manager
2	Brian Deutsch	Managing Director
3	Chad Cook	Senior Vice President
4	Craig Berry	Director, Project & Development Services, GOS
5	Craige Coren	Senior Director
6	Darrell Mueller	Vice President
7	Fritz Kauffman	Senior Vice President
8	Kay Barrett	Senior Vice President
9	Laura Zavala	Senior Analyst
10	Lauro Nakamura	Engineering and Quality Assurance Manager
11	Paul Fry	Corporate Finance, EMEA
12	Rich Etzkorn	Executive Managing Director
13	Sean Prasad	Senior Vice President, Enterprise Solutions
14	Simon Ward	Partner and Head of Client Intelligence, GOS, EMEA
15	Tyler Courtney	Vice President, Portfolio Solutions



Service Line Spotlight

Portfolio

Administration Part 2

APAC Service Line Lead



Nick Seaton
Director
Portfolio Administration
APAC

Location: Singapore

Years with the company: 14 years

Notable industry achievement: I have been very fortunate in my career to have worked with very smart people on a broad range of interesting projects around the world. All of these projects have made a difference – a difference to our clients and a difference to the people that use them. Some recent highlights have been developing and implementing a data-driven methodology for integrated master planning in Jakarta; establishing a training program for Lease Administrators for whom English is not their primary language; co-developing an intuitive BI tool for APAC portfolios.

Describe your career path to Cushman & Wakefield: Since my first game of monopoly as a child, I knew I wanted to work in the real estate industry. Compared to many professions, real estate is very hands-on... you are dealing with a wide array of interesting characters all sharing a common interest in bricks and mortar. Useful advice from the RICS led me to the University of Reading to study Land Management.

After graduation, I joined Atkins Global, based in Oxford working as a member of a UK-wide team helping a wide variety of public sector (government) clients to realize the potential for diverse real estate assets to better deliver value. These assets were certainly diverse – from a cold war bunker to a historic former prison as well as mundane offices and retail units in between. From Atkins, I joined the Corporate Real Estate team at KPMG in London. It was interesting to look at real estate not as a corporate overhead burden, but as a physical entity that could increase employee productivity, improve retention and help recruitment. I was proud to be involved in a number of interesting projects across the UK. Looking back at my early professional experiences, it's fascinating to see how far the industry has evolved in the last decade. KPMG led to me joining the Corporate Real Estate Management team at DTZ in 2003 where I was involved in Lease Administration. Based in London, I worked for Jonathan Turner and David Jones. There was a stark realization that corporate real estate departments live and die by the availability and quality of portfolio information. Working closely with Lisa Potter, we developed a range of processes using a variety of technology platforms and developed the lease administration service across EMEA.

In 2009, an opportunity in Singapore led to my relocation across the world. As part of the APAC GOS team, I focused on developing the Lease Administration function. In my role today as APAC leader for Lease Administration, I am proud to say that our occupier focused, highly-skilled lease administration teams continue to provide clients with certainty. Looking to the future, technology will continue to be a vital part of our industry – it will drive productivity through global consistency and will drive competitive advantage.

What hobbies do you enjoy in your personal time? In my personal time, when allowed to be more than the family taxi driver for children's weekend sport and social activities, I love to get out on the water. I started sailing when I was 10 years old and have enjoyed the sport ever since. I found that Singapore is an ideal location for sailing, due to the fact that the wind is pretty constant, the temperature is on average 27 C (81 F) all year round and the coast is never more than 15 km away. I now enjoy introducing others to sailing and find pride in the sense of finding the sweet spot when the speed picks up on the water. I am sure it's no coincidence that sailing attracts many people from the real estate profession – it is the desire to be outside and at one with the elements. Or, maybe because sailors are a social bunch.

What would people be surprised to learn about you? Considering that I work in real estate and enjoy sailing, it comes as no surprise that I enjoy a good gin. Travel for work and for leisure has provided me with an opportunity to find something 'new' on each trip. Some recent finds have been Iron Balls Gin from Bangkok and Blue Diamond Gin from Nepal. Along the way, I have been surprised by much trivia – one interesting fact being that the Philippines accounts for 43% of worldwide Gin consumption.



Nick's favorite hobby.



Nick sailing.



One of Nick's interests: Gin.

GOS South America



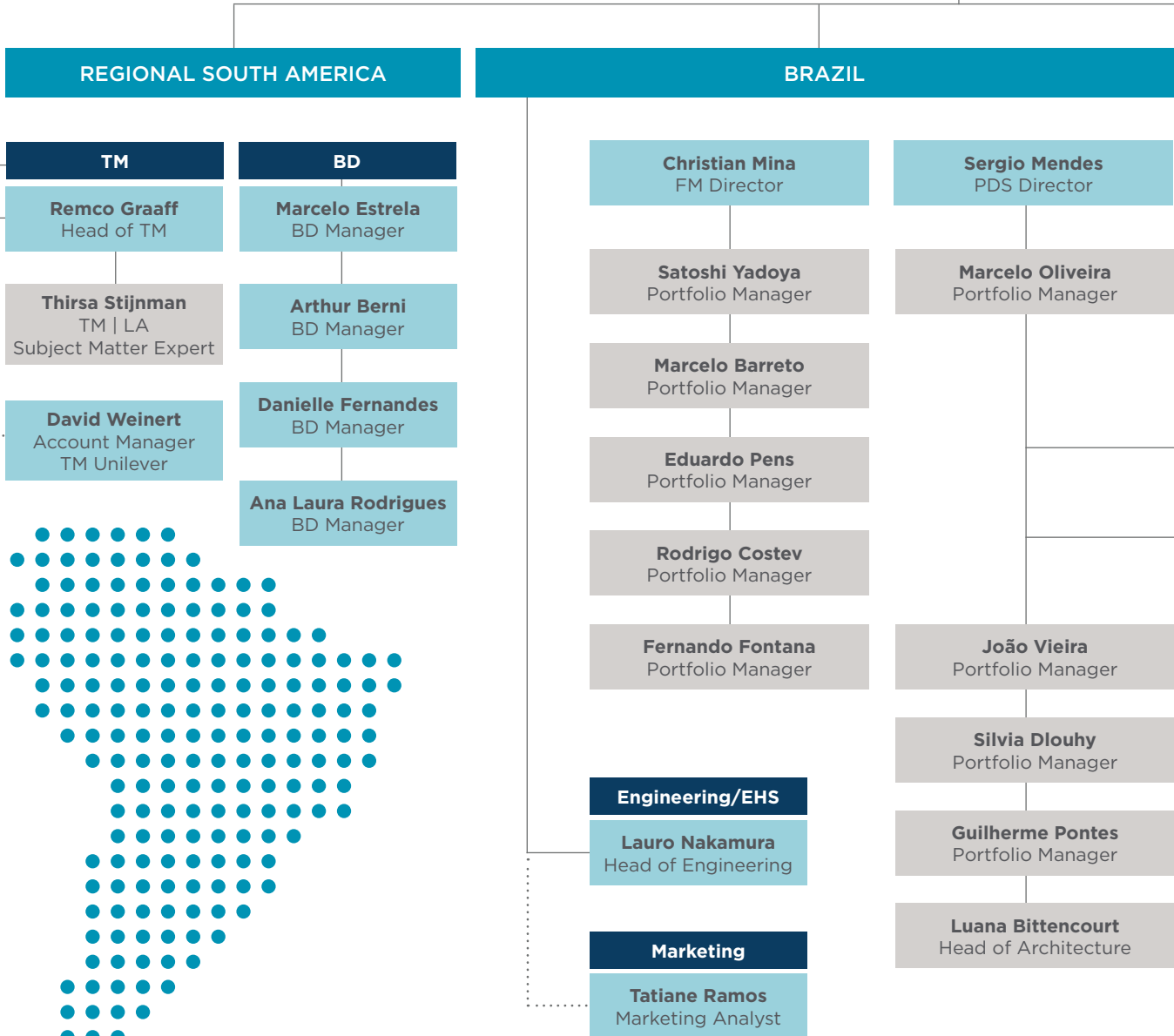
Jose Belfort

Executive Vice President
GOS/AM South America

“Although seen as a unique market, South America is, in reality, composed of very distinct countries. An important trait of the Cushman & Wakefield culture is our capacity to quickly bring together the necessary people from each individual market to build a solution for a client. In that sense, our five fully owned subsidiaries under a centralized management structure give us an edge in contrast to our competitors.”

TODD SCHWARTZ
PRESIDENT, ACCOUNT MANAGEMENT
GLOBAL OCCUPIER SERVICES

JOSE BELFORT
AM REGIONAL LEAD
SOUTH AMERICA





Celina M. Albuquerque Antunes

CEO, South America

“Cushman & Wakefield has the largest GOS platform of the region for FM and PDS. Our FM platform comprised around 160M SM of office, industrial and retail portfolio gives us an advantage in term of knowing the clients in depth and forecast their future needs. Our Tenant Rep and V&A teams are considered the best in class in our market.”



Remco van der Graaff

Head of Transaction Management, South America

“I am excited to see investor confidence gradually returning after a period of economic turbulence, which will boost the real estate sector. Brazil, South America’s largest economy, has seen a flight-to-quality and high vacancy rates, and managed to reduce its political noise this year – hopefully getting out of its prolong recession. Meanwhile, neighboring country Argentina, already started to recover after implementing macro-economic reforms and with some new real estate development projects. On the west coast, economic activity has been decelerating, and I hope to see Colombia and Chile return to economic growth.”

Direct reports

the
power
of **ONE**

Events, Awards & News

New Global Ad Campaign: Ideas Into Action

We are excited to announce our new global advertising campaign built around Ideas Into Action.



Our Brand Attributes summarize a number of important attitudes and behaviors that set our firm apart and provide a foundation for our success. The new tagline consolidates a number of them – Value created by insight; A rigorous focus on results; A strong bias for action – into a memorable, confident message.

At its core, the advertising will be built around stories that exhibit how we work with clients to put Ideas into Action. We will be gathering and curating an array of stories in the months ahead, and we will use them in paid advertising, on websites, in social media, and on digital screens in our lobbies, just to name a few.

If you have any interesting GOS client stories that can be used as case studies in future promotional and advertising efforts tied to our new Ideas Into Action campaign, please contact **Katy Pietrini**, VP, Marketing, GOS, and **Gina Chinino**, Global Communications Manager, GOS.



Ideas Into Action campaign out-of-home placements.

Best Facility Management (FM) Service Provider of the Year



Cushman & Wakefield Singapore has been named the Best Facility Management (FM) Service Provider of the Year at the inaugural Singapore FM Awards 2016, organized by the Singapore Chapter of the International Facility Management Association (IFMA). This award is the highest accolade in the Singapore FM industry.

Winning the Singapore Best FM Service Provider Award is a testament to our facilities management capabilities and strengths in Singapore. It also validates our commitment to provide outstanding services and innovative solutions to our clients.

Singapore FM Awards recognize those who have made significant contributions to the knowledge, practical application and sustainable performance of the Singapore FM industry.

CoreNet Global Board Nomination

Congratulations to **Michael Casolo**, President, Enterprise Solutions, GOS, for being named to the CoreNet Global Board of Directors. Michael was nominated for this position due to his leadership, support and dedication to CoreNet Global. His nomination is evidence of his efforts and achievements in the commercial real estate industry. Michael will start his term following the Shanghai summit in April.



Michael Casolo presenting the polling results at the CoreNet Philadelphia Summit closing ceremony.

Best Interpretation of a Concept Award: International Interior Design Association Fashion Show

Cushman & Wakefield won the Best Interpretation of a Concept award at the International Interior Design Association



(IIDA) Unravel fashion show. The IIDA holds an annual fashion show which combines local interior designers and architects with interior finish manufacturer representatives to design and create breathtaking garments that tow the line between fashionable and architectural. The theme

for this year's fashion show was 'Raw Simplicity,' focusing on the simplicity of the materials we use in our everyday spaces.

Cushman & Wakefield was paired with Bentley Mills Flooring and was tasked to construct a garment using their flooring products. The team based their design on crystals and geodes and aspired



The team spent up countless evenings to cut, glue, hand stitch and create a garment worthy of this award.

to embody their natural beauty in our garment. Carpet was the primary material and LVT was used to support the construction of the dress. The team grew crystals on the yarns of the carpet and applied them to the interior of the skirt and accessories. Keeping the show's theme in mind, Raw Simplicity, the team created a simple silhouette and allowed the crystals to take center stage.

Alexandra Spezia, Senior Manager, modeled the garment, which was created by **Libby Felton**, Project Designer, **Amy Spellmeyer**, Project Designer, and **Sam Zinkel**, Project Designer.

LEED Gold for New York City Client

Cushman & Wakefield recently obtained LEED Gold for client Sullivan & Cromwell at 125 Broad Street, New York City. They were able to secure this phenomenal achievement through hard work, dedication, cooperation and patience. Sustainability is an important issue to the client and this achievement has reached their most senior management. Congratulations to the team: **Kevin McCann CPM**, Senior Managing Director; **Dawn Keys**, Senior Facility Manager; **Scott Geffon**, Assistant Facility Manager, and **John Cancel**, Chief Engineer.

PR News Rising PR Stars 30 & Under

Congratulations to **Gina Chinino**, Global Communications Manager, GOS, for being named one of PR News' "Rising PR Stars 30 and Under." Gina was recognized at the Winter Awards Luncheon at the National Press Club in Washington, D.C. This annual competition showcases top talent and passionate professionals who are leading the charge in the communications and PR sector.



Katy Pietrini and **Gina Chinino** with her award.

CoreNet Global SoCal Remmy awards

Cushman & Wakefield was honored with two CoreNet Global SoCal Remmy awards. Congratulations to **Anya Ostry**, Tenant Representation, for winning the Young Leader of the Year Award, and to First American Title Company/Cushman & Wakefield for winning the Corporate Real Estate Team of the Year Award.

A key accomplishment that helped the team win the CRE Team of the Year Award was overhauling CRE processes and procedures, which resulted in value-driven pre-transaction strategic planning support, enhanced corporate space and furniture standards, and 75% increase in customer satisfaction.



John Gallivan, Executive Director; **Anya Ostry**, Tenant Representation and **Brandon Tanner**, SVP, Solutions Development and former Account Director at First American, with client, Elise Luckham, VP of Real Estate, First American Title Company.

Steve Quick: Successfully Juggling It All

Steve Quick, Chief Executive, is a commercial real estate powerhouse with more than 25 years of industry experience. This MBA / CPA joined DTZ a few years before the merger, and is now razor-focused on building our global GOS platform to provide occupier clients with the best available strategic, bundled services to address their changing portfolio needs.

In such a hectic and demanding role, it helps that Steve thrives on variety at work and perhaps also that his childhood hobby was juggling. We caught up with Steve to ask him about the challenges and opportunities of growing our firm's global GOS practice. Read the interview below.

What did you do before joining our firm?

I was with CBRE - I ran their Global Corporate Services Central Region which was one of three Regions in the Americas. I had responsibility for the Canadian Corporate business as well.

While I was at CBRE, this great opportunity came along to join DTZ, and I decided to make a change right away.

Describe your typical day at Cushman & Wakefield. I don't have a typical day — that's my typical day. Some days I'm traveling, some days I'm in the office, some days I'm up early on calls with Asia. Global means there's no end to the day. Clients, travel — there just isn't a typical day — and that makes it very enjoyable.

What do you like the best about your non-typical days?

The client meetings are the best. For example, last week I was with H&R Block's senior leadership team and their CEO. To see the great work our team is doing to benefit the H&R Block business is very humbling and exciting. All client-related items are the highlight for me.

Describe the evolution of GOS since the merger. We keep expanding our depth of services and our reach. The market has responded so positively to the global platform we have built. I am very pleased with the progress we have made and with the momentum we currently have in the marketplace. We set out with a vision to not only be big but truly be better. I am most excited about the way we are changing the industry as it related to culture, creativity, customer instances and the way we deliver services.



What are differences between GOS and other practice groups in the firm? We're truly global. Our clients need us to be global and expect us to be global - clients expect global execution everywhere, every day. Another is the complexity of the contracts that are pretty cumbersome and require a different skill-set. Managing a long-term, ongoing contract is different than negotiating a transaction, because you have to live with the contract; you have to maintain a relationship while you have the contract going. The bundling of all the services is also something we do in GOS every day. We touch almost every service line and every region within Cushman & Wakefield.

Is there a market or region you're most excited about?

In the Americas, I'm excited to continue to work closely with brokers and get the most out of their amazing relationships and market knowledge. I'm also excited to expand upon our technical capabilities. In Europe, I'm excited to build-out our IFM practice. It will be challenging and fun because I've been there [London], lived it and ran

a business there through my work with JCI. It's a chance to take advantage of my previous experience and put it to work. In Asia, we have amazing pockets of strength. With all of the growth and opportunity in Southeast Asia, I'm looking forward to putting it all together in one consistent operation.

What do you enjoy doing in your free time?

I enjoy exercising - I cycle, run and play tennis. I also love being with my family - my wife and 12-year-old daughter. This summer, I've been renovating a house and that's been a lot of fun ...I'm pretty handy.

What is one thing that many of your colleagues would not know about you?

I used to juggle a lot and was in a juggling group. Some guys in my neighborhood were into



juggling, so they taught me how to do it. We would hang out and juggle for hours. We would entertain at Fourth of July parades, political events and talent shows. I even tried out to be a juggling performer at Great America.

CoreNet EMEA Summit: Amsterdam Round Up

More than 500 corporate real estate executives traveled to Amsterdam for the CoreNet Global EMEA Summit. This year's topic focused on geopolitical events, the global economy, sustainability, and advances in technology and how they influence the way organizations behave. Cushman & Wakefield had 30 delegates present at the summit - it was a perfect opportunity for our team to connect with clients and prospects. During the three days, we hosted five of the sessions, covering a wide range of subjects, such as Brexit, active design and the war for talent.

Branding

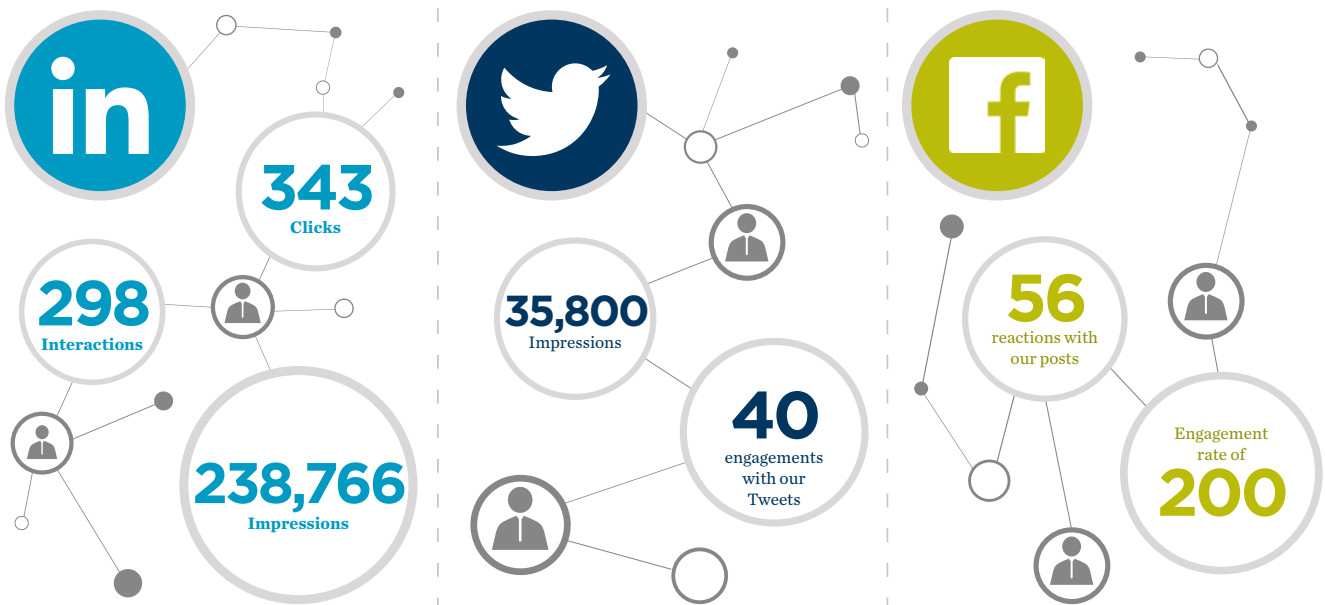
The Cushman & Wakefield booth was in a prime position at the summit, next to the registration desks and the keynote ballroom. We had four iPads to promote participation in the poll and lockable charging stations allowing delegates to charge their phones securely while they were in the sessions. A plasma screen displayed branded film content and we distributed branded bags, notepads, pens and mints.

Events

On the first night of the summit, we hosted a three course seated dinner at Vondelpark3, which welcomed more than 100 clients. Guests were transported to the venue and offered drinks and canapés on arrival, followed by a three-course dinner. Located in Amsterdam's beautiful Vondelpark - it was the perfect venue. On the following night, we hosted a drinks party at The Harbour Club, which again, with the weather, meant everyone enjoyed drinks al fresco with a view of the boats and harbor.

Social Media

We created two dedicated web pages for both an internal and external audience with key information about the summit. This year's social media activity saw a huge increase in 2016 thanks to a wealth of tailored content on LinkedIn, Facebook and Twitter, using the hashtags #CNGAmsterdam and #PowerofCushWake.





Steve Quick during the opening ceremony.



Cushman & Wakefield employees and clients at the happy hour.



CoreNet Philadelphia

More than 150 Cushman & Wakefield colleagues made their way to Philadelphia, Pennsylvania for the North American CoreNet Summit. It was a perfect opportunity for our team to connect with clients, prospects and each other.

Educational Sessions

Three Cushman & Wakefield professionals were featured in CoreNet educational sessions. Each session had impressive attendance numbers due to the thought-provoking topics (Brexit, WELL certification and millennials) and expert presenters (**James Maddock**, **Bryan Berthold** and **Alex Spilger**). Our colleagues supported each other by attending these sessions, which demonstrated how strong the Cushman & Wakefield team is.

Blitz Sessions

New to this year, there were four blitz sessions fitting with the theme “The Power Of,” which were hosted at our booth. Colleagues, clients and prospects flocked to the Cushman & Wakefield booth for mimosas, bloody mary’s and to hear from our subject matter experts. This was the first time any vendor was able to present at their booth, which was an impressive feat in itself! Thank you to **Chris Browne**, **Debra Moritz**, **Alex Spilger** and **Steven Zatta** for captivating the audience.

Branding

The Cushman & Wakefield booth was in a prime position at the summit located in the Innovation Pavilion right next to the registration kiosks. The booth included polling stations, corporate videos, daily happy hours and seating areas where colleagues met with each other, prospects and clients. We distributed branded water bottles, phone chargers and t-shirts.

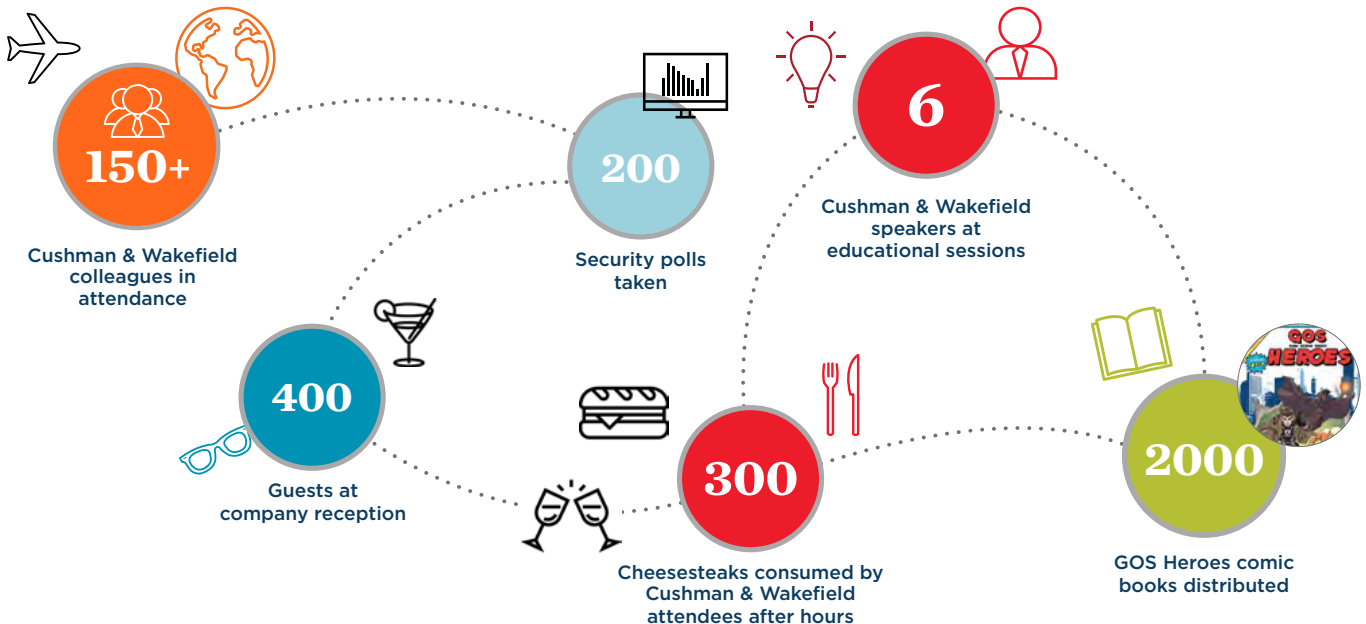
Events

As expected, the Client Cocktail Party was a huge success. Colleagues invited their clients and prospects to the 33 Floor of the Loews Hotel for a premium open bar, passed hors d’oeuvres/desserts and dancing. The room was packed and guests had a

blast taking photos with the branded step and repeat and enjoyed 360-degree views of the city. As usual, this was the “can’t miss” party at the conference!

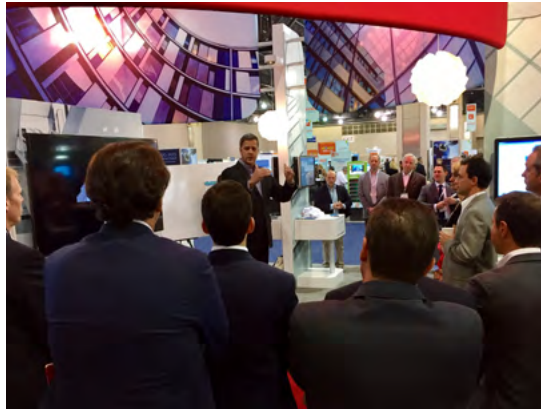
Social Media

This year’s social media activity saw a huge increase due to the implementation of Twitter Surveys. Our hashtag #PowerofCushWake had an impressive 50 mentions across Facebook and Twitter. Additionally, the GOS Marketing team provided training and offered best practices for AMPLIFY, Twitter, LinkedIn and more. The 30-minute, one-on-one sessions helped colleagues build their profiles, learn how to best engage with colleagues, clients and prospects.

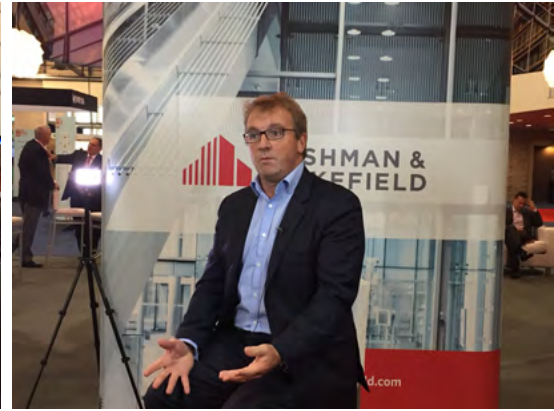




Steve Quick speaking at the opening ceremony.



Chris Browne during his blitz session.



James Maddock giving an interview.



Steve Quick & Kevin Hughes with clients.



Chuck Scott & Todd Schwartz are all smiles with clients at CoreNet Philadelphia.



Members of the GOS Marketing team: **Anne Edelbrock, Kevin Luchansky, Ali Stricklin, Senem Goctu, Katy Pietrini, Gina Chinino and Michael Cocce.**



Raul Esparza & Michael Casolo



Sean O'Donoghue, Chris Browne, Rob Barriero and Mitchell Wickland.



Toby Dodd, Nick Dauphinee and David Jones.

Annual Huawei Core Partner Convention

Cushman & Wakefield was invited to attend the Annual Huawei Core Partner Convention in Shenzhen, China. More than 120 delegates from Real Estate, Facilities Management, Travel, Projects, Fit Outs, Furniture and Automotive suppliers and consultants attended the two-day event. At the event, Cushman & Wakefield was acknowledged as Huawei's first truly global partner.

The firm was represented at the convention by: **Steve Quick**, Chief Executive, GOS; **Edward Cheung**, Chairman APAC Board & Chief Executive Greater China; **Jason Whitcombe**, Managing Director, GOS; **Jonathan Wei**, Managing Director; **Kay Yu**, Managing Director; **Jackson Zhang**, Head of Facilities Management, Greater China; **Lily Miao**, Director, Facilities Management; **David Jones**, Head of Enterprise Solutions, GOS, APAC.

The team met with Huawei senior executives and participated in the convention. David presented the TMT Survey and Jason discussed Global FM Trends.



The Cushman & Wakefield team at the Annual Huawei Core Partner Convention.



Steve Quick and David Jones signing the Core Partner Board.

FDNY Breakfast

Cushman & Wakefield joined the FDNY (New York City Fire Department) Foundation for the annual FDNY All Star Breakfast. The event brings together major figures from the sports world with members of the FDNY and gives both groups the opportunity to honor the men and women of the FDNY. Held each September, the breakfast also serves as a way for the groups to remember those members of the FDNY who made the Supreme Sacrifice on September 11, 2001.

Thank you to **John Santora**, Chief Integration Officer, for buying a table for Cushman & Wakefield and us the chance to participate in this wonderful cause.



The team representing Cushman & Wakefield.

GOSD & Happy Hour

Each quarter, the Tri-State, Mid-Atlantic and New England Account Director team comes together for a day of presentations, sharing best practices, accomplishments and future plans to achieve greater results for our clients. The day is led by **Toby Dodd**, Executive Managing Director, GOS, with presentations by Account Directors, sharing the latest great news regarding their respective accounts.

During this quarter's day, the team covered a range of topics including the Economic Impact of the 2016 Election, a briefing from our Consumer Finance & Investment Banking (CFIB) group led by Louis Wolfowitz, as well as our 2017 planning & expectations. The group also had a run through of GOS Pinnacle, an internal strategy that will ensure Global Occupier Services achieves effective, long-term and sustainable results which was led by **Sheryl Moore-Marlette** and her team.

We always look forward to our GOS Happy Hour to celebrate wins, accomplishments and anniversaries with the whole GOS team and other partners across the firm. This month the Happy Hour was hosted at Blackwell's Pub. Awards were given to **Sean O'Donoghue** for leading his team which included **Tracy Siegmund**, **John O'Connor**, and **Michael Hart** on the successful 78MSF IFM renewal and expansion for Verizon. Also awarded was **Colin Blair** for his outstanding work with Unilever on their 650,000SF North American Headquarters transaction.



Brian Borget and **Toby Dodd**.

TPG Sustainability Leadership Summit

The TPG Sustainability Leadership Summit is an opportunity for sustainability leaders from all of TPG's portfolio companies to come together to share best-practices, lessons learned and to build relationships. **Alex Spilger**, Senior Vice President, Project & Development Services, and **Eric Duchon**, Director, Sustainability Strategies, attended the two-day conference and participated as speakers. Eric discussed Cushman & Wakefield's innovative sustainability practice and Alex, Cushman & Wakefield's first WELL AP, presented on WELL Certification and discussed its importance. Alex and Eric were presented an award on the last night of the conference, the Eager Beaver award, for the progress they have made on the firm's sustainability program.



Eric Duchon, **Kirk Hourdajian** and **Alex Spilger** with the Eager Beaver Award.

Clients are a part of our Power Play

Our leading occupier clients including UBS, Verizon and ADP were hosted by our Global and GOS leadership for an exciting client event to watch the New York Rangers play the St Louis Blues at Madison Square Garden. It was a great game with a very convincing win by the Rangers, and the added bonus watching the Cubs beat Cleveland sending them into game 7 of the World Series.

The Cushman & Wakefield team included **Tod Lickerman, John Santora, Steve Quick, Todd Schwartz, Sheryl Moore-Marlette, Toby Dodd, Alex Diaz, Sean O'Donoghue, Rob Barriero** and **Arpine Aroyan**.



Toby Dodd, Sean O'Donoghue, Sheryl Moore-Marlette and **Rob Barriero**.

IFMA's World Workplace Conference & Expo 2016

For the first time, Cushman & Wakefield and C&W Services marketed brands together at the IFMA Conference in San Diego. IFMA's World Workplace Conference facilitates idea-sharing and knowledge-exchange between all professionals who support the work environment. C&W Services is a major sponsor of IFMA and worked diligently to ensure Cushman & Wakefield also had a presence at the booth and through event sponsorship and promotions. Overall, this was a strong and strategic presence with collaboration between the two brands as the highest priority.



RICS Commercial Property Conference 2016

James Maddock, Head of Global Occupier Services, EMEA, presented at the RICS Commercial Property Conference. He discussed how the corporate workforce is changing radically and rapidly in a session titled, "GIG Economy² + Corporate Real Estate² = ...²"

He also noted how a brave new world is emerging for workers in which the role of smart machines, robotics and artificial intelligence is growing and more temporary jobs are being created — especially for the young. Uber, Airbnb and TaskRabbit amongst others are the "digital disruptors" that coined the new buzz phrase "gig" economy and the CRE world need to sit up and take notice.

Retail Conference

RetailSpaces is an invite-only leadership retreat for senior store development, design and construction executives. The event features thought-provoking talks from industry experts as well as a series of peer-led small group discussions on topics that are relevant to store development professionals.

Todd Kohlbecker, Senior Managing Director, led a panel of retail executives in a discussion titled, “Aligning with Strategic Priorities.” In this session, the panelists discussed the importance of aligning with the most strategic objectives of an organization and how global expansion, changes in ownership and changing consumer demands impact these objectives.



Todd Kohlbecker led a discussion with panelists from Verizon, Dunkin’ Brands International, H&R Block and Bloomin’ Brands

Young Leader CoreNet Win in Canada at REmmy Awards

Craig Trenholm, Vice President, won the Young Leader Award recipient at the CoreNet REmmy Awards in Toronto. This award is given to a young professional under the age of 35 who is considered to be a future leader in the corporate real estate industry. Craig won this award due to his leadership excellence, innovation, and social responsibility in corporate real estate. Craig is the second Cushman & Wakefield professional to win this award. **Rian Tara Johnson**, Marketing & Business Development Specialist, GOS - Canada, won the award in 2015.



Craig Trenholm and **Rian Tara Johnson** posing with another past Young Leader Award recipient.

CRE Shark Tank: CoreNet Hong Kong

CoreNet Hong Kong’s signature event ‘CRE Shark Tank,’ consists of CRE professionals presenting powerful, game-changing concepts to a panel of ‘sharks.’ This interactive event was followed by four speaking sessions, one of which was led by **Sheridan Ware**, Chief Information Officer, APAC & Greater China, where she discussed ‘The Internet of Things.’

Young Professionals Summer Wrap-up

IFMA Toronto Young Professional Committee and CoreNet Canada Young Leaders hosted an evening of networking at Wayne Gretzky’s on September 8. Over 200 CRE leaders enjoyed meeting up with friends and colleagues in the facilities and real estate sector after the summer holidays. Cushman & Wakefield was one of the event sponsors who provided attendees with a chance to win a prize of CityPasses of all the major Toronto landmarks.

GOS Leadership Meeting in Colorado

Members of the GOS Americas Leadership team headed to Colorado for an offsite meeting. The agenda for the meeting included budget reviews, business development initiatives, service line report outs and team building activities. It was a great opportunity for the team to be in alignment and discuss the future of the firm.



The team went on Jeep tours through the mountains.



On top of the mountain.

The Art of Creation: GOS at Symposium

The theme of this year's conference was the Art of CREation. Since the merger, Cushman & Wakefield has worked hard to bring together operations, people and cultures. The Symposium gave us an opportunity to build on this base to fulfill our vision. Programming at the conference supported these goals as well as networking, educational sessions and further personal business enhancements. GOS used this opportunity to highlight our commitment to clients with a breakout session focused on client case studies. Additionally, GOS closed the conference with a GOS client panel moderated by **Sean Prasad**, Senior Vice President, Enterprise Solutions, which had more than 500 colleagues in attendance.



The 2016 Symposium



Workplace Game in Chicago

Emily Gray, Executive Director, and **Sheridan Ware**, Chief Information Officer, Asia Pacific and Greater China, developed the workplace game, a tool to help clients better understand workplace and change management from a user experience perspective. The workplace game was demonstrated at the CoreNet Global Summit in Asia and won a Luminary award. Emily visited the Chicago office and enlisted GOS employees to play-out the game and experience the concepts firsthand. Gamification has many benefits for our clients and our business, which is why it's important that our professionals utilize unique tools such as the workplace game. The Chicago team had a great time playing the game.



Emily Gray discussing the Workplace Game.



Colleagues playing the Workplace Game.

Off to the Races in London

London's Annual Summer Party, which doubled as a celebration as the first year anniversary of the new GOS, was held at Epsom Downs Racecourse. Employees enjoyed watching six horse races, eating, drinking and soaking in the beautiful weather. There was a lot of betting, cheering and appreciating each other's company - this was a fantastic opportunity for the team to celebrate everyone's hard work over the past year.



Katy Pietrini, Olivia Plush, Rachel Egan, Jennifer Boulding, Richard Golding and **Jenny Cuthbert** enjoying the horse race.



Olivia Plush, Rachel Egan, Jenny Cuthbert, Katy Pietrini and **Jennifer Boulding** at the races.

WIN Toronto Chapter Hosts a Home Cooked Meal at Ronald McDonald House

A group of 28 men and women from Cushman & Wakefield's Greater Toronto Area offices volunteered to prepare and proudly host the Ronald McDonald House Home for Dinner Program. They served a full spaghetti dinner to more than 100 guests. This annual event was organized by WIN Philanthropic Committee lead **Malorie Mandolidis** and her sub-committee **Stephanie Wittich, Lindsay Kitcher, Nicola Higgins, Sara Hagerman, Diana McKennon and Carol Soto Diaz.**



Prior to the event, the Committee ran a Food Drive in each office, receiving extremely generous amounts of groceries for the menu, as well as monetary donations.

Ride for Diabetes Research - Toronto Real Estate Challenge

Cushman & Wakefield's Toronto office is proud to have participated in the annual Juvenile Diabetes Research Foundation's Ride for Diabetes Research - Toronto Real Estate Challenge. More than 50 teams of real estate developers/landlords and industry service providers partake in a friendly competition on stationary bikes. This was our tenth consecutive year participating in this event to raise money and help find a cure for type 1 diabetes.



Tim Fiorito, D'Arcy Bak, Jessica Recchi, Paul Neal, Vanessa Berlinguette, Charles Torzsok, Kam Singh & Scott Stoneburgh.

Intrinsic Networking Night

A team from the Chicago office attended "Intrinsic Networking Night," an event where high school students were able to meet with professionals from diverse fields to learn about career options, how to communicate professionally and the importance of building professional networks.

Adam Stanley, CIO, sits on the school board. Employees who accompanied him at this event included: **Kenya Milton**, Marketing Coordinator, GOS; **Gillian Bregman**, Senior Corporate Counsel; **Kevin Jackson**, Global Finance - FP&A; **Brian Axford**, Director, Digital Workplace Strategy; and **Danny Hites**, Strategy Analyst.



More than 160 professionals and 175 students attended the event.

**We
Won!**

Following are GOS Wins in Q3 2016

AKAMAI

Team: J Glasgow, John Wichman, Brian Dolan & Tom Shultz

New / Renewal / Expansion: New account, 1.4 million SF global portfolio

Location: Global, US, Latin America, EMEA, APAC

Services: Integrated Facility Management Services, Office Services, receptionists and other workplace support services

EDMC

Team: Larry Downey, Tim Stewart, Brett Thompson & Candace Thrush

New / Renewal / Extension: New

Location: U.S.

Services: Transaction Management

FAURECIA

Team: Anna Kalifa, Grace Lee, Jeremy Le & Pascale Newcombe

New / Renewal / Extension: New

Location: Global (Tier 2 provider), China (preferred provider)

Services: Transactions

FCA

Team: Martin Woodrow, Edward O'Neill & Tanya Cripps

New / Renewal / Extension:

Location: Exclusive partner in North America and preferred globally

Services: Account Management, Transaction Management, Lease Administration and Project Management

Snapshot: We're going into overdrive. Cushman & Wakefield has provided services for FCA, the world's seventh-largest automaker, for more than 20 years and has completed more than 1,000 projects.

As a result of the exceptional level of service provided, FCA has extended their contract for Account Management, Transaction Management, Lease Administration and Project Management Services. Cushman & Wakefield is FCA's exclusive partner in North America and preferred globally.

"We are proud to be continuing our two-decade-long legacy of providing value-added services to FCA. This most recent contract renewal is a testament to FCA's confidence in Cushman and Wakefield's expanding capabilities and 'client first' focus. We are continuously improving our offering and have a world class team leading a world class organization in delivery of services to this critically important global client."

- Martin Woodrow

FIDELITY

Team: Rick Cleveland, Alex Diaz, Rick Bagy & Allison Payer

New / Renewal / Extension: New

Location: North America

Services: Retail Transaction Management & Strategic Planning

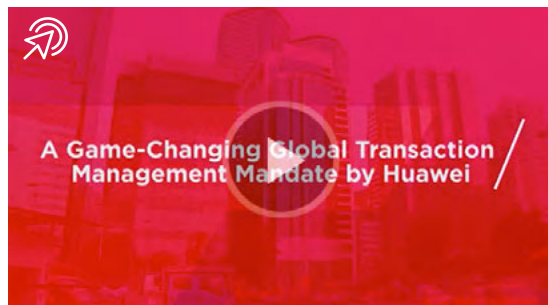


G4S

Team: Grant Walford & Alister Yearley
New / Renewal / Extension: New
Location: Global Preferred (excluding North America)
Services: Account Management, Transaction Management & Strategic Consulting

GRANT THORNTON

Team: Thomas Fioretti, Dan Fisk, Michael R. Hart, Machell Roller, Steve Salowe & Mitch Wickland
New / Renewal / Extension: Renewal, Expansion
Location: U.S.
Services: Transaction Management, Brokerage, Project & Development Services, Portfolio Administration, Technology & Office Services



HUAWEI

Team: Jason Whitcombe, David Jones, Edward Cheung, Jonathan Wei, Kay Yu, Michael Creamer, Tricia Trester, Peggy Wang, Cheryl Capulong, Sara Vallejo, Marc Shamma'a, Dominic Daymond, Stella Shao, Ken Yang, Alan Chiang, Andy Law, Adam Rush & Ann Wong
New / Renewal / Extension: New
Location: Global
Services: Global transaction management consultancy services

Snapshot: A global win pervading the airwaves. Huawei, the Chinese multinational networking and telecommunications giant, awarded Cushman & Wakefield with global transaction management consultancy services across 75+ countries, 300+ cities and roughly 6M SF of space.

Huawei is the first major Chinese occupier to outsource corporate real estate services globally on an established western-style delivery framework. Other Chinese corporations will look to follow Huawei's lead, which places Cushman & Wakefield in a great competitive position.

"This was a great competitive win for Cushman & Wakefield. It showcased the collaboration between our China business and GOS with support from our global executives."
 - David Jones

KRAFTHEINZ

Team: Jim Walter & Michael Pucci
New / Renewal / Extension: Renewal
Location: North America (HQ, R&D and Sales Locations)
Services: Integrated Facilities Management and Project & Development Services

NSG GROUP

Team: Rob Hall & Alister Yearley
New / Renewal / Extension: New
Location: United Kingdom
Services: Account Management, Transaction Management, Occupier Property Management & Strategic Consulting



RIO TINTO

Team: Antonio Corbo & Lloyd Cooper

New / Renewal / Extension: New

Location: Canada

Services: Project Management

Snapshot: Mining for success. Rio Tinto, one of the world's largest metal and mining corporations, chose Cushman & Wakefield to manage and consult their site selection and space utilization project.

The goal for the GOS team was to enhance the Rio Tinto trademark, further enforce the brand throughout Montréal and increase employee satisfaction. By identifying and securing a new office location in a notable area of the city along with creating an interior open-space environment to improve efficiencies - the team surpassed their goal and client expectations.

“The employees now want to ‘live, work and play’ in the area surrounding Rio Tinto’s new home in a vibrant and growing neighborhood. This is a new and exciting era for Rio Tinto in Montreal and Quebec, led by a successful and strategic relocation initiative.”

- Antonio Corbo

SUN LIFE FINANCIAL

Team: Randy Borron, Nick Dauphinee, Chuck Scott, Alina Szpir & Alaina Weeks

New / Renewal / Extension: Renewal

Location: Americas

Services: Transaction Management, Lease Administration, Audit & Business Intelligence

Snapshot: A shining example of client satisfaction. Sun Life Financial, Inc., a Canada-based financial services company, renewed and expanded their contract to include additional services for the next five years.

Cushman & Wakefield will provide transaction management, account management, portfolio administration, lease audit and business intelligence services across the Americas for Sun Life Financial's 4.3M SF portfolio.

“The success of this account, as recently attested by the contract renewal, stems from a great process designed in response to Sun Life’s specific needs and challenges plus a great team collaboration, both between Cushman & Wakefield and Sun Life’s CRE, as well as between GOS Account Management and Americas Brokerage.”

- Alina Szpir

VERTIAS

Team: Andy Hervey, Terri Melzer & Martin Woodrow

New / Renewal / Extension: Renewal

Location: Global

Services: Facilities Management, Transaction Management, Portfolio Administration & Project Management

WEYERHAEUSER

Team: Tim Cahill, David Stokes & John Wichman

New / Renewal / Extension: New

Location: Minneapolis

Services: Transaction Management

New Hires

New Hires

Listed alphabetically.

Anne Cadigan, Senior Vice President, Head of Business Development Resources

Brandon Tanner, Vice President & Solutions Lead

Brian Velo, Executive Vice President, Enterprise Solutions

Bryan Jacobs, Executive Vice President, Enterprise Solutions and Head of Operational Outsourcing

Luc Hoffman, Senior Managing Director, Integrated Facilities Management, Regional Leader, GOS, West Region

Mark Currie, Head of Occupier Management UK

Nick Stephens, Global Account Director, MetLife

Rachel White, Senior Vice President, Head of Knowledge and Innovation

Regina Ellis, Head of GOS Bids

Robert Barriero, Account Executive, Verizon Account

Promotions

Listed alphabetically.

Brian Dolan, Senior Managing Director, IFM Operations Lead

Chris Browne, Managing Director, GOS, Asia Pacific (including Greater China)

David Foster, Senior Vice President, Head of Sales Effectiveness and Lead Research, CRM and Data & Benchmarking

Greg Schuster, GOS Head of Transaction Management

Karen Karulas, Account Director

Neil McDonough, Director, Transaction Management, GOS

Quentin Knights, Executive Vice President

Sheryl Moore-Marlette, Global Operating Officer, GOS

Tony Belli, GOS Head of Project & Development Services

Tricia Trester, Executive Vice President, Enterprise Solutions

GOS Uncovered



Life of a New Graduate

Give us a background on yourself:

My name is Michael Cocce and I am an Associate in the Professional Real Estate Program (PREP) at Cushman & Wakefield in New York City. I grew up in Newington, Connecticut, and this past May, I graduated from Manhattan College with a double major in Finance and Business Analytics.

Why Cushman & Wakefield?

In terms of my interest in Cushman & Wakefield, from a high-level perspective, stems from the people. Working in an environment in which you are encouraged to walk into executives' offices provides an unparalleled opportunity to learn and succeed. As a 22-year-old, I find myself uniquely lucky to be able to come into work each day with not just my colleagues, but my friends, in an environment that is rooted in allowing you the opportunity to grow from both a business and personal perspective.

Tell us about your past experiences at Cushman & Wakefield?

I began my career at Cushman & Wakefield as an intern in the summer of 2014. During this time, I had the opportunity to work with our Risk Management Services group on various RFP's regarding property, personnel and counter-terrorism risks. After a little over a year with the group, I moved to Global Occupier Services where I began working on various business development initiatives helping to grow the GOS business under the direction of **Todd Schwartz**, **Katy Pietrini** and the GOS Marketing team.

Why GOS?

My interest in Global Occupier Services stems both from its global reach and diversity within its' service offerings. No deal nor client is the same, which makes each day interesting when working to understand how we can grow our business to be the best provider in the CRE industry.

What are some challenges you have faced?

Some of the challenges I have faced at Cushman & Wakefield have been routed in understanding the general operations of a matrix organization. Being such a large and diverse organization I find myself constantly learning about all of our capabilities, not only within GOS, but Cushman & Wakefield as a whole. I often refer back to the saying, "out of uncomfortableness comes greatness."

Future - where do you see yourself in five years?

Five years from now I hope to be at Cushman & Wakefield having created a strong foundation of industry knowledge, placing me in a position in which I can add value to my team.

What's an interesting fact about yourself?

My lifelong dream is to be a chef. While I didn't go to culinary school, later in life, I hope to open up my own restaurant.



GOS Marketing Collateral

GOS Marketing Collateral



The Occupier Edge

The autumn edition of *The Occupier Edge*, Cushman & Wakefield's global magazine, hit inboxes this September. The mission is to deliver functional best practices that can be implemented globally. *The Occupier Edge* has a single goal: to provide the reader with strategic, actionable thought leadership crafted by our very own experts.

This edition of *The Occupier Edge* features articles on high-tech drones and how they maximize business efficiency and profitability. We also feature how to keep your employees safe against a terrorist threat, the dynamic globalization of e-commerce and how it is influencing real estate in a very big way.

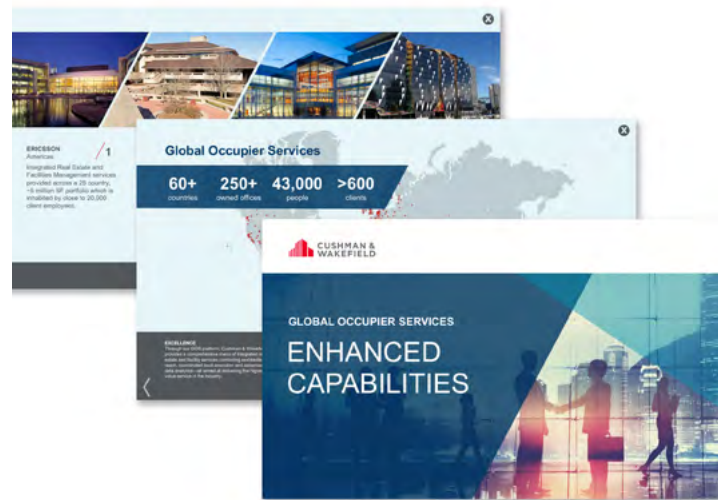
Additional articles focus on the changing workforce at the regional and national level, the rise of solopreneurs, co-working and what these trends should mean to you. We also introduce you to the new concept of 'fintech' - the new buzzword for the banking and financial services industry.

 [Download the Autumn issue of The Occupier Edge here.](#)

GOS Capabilities Deck

This interactive PDF showcases the GOS services and provides insight into our capabilities highlighting solutions, client examples and relevant statistics.

 [Download the interactive GOS capabilities pdf here.](#)





Integrated Facilities Management Collateral

IFM Interactive Brochure

This interactive brochure highlights each of our IFM Services and their underlying capabilities and allows a user to move between each of the services easily on a device.

 [Download the IFM interactive brochure here.](#)



IFM One-Pager


This brief overview can be used as introduction into Cushman & Wakefield's Integrated Facilities Management business and highlights the services included within.

 [Download the IFM one-pager here.](#)



Have you checked out the Best-in-Class Library yet?

This digital library is a hub of more than 80 innovative ideas for business development, property marketing, research, events, and more – unique offerings that have helped win new business, serve existing clients, or create brand recognition across the Americas.

 [Check out the best-in-class library, which includes many GOS Marketing materials, here.](#)



'tis the
Season to
be Jolly

JOLLY HOLIDAYS



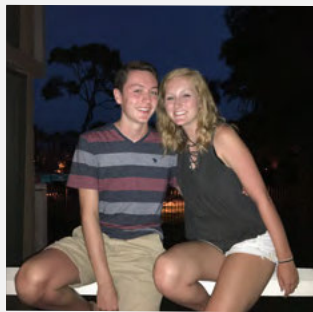
Greg Schuster and his family.



David Mickool's children.



Brandon Tanner and his family.



Sheryl Moore-Marlette's children.



Kristyn (Spetsios) Kerr and her husband.



Gina Chinino and her fiancé.



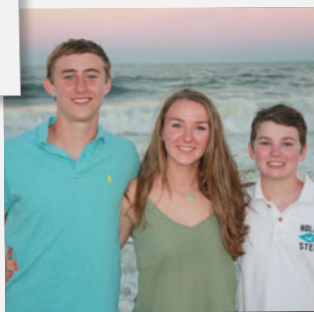
Jose Belfort and his family.



David Jones and his family.



James Maddock with his family.



Brian Dolan's children.



Colette Temmink's children.



Jason Bogaczyk's children.

Closing Notes

Each quarter as we begin crafting The Occupier News, we constantly find ourselves in awe of our colleagues. Our professionals go above and beyond to showcase that Cushman & Wakefield is not only the best because of our expertise and knowledge, but we have a genuine bond with one another – and it’s something that our clients notice and want to be a part of. The Occupier News captures and highlights these relationships, which are unparalleled.

Additionally, The Occupier News allows us to share valuable information with the global business and to demonstrate our appreciation for the hard work GOS professionals contribute to Cushman & Wakefield’s success. One of the goals of this quarterly newsletter is to foster a greater sense of teamwork and engagement throughout GOS. In each edition, we want to ensure that we are recognizing superior performance and achievements – please be sure to share notable information for inclusion in future editions. Thank you to all of those who participated in this edition.

Wishing you peace and joy this holiday season and happiness in the new year.



Katy Pietrini
VP, Marketing
Global Occupier Services



Gina Chinino
Global Communications Manager
Global Occupier Services

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About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

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