

To Whom it May Concern;

I am delighted to write this letter of recommendation on behalf of Christina Race. I first began working with Christina while she was our Account Manager during her tenure at RealPage. From the start, she was a wonderful source of support – often going above and beyond to champion on our behalf.

Literally hour one and day one of my position as the Sustainability Manager at Cortland, Christina established just how important that client relationship was to her. As the Sustainability Manager at Cortland, I was tasked with establishing an ESG team as well as handling the resident utility billing. I am a night owl, and had been reviewing our account Sunday night/Monday morning. It was just after midnight when I had a question about something that just looked “off” to me. I sent an email to Christina – not expecting a response until business hours. But Christina was still online – and responded. Before we went to sleep that night, Christina made sure that the issue was corrected – even though it was not at the fault of her team – and we had a plan for the community team affected, including a resident notification, before the community even opened that Monday.

Christina continued to solidify the client relationship by working with us to build strategy and identify areas of opportunity. As a client, I could trust that Christina would provide an honest overview of new product offerings – which helped me to present to our internal teams for consideration. Knowing what works and would not work for the client allowed us to work through possible obstacles and shortened the time from proposal to implementation.

During her tenure at RealPage, our relationship grew to a genuine friendship. As a friend, Christina is warm, dependable, and a humanitarian. As a business associate, she’s a brilliant strategist with a true talent for process improvement. She’s helped me grow both professionally and personally and I’ll forever be grateful for her friendship and mentorship.

Should you have any questions, feel free to contact me on my mobile at 678.230.1007 or email brigitte.gillespie@cortland.com.

Sincerely,
Brigitte Gillespie