



Bob Carr
Sr. Director of Sales,
Preferred Partnership Accounts

Hilton Worldwide Sales
49 Milford Street
Boston, MA 02118

November 6, 2015

Terrence D. Sykes
CHIEF DEVELOPMENT OFFICER
Emergency Nurses Association
915 Lee St
Des Plaines, IL 60016

Dear Terrence,

Hilton Worldwide has a long standing partnership with HelmsBriscoe for the past 23 years. In 2014 HelmsBriscoe booked over \$1 billion dollars into the meetings industry and more than \$140 million dollars to the Hilton Worldwide portfolio of brands. In fact, they are our number one producing group room revenue account globally. In turn, we view HelmsBriscoe as an extension of our worldwide sales force

In addition, when working with Debby, know she has your organizations best interests in mind. The expertise and knowledge HelmsBriscoe provides us with is extremely valuable to our hotel partners so they can understand your business and to make sure the events go off with success. Their dedication, responsiveness, value, and professionalism is truly the best. You are working with an organization and people who are representing you to the entire hotel community worldwide.

One of the best benefits HB delivers to you on a daily basis is the precious resource of time. Their expertise and systems allow the potential stress of sourcing and site selection to be greatly diminished, if it exists at all. Sometimes it's not all about rates and concessions, but the industry knowledge and relationships with our hotels that HelmsBriscoe can bring to the table. Should you have any questions, please do not hesitate to call upon me.

Best regards,

Bob Carr
Senior Director, Preferred Partnership Accounts
Hilton Worldwide

Cc: Debby Billitteri HelmsBriscoe



Bell Flavors & Fragrances, Inc.

500 Academy Drive
Northbrook, IL 60062

Toll Free: 800-323-4387

Phone: 847-291-8300

Fax: 847-291-1217

info@bellff.com

www.bellff.com

April 24, 2014

I have been very fortunate to have the pleasure of working with Debby Billitteri at Helms Briscoe for 7 years now. Debby is quite skilled at what she does. I could not achieve the successful results of my events without her expertise.

From the start of locating the perfect location, she gathers all appropriate costs, meeting space, guest rooms, etc. Debby is also available for me throughout the entire process, whether it be, site visits, contact with the event coordinators or whatever is needed for the accomplishment of my events.

Having Debby as a liaison, between the location staff & myself, takes great pressure off my daily work schedule. She is also aware of any needs of my Executive Team.

I value the strong relationship Debby has with myself and Bell Flavors & Fragrances.

Judy Ellegood
Executive Assistant



July 2, 2014

To whom it may concern:
RE: Debby Billiteri - HelmsBriscoe

Hyatt Hotels and HelmsBriscoe enjoy a strong business relationship. Since 2006, HelmsBriscoe is recognized as Hyatt's top producing third-party meeting planning company. Due to the strong partnership with HelmsBriscoe each piece of business is reviewed with the utmost attention based on the conditions and parameters of each request for proposal, giving the customer the best value at Hyatt Hotels. By using Debby Billiteri of HelmsBriscoe you are leveraging your company's buying power and receiving the preeminent contract negotiations and value for your business.

Debby's work ethic and go to responsiveness as a source is stellar. Not only can you go to her as a resource, but we as a brand look to her as a resource and advisor on the pulse of our industry. Debby is a model of what we look for in an Associate, she is incisive, ethical, knowledgeable and there is great respect for her in our industry.

Kind Regards,

Julie Whitted
Director, Strategic Accounts-HelmsBriscoe
13805 74th Ave N
Maple Grove, MN 55311



Client Testimonials

Illinois Tool Works Inc

3600 W Lake

Glenview IL 60025

One of my first questions upon joining the ITW family 5 ½ years ago was, “who is my contact for meeting planning?” From past experiences at previous companies, I recognize that having the right meeting planner is crucial to a successful meeting! Lucky for me, I was introduced to Debby Billitteri from HelmsBriscoe shortly after I started; she is without a doubt the best in her field! Debby is with me every step of the way; she takes the information I provide her and runs with it...once Deb has found the right venue/location and we have a signed contract, I then am able to handle the rest! Whether I am planning a Board meeting, Management meeting or a Global Leadership meeting, Debby is a true master at locating the right venue at the right price; her negotiating skills far surpass anyone I have ever worked with in the past as well as her professionalism.

Laurie Freeman

Assistant to Scott Santi President & CEO

David Parry, Vice Chairman



Debby is a true business partner in meeting venue sourcing, selection and contracting, and is the best vendor I've ever worked with in the meeting procurement field. She takes her clients' needs on as her own, researching and finding the best selection of spaces to meet the event needs and budget, fighting for every dollar, deal, and amenity she can in the process. She also has an innate sense of how to meet needs that clients may not even know they have. By talking through details for one event I was planning, she sourced and offered a venue space I wouldn't have normally considered and it turned out to be the perfect fit. Her high level of service, strong attention to detail, and excellent negotiation skills help me know our meetings are always in good hands with Debby.

Lindsey Hayes

Leadership Development Program Manager-Illinois Tool Works



I have worked with Debby for a little over 6 years now and I cannot tell you how much work and research she has saved me. Since I support three groups all of my meetings and requirements are different and Debby has gotten to know what my groups needs are. She is very knowledgeable and provides us with all of the information necessary to make an informed decision. Her research is very thorough and detailed. She is with you every step of the way up until the contract is signed and then follows up to make sure that everything is going well. Debby has also worked together with ITW's Legal Department to make sure that our contracts have the best interest of ITW. Debby has great negotiating skills to make sure that ITW is getting the best rates. Without Debby's involvement my job planning meetings would be much harder.

Terri Candela

Assistant to Michael Larsen, Chris O'Herlihy and Juan Valls



Since working with Debby Billitteri of HB, my job has become much simpler. I send in my meeting specs and within 24 hours, I've received a grid with available sites, initial pricing, and location information. I always feel that I've gotten the best rate possible and come away with more concessions than if I had contracted with the property myself. Debby also helps me with the contract, making sure that everything is in order. Debby always takes a personal interest in me as a meeting planner. She makes sure that I get my hotel points and that my VIPs are recognized and often given upgraded rooms.

Eileen Springer - Illinois Tool Works

