



To Whom It May Concern:

I am writing to enthusiastically recommend Margie from HelmsBriscoe for her exceptional contributions and dedication in assisting SWATA (Southwest Athletic Trainers' Association) with securing hotel and convention center contracts, as well as managing the negotiations and execution of these contracts.

During her numerous years partnering with SWATA, Margie has consistently demonstrated a high level of professionalism, expertise, and efficiency in handling our unique event needs and logistics. Her role has been pivotal in ensuring that our annual conferences and events are hosted seamlessly, meeting the needs and expectations of our members and stakeholders.

Margie's ability to navigate the complexities of contract negotiations has been particularly impressive. With multiple instances of need during the pandemic changes and unexpected announcements from sites. Her ability to handle the venue search as well as sending RFP's, gathering proposals, and presenting options to the Board has proven to remove barriers and hours of work we frankly are not equipped to handle. She has a keen eye for detail and a thorough understanding of the hospitality industry, which has allowed SWATA to secure favorable terms and conditions for our events while helping mitigate the association's risks. Her proactive approach to problem-solving and her commitment to achieving mutually beneficial agreements have greatly benefited our organization. In addition, the backing of the powerhouse entity of HelmsBriscoe carries such weight with hotels, convention and visitor's bureaus, and other potential players that we feel sure we are getting the best possible contracts, and in the end saving us valuable time, resources and money.

Beyond her technical skills, Margie's interpersonal and communication skills are exemplary. She builds strong relationships with our Executive Board as well as hotel and convention center representatives, fostering positive collaborations that enhance our event experiences. Her responsiveness and willingness to go above and beyond expectations have consistently earned her praise from our board members and partners. She was even named an Honorary Member of SWATA for her continued support of our district and the Athletic Training profession.

In summary, Margie has been an invaluable asset to SWATA, playing a pivotal role in the success of our conferences and events through her expertise in contract management and negotiation. I have no hesitation in recommending her for any opportunity. Please feel free to contact me at the contacts below if you require any further information or clarification.

Sincerely,

Valerie Tinklepaugh Hairston

Valerie Tinklepaugh-Hairston MS, MPA, LAT, ATC
President- Southwest Athletic Trainers' Association
817-343-1534 | vtinklepaugh@gmail.com



To whom it may concern:

When coordinating large-scale conferences throughout the country, one can be quickly overwhelmed by the many details.

That's where Margie Nolting steps in with her ability to swoop in with her contacts, event coordination knowledge, customer-focused attitude, and stellar negotiation skills. She has given me the reassurance I need to provide an effective and memorable conference.

The HelmsBriscoe support is abundantly available and appreciated. Margie is a true asset and an invaluable resource to our team

Sincerely yours,

Jamie Herring

Director of Training & Events
Association TRENDS & Thompson Grants

Columbia Books & Information Services
1560 Wilson Blvd Ste 400
Arlington, VA 22209

www.columbiabooks.com



Reference: Margie Nolting | HelmsBriscoe

To Whom It May Concern:

We appreciate all that Margie has done to help the Amusement Industry Manufacturers and Suppliers Association navigate the uncharted waters caused by the pandemic.

She worked hard for AIMS International and we appreciate all she did to help us out of a tough situation. We feel fortunate to have a partner at HelmsBriscoe to assist with the hotel and venue negotiations.

It is comforting to know that Margie is very involved in helping us and that it's all going to be okay. We look forward to working with her on our future meetings.

Best regards,

Mary Jane Brewer

Executive Director

The Amusement Industry Manufacturers and Suppliers Association

AIMS International PO Box 5179 Jacksonville, FL 32247 aimsintl.org



February 18, 2016

To whom it may concern:

Margie has been our HelmsBriscoe account manager for several years and has always delivered top notch service and great options for all three of our annual conferences and training sessions.

She provides excellent communications and has fantastic relationships with both her clients and the venues they use. She has always been able to negotiate great rates, concessions and value-added items to our agreements which we would never be able to secure on our own. She understands our business and our industry.

Margie provides a second pair of eyes on all of our arrangements. I don't know what I would do without her and HelmsBriscoe.

Sincerely,

Kelly Jones

Director of Franchisee Development

Leisure Systems, Inc.

502 TechneCenter Drive, Suite D, Milford, OH 45150

YOGI BEAR and all related characters and elements are trademarks of and © Hanna-Barbera.