

I have partnered with HelmsBriscoe for planning events several years in a row and cannot say enough great things about the amazing efforts and team! Their knowledge, ability to resource information from their peers, and expertise have guided us to great cities and properties. Their responsiveness and proactive communication far surpass many experiences I have had with various companies. They are supportive and willing to negotiate for their clients to ensure a reasonable and fair value is created. I highly recommend their services to anyone!

I work directly with Deanne, and she is amazing! Deanne is patient, knowledgeable, very timely with communication and supported our efforts for negotiation in the best possible way. At all times I am confident she is providing me honest advice that will point us in the right direction for our group, even when I am not sure what we are looking for. She has an innate ability to understand our needs and consistently delivers all we want and more!

~ Jessica Diamond, VP of Training, Goodwin Recruiting



**Tuesday, July 7,
2020**

RE: Letter of Recommendation – Deanne Vigil | Helms Briscoe

I've worked with Deanne Vigil for going on 10-years and am thankful every day to have her a part of my team! I could not do my job without her!

At Avanir Pharmaceuticals, I manage/oversee 100+ meetings & incentives annually of all sizes, both domestic and international. These meetings are for our Commercial team as well as HCP facing meetings. The pharmaceutical industry has stringent guidelines/regulations we must abide by. Deanne has taken it upon herself to understand these guidelines to ensure we are choosing the right properties, stay within our budget parameters etc.

Deanne's knowledge and experience in the hotel industry is phenomenal. She's an amazing negotiator and understands the contract language extremely well! Deanne has also become a partner to my internal Legal and Procurement teams. Knowing Deanne has reviewed our hotel contracts before they reach our Legal & Procurement teams has made the approval process less painful for all.

Deanne has also been instrumental in helping Avanir build out a Strategic Meetings Management program and platform. This is something I did not have a great deal of knowledge in but with Deanne and her HB team, we are about to launch this in the coming weeks!

Deanne is a true professional! I highly recommend partnering with her! She will make your life so much easier. By working with Deanne, it won't take away from your current relationships with hotels. Partnering with her has only enhanced these relationships for me!

I'm happy to discuss in further detail if you want to reach out to me!
Susan

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June 15, 2020

RE: Letter of Recommendation – Deanne Vigil

Deanne is an incredible HelmsBriscoe representative, an extremely knowledgeable professional and an all-around phenomenal human being.

As Vice President of Corporate Events for MarshBerry, I am tasked with handling logistics on 15+ corporate events throughout the year. For the past 10 years, Deanne has been a vital part of my team. From sourcing and site selection, to contract negotiations and providing guidance when situations arise, I cannot imagine working through the planning process without her involvement.

Deanne has a ton of industry experience, amazing negotiation skills and is always able to offer out of the box ideas and solutions. Not to mention, she is a lot of fun, a genuinely good person and someone I wish I could see more often.

I HIGHLY recommend working with Deanne, and am happy to discuss in depth with anyone that wants to know more... I could go on and on about why every event planner should have Deanne on their team!

A handwritten signature in black ink, appearing to read "JN", with a large, stylized flourish at the end.

Jessica Nugent, CMP
Vice President, Corporate Events
Marsh, Berry & Company