

March 22, 2016

To Whom It May Concern:

I met Karen Duff at the Rejuvenate Marketplace in 2013 and have worked with her numerous times since then to select sites for our Foundation Board of Trustees meetings that occur several times each year. Representing various synods of the Presbyterian Church (U.S.A.) the trustees come to the meetings from geographical areas across the United States. When the Foundation meets outside its home location it strives to hold the meetings in locations with significant air accessibility. As a HelmsBriscoe Agent, Karen has the resources to easily conduct hotel searches, compiling the proposals and providing all the information in a comprehensive report. Because she books countless room nights a year, having her as our representative gives us additional buying power and leverage.

In addition to her input on site selection, she leads the negotiation process with the hotel and is a very skilled negotiator. She also provides a thorough review of the contract and provides her expert recommendations for revisions, ensuring that the contract is to our best possible benefit.

I have found her always willing to help, make suggestions, or provide any assistances necessary to resolve any issue I am experiencing. I have no doubt that her skill and expertise have saved us thousands of dollars in both time savings and negotiated rates. The time savings in the search process alone is immeasurable.

I highly recommend Karen Duff. I consider her to be an absolute expert in the hotel and travel industry. She is my most valuable resource in conference planning. Please feel free to contact me at 502-569-5958, I would be happy to answer any questions or share my experiences.

Sincerely,



Pam Greer-Ullrich, APR
Director, Public Relations