

August 15, 2016

HelmsBriscoe  
20875 North 90th Place  
Scottsdale, AZ 85255

I wanted to provide a testimonial regarding your Senior Director of Global Accounts, Lisa McDonald. I have been working with Lisa McDonald at HelmsBriscoe for about 15 years. From the beginning, I've learned to rely on her expertise in helping me select locations for our meetings. I love the fact that she has access to feedback from other HelmsBriscoe clients about the different venues. It's so helpful to know if others have had good (or bad) experiences with specific properties.

Lisa is a pro at contract negotiations, and does a much better job than I would in finalizing contract details! She's also excellent at following up with details like reminding me when rooming lists or hotel deposits are due for our meetings.

I can't say enough good things about Lisa! She's a true gem. I'm transitioning on to another job at my company and will no longer be doing meeting planning, and I'm really going to miss her! But I know she'll continue working with my replacement, providing the same excellent service that she's always given to me. Thank you, Lisa!

Sincerely,



Lisa Stich  
Human Resources Administrator



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November 24, 2014

I have been working with Lisa McDonald in the past four years, since I joined SVPI. She has been extremely helpful and accommodating to a newbie like me and took time to explain how the hospitality industry worked. Our relationship hasn't changed, she is a trusted partner and I do not hesitate to turn to her with any questions I may have.

By now Lisa is very familiar with the requirements of our yearly events. She also listens well to our ever changing needs and will do her best to accommodate them. She is resourceful in exploring new horizons and suggesting original or creative solutions. I fully rely on her advice and many years of experience in the field.

Lisa is exceptionally responsive and she is also a great negotiator. She has a perfect attention for detail, which is very important in her field, as she is negotiating the minutiae of contracts. She also keeps us on our toes, checks back with us in a timely and polite manner, and does her best that all deadlines are met on her and our end.

Apart from her professionalism, I have known her to be a warm and practical person and tremendously enjoy working with her. We could not have a better person to take care of us for the past ten years.

Thank you Lisa!

A handwritten signature in blue ink that reads 'Katalin Marky'.

Katalin Marky  
Operations Manager  
Social Venture Partners Network Office



July 24, 2014

Re: Lisa McDonald, HelmsBriscoe

To Whom It May Concern;

I wanted to provide my personal testimonial regarding our use of HelmsBriscoe for the handling of our meetings and event contracts, and most especially, our personal HelmsBriscoe Representative, Lisa McDonald.

For those who handle corporate events and meetings, you will understand exactly what I mean when I say that the use of an agency like HelmsBriscoe can be a huge timesaver! The amount of time and energy that Lisa spends on our behalf saves me HOURS of work; time that I can spend on the many other aspects of my job.

It's not just the contracts, and the knowledge that Lisa brings to the negotiation table for us, it's also the huge pool of resources that HelmsBriscoe has in the hospitality industry. I think that using them gains us better pricing as well as better service.

Lisa McDonald is truly amazing at what she does! She doesn't just help with the site selection or the contract negotiations; she goes out of her way to get testimonials from people in her business if she hasn't personally seen the (potential) locations within the last few years. Then if she can't get recent testimonials, she'll do site tours on our behalf (when possible) or negotiate site tours for us. To top all that off, she reminds me of every little detail that I may otherwise forget... like attrition deadlines and deposits coming due. (Her calendar program must be awesome, I should really find out how she does it all!)

Lisa checks in with me regularly throughout every step of the process, emails me just prior to the events and follows up again immediately after each event. Somehow she even manages to thank *me* over and over, when it seems that I should be the one thanking *her*! Now that's service with a smile. ☺ I really don't know what I'd do without her.

Thank you very much, Lisa, for ALL you do.

A handwritten signature in blue ink that reads "Becky".

Becky Ellis  
Administrative Office Manager