



January 9, 2012

Michael Sussman
Helms Briscoe
21511 N. 39th Terrace
Phoenix, AZ 85050

Dear Mike,

I wanted to write a quick note to tell you how very valuable your work with Helms-Briscoe has been to me over the last few years, but especially the last few months.

As a person who was very “green” when it came to negotiating venues for our trade show, I cannot express how much your knowledge and guidance has helped me over the past few years. I appreciate all the hard work you put forth in getting us the best deals possible, especially in light of our constant and difficult budget restrictions.

Specifically, I want to thank you with your help with the Paris Las Vegas contract these past few months. Thanks to your expertise and attention to detail in the contract, we were able to secure a lower contracted room rate, which will help us tremendously when we market our room block to our attendees.

Secondly, I certainly could not thank you enough for helping to facilitate a solution for our location issue. I truly believe that without your help, we would have been between a rock and a hard place. Thank you for stepping in and using your contacts to get to the bottom of it and save us.

I look forward to continuing our working relationship together for years to come.

Sincerely,

Debbie Lahti
SPREE Trade Show Director

PS – Thanks for the show tickets too! You are the best! ☺