



This past year I had the pleasure of working with HelmsBriscoe, and more directly, with D’Arcy Klingle. In 2016 I was approached by D’Arcy to help us with the initial planning of our annual conference and finding the perfect venue. My first reaction was to hang up the “sales call” and continue planning as I always had. For some reason though, I wanted to hear what D’Arcy had to say. Once she explained what HelmsBriscoe offers to businesses for their meeting planning process, the first question out of my mouth was, “This all sounds great, but we are a non-profit and don’t have funding to pay for a service like this. Please send me the cost breakdown and I will get back to you.” Talk about skeptic, right? Well, D’Arcy stopped me in my tracks and explained to me there is no cost to working with them and they get paid through hotel room nights that are booked. After a little more back and forth, I decided to “take a gamble” by delegating some of the initial conference planning work to HelmsBriscoe. Thank God I did.

After telling D’Arcy our needs and wants, she put together and sent a comprehensive RFP to Las Vegas hotel properties, and from there monitored the incoming responses, vetting and summarizing, and highlighting the good and bad. She not only took over the initial outreach, but she helped me narrow down the list of potential properties, answered questions I had (or communicated with the properties if she didn’t have the answers), and setup site visits. Once the property was selected, D’Arcy then helped in contract reviewing, negotiating, and changes. After the contract was finalized and signed, D’Arcy continued to help with contract deadlines from payments to attendee numbers and hotel room booking to food and beverage.

I have been doing our organization’s conference planning for six years and D’Arcy was able to come in and act as an extension of our team – Everything was seamless. Any issues that came up, D’Arcy was on it and communicating with the property directly to make sure the problem was fixed. Additionally, after the conference, D’Arcy followed up on final contract pieces, gave me deadlines for our 2019 conference plans, and requested a room audit to ensure we received credit for all 2017 conference attendees who stayed at the hotel – We actually received a credit back because so many reservations weren’t recorded under our room block. D’Arcy was there from start to finish.

The first year and a half that D’Arcy helped us with our hotel site selection needs, she was based out of Asia, which I was nervous about, but the distance and time difference was NEVER an issue. I can’t say better things about D’Arcy and the work she did and does for me and our organization. She was what I needed and my planning process has been streamlined thanks to HelmsBriscoe. For anyone who has questions or reservations about working with HelmsBriscoe, call or email me – I would be happy to talk through more specifics.

Emily Ruzzine, Events Director  
Immunize Nevada  
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D'Arcy Klinge is extraordinary!

If you are planning an event, you want D'Arcy from HelmsBriscoe. For more than 20 years I have been involved in speaking at large events and conferences. Over the past couple years, our firm started organizing and offering our own visits. With two decades on the conference circuit, I knew what a well organized event looked like and felt like – and, well, which ones were more miss than a hit. I did not know how to plan for success.

That is where D'Arcy comes in. Here is what I love about her and the work she does for HelmsBriscoe: understanding the client needs and then, with an exquisite attention to detail, working with hotels and resorts on the client's behalf to prepare a range of options to be selected from moving forward. All of this at no cost to our firm! That's right – free.

As a seasoned professional, D'Arcy knows the industry well enough to let us know when good offers are coming our way from hotels, and when we need to be more discerning. She has been incredible at helping us navigate the intricacies of comps as well as add-ons. And she handles what I would describe as the tedious work of negotiating and hammering out a suitable contract with the venue.

We have used D'Arcy for small events of about 10 people up to events approaching 200 people. And I have first hand knowledge of D'Arcy's experience organizing conference events into the thousands of participants. Remarkably, her attention to detail, perky personality, and charm remains intact regardless of the scale that you are planning.

I offered to prepare this testimonial. It was unsolicited. I want other organizations across all sectors – government, non-profits and private business alike – to know that D'Arcy is an incredible asset for helping you plan your upcoming event. The work of HelmsBriscoe is unrivalled. We are a better organization because we use D'Arcy at HelmsBriscoe to plan our gatherings and events.

If you want to contact me directly to learn more about how phenomenal D'Arcy and HelmsBriscoe are, reach out at [idejong@orgcode.com](mailto:idejong@orgcode.com)

Sincerely,

Iain De Jong  
President & CEO  
OrgCode Consulting, Inc.

January 11, 2016



To whom it may concern,

The Taichung International Golf Society (TIGS) was assisted by D'Arcy Klingle in planning our annual Cross Straights Challenge social in Taichung City, Taiwan. D'Arcy's expertise helped us select a great hotel with competitive rates, concessions benefiting both TIGS and our attendees, and a contract to safeguard TIGS. D'Arcy provided professional and very timely assistance with venue identification, evaluation, and selection; event contracts, meals, and even transportation. Additionally, she was able to get us a variety of concessions in our contract (e.g., complimentary daily drinks at lobby bar, daily roundtrip shuttle services, and continental breakfast rolled into the group room rate, waived room rental, complimentary audio visual) that we would not have had the knowledge or bargaining power to negotiate on our own.

D'Arcy coordinated and attended several site visits for us, always replied to our inquiries in a timely manner, and provided us with a user-friendly recap folder of all of our meeting statistics once our meeting concluded. This post-event folder will help us tremendously in planning for future events, even though we plan to continue using D'Arcy as our site selection agent.

D'Arcy Klingle's industry understanding and expertise, (combined with HelmsBriscoe's experience and know-how) was a huge value-added to our site selection and contract negotiation process. Her involvement alleviated the intense leg work involved with event planning, and lessened many of the headaches that go along with it. Having D'Arcy on board was like having an extension of our team. It was a great pleasure working with her and I would highly recommend her to anyone planning an event anywhere in the world.

If you have any questions regarding my experience working with D'Arcy Klingle and HelmsBriscoe, feel free to contact me via email ([taichunggolfsociety@gmail.com](mailto:taichunggolfsociety@gmail.com)).

Sincerely,

*Rob Valentini*

Robert Valentini

Society President

Taichung International Golf Society