



National Association of Prosecutor Coordinators

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(610) 506-0201
<https://napc.us/>

January 7, 2021

Justin Wusinich
HelmsBriscoe
Via -mail: jwusinich@helmsbriscoe.com

Dear Justin:

I am happy to write the following comments about our organization's experience with you and your company.

“The National Association of Prosecutor Coordinators provides education and training to local prosecutors across the United States. Our national conferences are held in various locations around the country each year and require extensive negotiation and planning with different venues. Justin Wusinich and HelmsBriscoe provide us with extensive inside knowledge of hotel chains, locations and amenities. They present this information to us using detailed charts that allow us to compare several factors and make informed choices. They also negotiate with our selected venues to ensure that our organization receives the most favorable concessions and is well-protected in the event of a change in plans. This last benefit has been especially valuable since the COVID pandemic forced us to reschedule several planned conferences. Justin's inside knowledge and expert guidance has proven indispensable to our organization.”

Please feel free to contact me if you have any questions or need anything else.

Sincerely,

Michael R. Galantino
Executive Director



325 CHESTNUT STREET
SUITE 700
PHILADELPHIA, PA 19106

March 28, 2019

Justin Wusinich
Manager, Global Accounts
HelmsBriscoe

Justin came into our office two years ago, he had just moved back to the area and was eager to make new connections. He was personable and funny, and we hit it off immediately. Fast forward to today and Justin has executed countless meetings for the NLL. I am very lucky to have Justin as a partner, helping us create a new experience for our board meetings each and every time. Not only is he well versed in every major market, but he also has contacts across the country who are equally equipped to help us in making every meeting a success. I trust that Justin always recommends the highest quality venues at the best value leaving us in outstanding hands. He treats his clients as if they're the only client he's working with, which makes him a rockstar. He's accessible at any time and is always 10 steps ahead. Justin is invaluable and his expertise in the industry is beyond.

A handwritten signature in cursive script that reads "K Thomson".

Kirstin Thomson
Executive Assistant
National Lacrosse League



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Being a relatively small fish in a large pond of Pharma companies, we take pride in our relationship with Justin Wusinich of HelmsBriscoe to ensure we are finding the best locations for our meetings. Not only is his knowledge on the locations we search impeccable but his ability to make suggestions has been a true asset in the selection process.

HelmsBriscoe's negotiating power with properties allows our company to meet our budget as well as get the perfect property and location for the meeting need of our clients. The best part is that there is zero cost to us for this vast knowledge and excellent customer service.

A handwritten signature in black ink that reads "Michelle N. Chenevert" followed by a stylized flourish.

Michelle Chenevert
Senior Travel & Events Administrative Assistant



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December 20, 2018

Re: Reference for Justin Wusinich, HelmsBriscoe

Justin Wusinich far exceeds expectations as an account rep; he's become part of our team. He is always thinking ahead, sharing ideas, and looking out for my best interest. His many years as a global meetings planner helps us regardless of where we host events. He is such a pleasure to work with. Justin's professionalism, knowledge, connections, and great personality help to make our events successful from venue location to contract negotiations, to helping at the registration desk, if needed. He has become a priceless resource to me.

Justin, what can I say, you are not only a priceless resource to me; you're my sound-board, my other-half, and you've become my event partner. I truly love working with you... you make me look good and we have fun along the way. Don't ever stop what you're doing!

Sincerely,

A handwritten signature in cursive script that reads 'Mary K. Williams'.

Mary K. Williams
Marketing Manager



De Lage Landen Financial Services, Inc. | 1111 Old Eagle School Road | Wayne | PA 19087

December 11, 2018

To Whom It May Concern:

I applaud the patience, professionalism and positive attitude of my Helms Briscoe representative, Justin Wusinich. The consistent around-the-clock monitoring of deliverables, including contract modifications and last minute changes, exceeded my expectations and fostered a collaborative effort for everyone involved; where communications flowed effortlessly on a daily basis. It was a huge relief to arrive each morning and see responses and updates to feedback given to Justin the evening before.

I know I am not Justin's only customer, but that is the way he made me feel with all three events (USA, Spain, and The Netherlands) he helped me plan this year. His professionalism, calm demeanor, and cheerful attitude throughout the entire process was contagious and very much appreciated. I'm actually a little embarrassed to say that he even called me a couple of times just to "talk me off the ledge" when impending deadlines were a little too close for comfort; assuring me that everything would be fine. That is what I call "*Service that excels through the eyes of the customer!*"

It's still hard to believe that all I did was provide a list of my requirements and events dates, with or without a budget; and within 24 hours I had dozens of options to choose from. His research included each venue's proximity to the airport, annual and seasonal events in a specific location/region that might drive costs up, and local attractions and restaurants. Did I mention that he also negotiated pricing and amenities, and was always successful getting complimentary or reduced pricing on lodging, meeting rooms, or equipment? Justin's knowledge of the location and current trends, allowed him to leverage all available options and negotiate the best deal on behalf of DLL.

Anytime, someone tells me (usually with regret) that they have to plan an event – locally, nationally, or in another country – I'm quick to tell them not to worry and just use "my guy Justin" at Helms Briscoe. No one ever believes that Helms Briscoe handles every aspect of my event planning "*free of charge*", including working directly with DLL's Legal and Procurement departments to review, update and finalize all contracts. Best part of all, they make me look good! Thank you HB, and most of all thank you Justin!

Kind regards,

A handwritten signature in blue ink that reads 'Karen McCummings'.

Karen McCummings

Global Program Coordinator, Commercial Academy

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info@chiltern.com

November 15, 2017

Re: Justin Wusunich

To whom it may concern:

I am writing this letter to recommend to the excellent client services of Justin Wusunich of Helms Briscoe. I've been working with Justin less than a year and he has been providing venue resourcing for all of my last minute meeting needs. I had never thought I would need such a service, but realized the moment Justin entered into my professional world how much of an asset he's become.

Justin's abilities has increased time in my work day as I unload my meeting needs and requests. He is easy to work with, thinks out-of-the-box, and effectively communicates to me and on my behalf. He has been a true game-changer in identifying my meeting options, thus he has my highest endorsement.

Sincerely,

Shawn Clary

Shawn Clary
Manager, Business & Corporate Development