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To Whom It May Concern:

It pleases me to be able to recommend Verasolve for public relations and marketing, as the firm has significantly contributed to Bean, Kinney & Korman's awareness in the marketplace. Upon engaging with Bean Kinney, Verasolve became intimately knowledgeable and involved with our practice as well as that of our competition. Based on their thorough research and analysis, Verasolve presented Bean Kinney with a detailed and comprehensive Integrated Marketing Plan to better position us in our market. Verasolve helped the attorneys of Bean Kinney speak with one voice, representing the firm in a concise and consistent manner.

Verasolve has worked closely with us, providing strategic guidance as it relates to several aspects of our business. They have secured numerous media placements highlighting our attorneys and the firm on several topics in target publications such as *Virginia Business*, *Virginia Lawyers Weekly* and *Washington Business Journal*. When we have had specific accomplishments such as eight of our attorneys becoming LEED Accredited Professionals, Verasolve led a media campaign to highlight this accomplishment through article placements in *Construction Accounting & Taxation*, *Medical Facility & Design*, *Construction Specifier* and other relevant outlets. They also assisted with the positioning of this added value on our website and in our marketing materials.

When Bean Kinney celebrated its 50<sup>th</sup> anniversary this year, Verasolve helped coordinate a large celebration event, as well as providing all the marketing and promotion. They were extremely creative in developing a theme to demonstrate the decades of our firm's business. They developed a unique accordion-style invitation representing each decade, and matching posters were created for each of the event rooms. More than 300 guests attended, and we continued to receive compliments on the event and the invitation, well after the event date.

Verasolve has been a true partner to Bean Kinney. They are constantly making recommendations that will result in a positive return for our firm, and guide us away from initiatives that may not be as productive. We look forward to a continued relationship with Verasolve and are confident that they can also exceed your expectations.

Managing Shareholder

Bean, Kinney & Korman, P.C.