



Catherine L. Segarra  
President  
Foresight Management Development, Co.  
629 Market St., Suite 120  
Chattanooga, TN 37402

Dear Catherine:

I want to share with you my experience with the Management Development Program. I felt the program reinforced some of the management principles that I had applied over the years, but most importantly it has offered me new insights and approaches to apply the learned concepts, which I had not been exposed to. The sessions were very interactive, to the point and gave everyone the chance to collaborate and offer input, as we re-examined old assumptions and habits. Particularly helpful to me were the coaching sessions which kept me on-point and accountable for the implementation and practice of the learned concepts and ideas.

As a result of one of the ideas I got from the program, we went through a "shuffling/drafting" process for part time employees, experiencing a reduction in our WIP inventory of \$153, 870 in the month of July and a reduction in July overtime of \$1,304. We have sustained those levels in the months since. This was all due to ideas and implementation from one class. The MDP has really worked for us.

The best testimonial about the program is our commitment to enroll two additional key team members in January. I would highly recommend the MDP to any company which is serious about developing its management team by upgrading their skills which, to me, is a continuous process.

I hope the above feedback will help you and any future prospective company looking to evaluate the program. Thank you.

Todd Gaskill  
Plant Manager  
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