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Dear Catherine:

Our team began our process with Foresight through their Management Development Workshop last October. We were very impressed with their process, the unique methodology, the application of the techniques and skills, so much so, we decided to enroll our management team.

We are an 85 year old company, which has never engaged in management development training for its management team as in depth and comprehensive as Foresight. When I became President, the development of our human asset became one of my top priorities.

As I recently discussed with you and Candido Segarra, CEO of Foresight, applying the principles and ideas discussed in the program has made a significant difference in the way we run the company. Our management team is now an integral part of the collective decision making of the company and our team is more cohesive than ever. We meet now on a regular basis for brainstorming sessions. As a result, our communication, out-of-the box thinking, and strategic planning, have increased exponentially.

We are midway through the MDP process and our management team reviewed the sessions completed and techniques/skilled applied and the ROV to Zeigler is astounding. The ROV stretches across the organization, with impact on production, safety, quality control, sales, and administration. We estimate that we have realized economies totaling at least \$1.5 million thus far! We are excited about what changes and gains the next half of the program will bring.

As I mentioned before, I am extremely pleased at the results we've gained by enrolling our management team in Foresight's Management Development Program. I look forward to further and future collaborations with Jennifer Huffstetler, CLO at Foresight and your team.

I highly recommend Foresight's program to any company, large or small, who truly wants to take their managers and companies to the next level of performance.

Best Regards,

Ken Fitzgerald
President, CEO