

May 15, 2015

Terry Schmidt, President  
ManagementPro.com  
10758 Country Club Lane S.  
Seattle, WA 98168

Dear Terry,

We have worked together on three occasions in the last decade and I want to share just how critical the strategic thinking and planning tools you taught me have been in my leadership career.

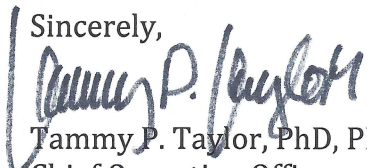
As you know, we first met when you taught a course on Strategic Project Thinking at the Los Alamos National Laboratory Management Institute in 2004. I readily recognized the value of your Logical Framework Approach and invited you to train the 45 person Safeguards and Security Group that I lead. We developed a fantastic strategic plan and clear goals using your concepts and all five of my teams exceeded their expectations. I knew we had tapped into something wonderful!

I continued to use the "LogFrame" Approach in my planning ever since. When I worked at the Office of Science and Technology Policy in the Executive Office of the President (2007 to 2010), I used the LogFrame frequently to develop strategic roadmaps and to organize Federal interagency activities to align policy and research agendas.

I joined the staff of Pacific Northwest National Laboratory in 2013, and recently invited you to help improve the strategic planning and project management skills among leaders in the National Security Directorate. My leadership team loves working with you, appreciates the benefits of your methodology, and is actively applying it projects and programs that improve national security.

You bring broad experience, wisdom, wit, and exceptional passion to your consulting and training. Your approaches make strategy simple, practical and actionable and can be a differentiator for national laboratory leaders at all levels. Working with you has been one of the joys of my leadership career and I highly recommend you to any leader who wants to make a greater impact.

Sincerely,



Tammy P. Taylor, PhD, PE  
Chief Operating Officer  
National Security Directorate  
tammy.taylor@pnnl.gov  
509-375-6714