



B.E.  
**MEYERS**  
& CO. INC.  
ELECTRO OPTICS

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14540 NE 91st Street Redmond, WA 98052 (425) 881-6648 FAX: (425) 867-1759  
E-mail: meyers@bemeyers.com  
1-800-DARK-NITE  
(327-5648)

Mr. Terry Schmidt, Founder  
ManagementPro.com  
P.O. Box 69197  
Seattle, WA 98168

Dear Terry,

You have facilitated our last two Strategic Planning Meetings. The first year we were in a huge growth explosion. In addition, most of our top management level was new. That year you helped all of us to get on the same page for the coming year. The new managers said that without the plan we laid out, they would have had a difficult time stepping into the company and managing the growth. We had a 300% growth year and we had the plan that allowed us to manage through it.

The second year this same management team had their feet firmly planted on the ground. That year you guided us into visionary long distance planning, plus drilling down into the strategic plan we were still implementing. We all felt we accomplished a tremendous amount and that the company had a clear vision for the future.

Without you as our facilitator, this would not have happened in such a clear and concise way. It helps the managers to know what goals to manage to and helps the owners focus our vision on the future of the company.

We look forward to working with you again during our next Strategic Planning Meeting.

Sincerely,

Brad and Nancy Meyers, Founders  
B.E. Meyers & Co., Inc.

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