

Lewis & Fowler Newsletter

February 2008



Sales Update

We are on-target for our sales goals in 2008. We have verbal agreements for new projects in Phoenix and in Denver. We expect to start the projects in early March. Referrals and introductions are an important part of our sales process and activity. We appreciate the value you bring to networking. Please keep your eyes open for new opportunities. Each of you is making a positive difference to us.

Team Awareness – Strengths

Do you find it easier to remember comments regarding your strengths or weaknesses? Have you thought about what your strengths are, do you pay attention to them, and do you leverage them? Believe it or not, often people find it much easier to focus on weaknesses rather than strengths.

At Lewis & Fowler, we are focusing on our strengths and leveraging them. One of the ways that we're identifying each person's strengths is by reading the book, [Now Discover Your Strengths](#), and taking the [StrengthsFinder Profile](#). The Profile measures 34 themes of talent and where you have the greatest potential for strengths. The outcome from the Profile is a report that identifies your top five strengths. Starting in March, you'll be receiving the book, compliments of Lewis & Fowler. You are requested to take the survey and return the results to Alice Navarro so that they can be shared with our entire team.

Our objective is to help each of us be aware of our strengths and those of our teammates.

Performance Plans

Our Performance Plans were re-vamped In January to mirror our strategic goals. A big **THANKS** goes out to you for your timeliness use of these templates for the performance period of January – June 2008.

Brown Bag Events

Glen Alleman presented a Brown Bag in Denver on February 20, 2008. We received good feedback back from the people who attended. Our team in Phoenix will be enjoying a Brown Bag event on Wednesday, March 5, 2008.

PMI Symposium – Denver, CO

Amy Fowler and Glen Alleman are **facilitating panels** at the PMI Symposium, April 11, 2008. We are also looking forward to participating in the **Career Fair at the PMI Symposium** that afternoon.

Thought Leaders Are Subject Matter Experts

Have you considered becoming a **Thought Leader** in your area of specialty? Thought leaders have expertise in the subject, and know both the theory and the practice of the subject -- not just knowledge of the terms and concepts. Qualifying as an expert includes:

1. A deep understanding of the theory of the topic
 - a. Read books of the topic, and write "cliff notes"
 - b. Read the literature and write "cliff notes"
 - c. Engage in "conversations" about the topic with peers on a formal basis – colloquia on the topic
2. Obtain certification(s) in the knowledge area
 - a. PMP, EV, Cost Analyst, INCOSE
3. Illustrate past examples of successful outcomes from this expert knowledge
4. Provide examples of extending this knowledge in some way.
 - a. To other areas, improvements in the same area, or changes in the knowledge or practice of the subject area
5. Have physical evidence of knowledge through papers, books, invited speaking engagements
 - a. Build bibliography of materials

IT Support

We have a new number for IT support. The number is **866-898-3609**. Brian Pam is still our support person.

New Opportunities and Staffing Needs

We are actively recruiting for Senior Project Managers, IMP/IMS Specialists, Planners, and Schedulers. We appreciate the quality referrals that have been sent our way. Please keep sending people our way!

Upcoming Events

- Phoenix Brown Bag – March 5
- CSIA CIO Auction – March 11
- Digi Girls – March 24
- Happy Hour, Denver – March 27
- Space Symposium – Colorado Springs – April 7 -10
- PMI Symposium Denver – April 11
- Women in Leadership – Phoenix – April 30

Welcome Aboard New Team Members

Diane Malone is working as a Project Manager in Denver, CO.

Mark Floyd is working as an International Project Manager.

