

Lewis & Fowler Newsletter

January 2008

Sales Update

We are excited about our activity and sales for 2008. We have a good start to the year. We are aggressively finding new clients within our Commercial and Aerospace/Defense sectors. In January, we closed business in Aerospace & Defense, Oil & Gas, Business-to-Business, and Premium Content Provider companies.

Each of you is making a positive difference to our existing business, and you help us grow. **Thank you!**

Lewis & Fowler Strategy 08 Meetings

In December, we held our 08 Strategy meeting in Phoenix, and in January, we held it in Denver. It was great seeing everyone and sharing our plans for 2008. We are looking forward to a great year. Several people suggested that we hold a strategy update at the middle of the year. It is a great idea, and we are going to be scheduling **strategy updates in July**. Stay tuned for the dates in July.

Establishing the Performance Measurement Baseline (PMB)

Glen Alleman is a presenter at the Project Management Institute, College of Scheduling, in Chicago, IL, in May. Glen is talking about how we learn from our experiences in aerospace and defense and leverage that knowledge in the commercial world. A key question is what does 'done' look like? Glen is giving Brown Bag sessions on this topic to our team in **February**. The PMB provides insight into not only the project's technical and programmatic activities, but the variances in these activities, the technical and programmatic risks associated with these variances and the mitigations needed to reduce these impacts. Please **accept your upcoming invitation to attend the Brown Bag**. It will be time well spent.

Quarterly Charity Contributions

As we continue to give back to the community, Lewis & Fowler is going to contribute to one of our associates' charities each quarter. For Quarter 1 2008; we are contributing to **Retinoblastoma of Arizona**. This charity organization is available to all families living in the state of Arizona whose child (children) has/have been affected by the retinoblastoma cancer. Their mission is to provide support, information, and an atmosphere where children who are fighting or have survived this horrible disease can socialize with other similarly affected children. Retinoblastoma of Arizona provides a venue for all affected families to meet and partake in monthly offered support groups and to partake in various fun filled, educational, and/or supportive activities.

We added two additional charities to the list, Habitat for Humanity and The Delores Project (a charity for Homeless Woman). Please continue to share the names of the charities that you want on our list. We are thinking about working with the Habitat for Humanity as a team event for Lewis & Fowler. What are your thoughts? Please provide your valuable input!

Professional Organizations

Dave Fleck is the Vice President of Social Events for the National Defense Industrial Association (**NDIA**). He will be working on the organization's social events, and will be coordinating their upcoming golf event. It is a great organization to meet other people working in the Aerospace and Defense sector.

We remain active the **PMI** organizations including the **College of Scheduling**. We are attending the 24th **National Space Symposium** on April 7 – 10, in Colorado Springs at the Broadmoor Hotel. It is the premier U.S. space policy and program forum. It is a great opportunity to gain information and interaction around all sectors of space including civil, commercial, and national security.

Career Resolutions

At the beginning of each year, it is common to set new resolutions personally, but do you do it for your career? What are your career resolutions for 2008? From an article by Calvin Sun some potential career resolutions are: Improve communication skills, become active in a professional organization, reconnect with a former colleague, boss, or teacher, improve your usage and grammar skills, publish an article on a Website, volunteer for an office event, give a presentation at a conference, train a co-worker in some aspect of your job. Often, we get so busy performing every day work that setting new goals and resolutions are often at the bottom of the list. For 2008, take a moment and reflect on your career and see what resolutions fit for you. Then, the next step is to select the top three, and then create an implementation plan to accomplish it.

New Opportunities and Staffing Needs

We are actively recruiting for Senior Project Managers, IMP/IMS Specialists, Planners, and Schedulers. We have implemented a **referral program** in appreciation of your efforts. Send folks our way! We look forward to our referral program being very active in 2008.

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Upcoming Events

- Brown Bag in Phoenix & Denver - Establishing the Performance Measurement Baseline (PMB)
- Women in Leadership – Phoenix – April 2008
- Women in Leadership – Denver – October 2008

Welcome Aboard New Employees

Danny Austin joined our team. He is working as a Project Manager in Dallas, TX.

Jim Ploeger joined our team. He is working as a Manufacturing Planner and Scheduler in Phoenix.

