



From: Greg Warnke

Subject: RE: Phoenix Management, Inc.

Anyone in this company who contributes to a project will benefit by a good product development seminar. The internal team-work by focusing on common goals and objectives in a common efficient method is very powerful and effective.

Comparing two seminars, Ron Lafleur's project management seminar by Cadence Management Corp. and the Phoenix Management, Inc. product development seminar, I learned and use more tools from the Mark Paul seminar by Phoenix Management, Inc.

The class was informative, the documentation is well written, and the follow up was unexpected. Mark Paul came out to visit the customer satisfaction department to see how I was applying what I learned and to assist in techniques unique to the type of projects I am assigned.

I am in control of projects I am assigned and I can measure the value of using specific techniques learned.

I give it a thumbs up.

Greg