

George S. May International Co.
Park Ridge, IL.

Gentlemen:

George S. May has helped me in the past with my Motorcycle Dealership in [REDACTED] and has now helped me with my Private Country Club in [REDACTED]. First, a word about the help with [REDACTED] Harley-Davidson. You have helped our company to grow significantly due to the management improvements that have been put into place.

On August 30, the team of three consultants arrived at my request to assist me with improvements at the Country Club. I inherited the Country Club from my Father. He used the Country Club as a tool to improve his overall tax situation. We were forced to change this strategy to a business that would operate for profit. Within four days I realized that the organization and mission of the club would need diligent training. I therefore purchased the MSP and E-Learning. At the same time I began to work on the task and job descriptions to integrate my management team.

The team also took on the financial side of the business and put into place, Budgeting, Cash Flow Management and Management reporting to allow me and the other leaders of the club to understand on an exception basis where issues would arise.

They pointed out that the key to improvements in the club was to increase membership and to control costs without sacrificing service for the membership. To that end we have elected to keep the level of staff at the same level and to hire a heavy hitter for our marketing campaign. We have controlled our cost by reducing overtime, controlling our benefits by offering a cafeteria plan and have focused the whole team on achieving member satisfaction.

The team that you put into place did a good job and has achieved my level of satisfaction with the overall job that was accomplished. I have signed a retainer for the future and look forward to using George S. May again in the future. I am a satisfied client and hope that George S. May will continue to provide good service to myself and other clients for a long time into the future.

Sincerely,

[REDACTED]
[REDACTED]

P.S. I would like to extend congratulations to [REDACTED] the Project Director who spent additional time working with me personally to increase my ability to function as an owner and leader for this organization. [REDACTED] for his Budget work. [REDACTED] for his outstanding work on marketing and suggesting a retainer program that I would like to have him personally back for.