

The Sinclair Advisor



E-News for our clients, prospective clients, and Associates

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Welcome to *The Sinclair Advisor*, a monthly electronic newsletter for clients and Associates of The Sinclair Advisory Group LLC. The Sinclair Advisory Group is a leading provider of strategic planning, leadership development, and expert advisory services to government agencies and private industry.

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DOMERGUE NEW DIRECTOR OF CLIENT SERVICES

On May 2, Chris Domergue became Sinclair Advisory Group's new Director of Client Services. In this position, Chris will manage existing client relationships for SAG, ensuring that our clients receive exceptional service and that we are doing all we can to meet and anticipate their needs. Chris will provide day-to-day management of our company's key projects and accounts.

"I am very excited about this new opportunity," he told us. "It is a wonderful chance for me to support great clients who can benefit from the outstanding service Sinclair provides, and to help the company grow and develop."

Chris is a former Associate Partner in IBM Global Business Services, where he most recently led a team of clients, IBM employees and subcontractors to deliver a \$100 million program by developing a platform to support more than 45 million inbound and outbound phone calls related to the operation of the 2010 United States Census. Before coming to IBM, he worked as Manager for Accenture and has supported dozens of Public Sector and Commercial clients in his career. He is a 1999 graduate of the Robert H. Smith school of Business at the University of Maryland at College Park.

"Hiring a Director of Client Services is the next step in our plan to make our company grow and process," said Seth Sinclair, SAG's Chief Operating Officer and Member. "Chris will help us guarantee all our work is of the highest quality, and our consulting and support services are the best in the industry. We're very fortunate to have him join us."

Welcome Chris at Chris.Domergue@sinclairadvisorygroup.com.

SINCLAIR IN SOCIAL MEDIA

We hope you are enjoying receiving our newsletter, which is now in its third month of publication. To continue to improve our ability to communicate with you and with our clients, Sinclair Advisory Group has begun a blog, called *Sinclair Speaks*, which you can find either through our website (at www.sinclairadvisorygroup.com) or by going directly to our blog at <http://sinclairadvisorygroup.blogspot.com/>.

You can like us on Facebook here: [Sinclair Advisory Group Facebook Page](#)

We're going to make our LinkedIn page more active: [Sinclair Advisory Group LinkedIn Page](#), or you can add Seth Sinclair to your network here: [Seth's LinkedIn Profile](#)

And, if that isn't enough, you can now follow us on Twitter at [@SinclairAG!](#)

Every week, we put up a new blog post from one of our Members or Associates, to help establish our thought leadership in the areas of strategic planning, strategy alignment, leadership development, and advisory services. Today, we'll put up messages about the May newsletter on Facebook and Twitter, and we'll post a copy of the new newsletter to our website.

You can help us as we enter this new world of social media marketing. We hope as many of our clients and Associates as possible will follow us on Twitter, friend us on Facebook, connect with us on LinkedIn, comment on our blog posts, and check out the changes to our web site.

Finally, we are very much interested in your ideas for additional content for each area, as well as any ideas for newsletter articles you may have. If you've got any thoughts you'd like to share, email Ev Chasen and Seth Sinclair at sinclairadvisorygroup@gmail.com. We're looking forward to hearing from you!

APRIL BLOG POSTS

If you haven't visited our *Sinclair Speaks* blog yet, here are the articles you've missed. Check them out at <http://sinclairadvisorygroup.blogspot.com/>.

- *Strategic Planning in a Nutshell*, by Seth Sinclair. Why every organization should have a strategic plan, and which basic steps any organization should take to create one.
- *Communication in Change Management*, by Ev Chasen. Learn the six steps leaders must take to successfully communicate significant changes to their organizations.
- *Why Experience Counts*, by Sandy Garfunkel. Reasons you may not have otherwise thought of explaining why hiring experienced executives as consultants is a good idea.
- *Leadership Development is Essential, Especially When Budgets are Bad*, by Stan Sinclair. Which areas managers should avoid cutting, even during bad budget times--and why.
- *Hiring Retired Executives*, by Seth Sinclair. Why hiring consultants makes sense for government agencies and others.
- *Why Work Part-Time*, by Seth Sinclair. Here's why many retired government executives now do part-time consulting work (and it's not just for the money!)

SAG STRENGTHENS HR SUPPORT

Sinclair Advisory Group's motto is "Excellence Through Experience," and one area in which our level of experience particularly benefits our Federal customers is Human Relations (HR). Those who work in Government HR know there are vast amounts of legal requirements governing the federal workplace, and that hiring reform, a focus on telework, and the need to recruit and train a new generation of federal employees has made successfully managing HR and EEO programs more complex and difficult than ever.

SAG's roster of associates includes a team of highly experienced federal HR professionals with expertise across all HR disciplines. Many of our clients have called on them to assess their organization's compliance with federal regulations, to help them comply with title 5 and title 38 of the United States Code, and to assess and recommend improvements to their HR programs.

Now, we're expanding our services to include HR as part of our operational planning programs, in which we help clients to create realistic and actionable strategic plans that provide them with a framework for fulfilling their organizational mission, vision and goals. Having a correctly sized organization is essential to implementing successful strategic plans. Mission expansions cannot succeed if there are not enough people to properly accomplish the new tasks that are required. In the current budget climate, many agencies' resources are contracting, and as they plan to meet their responsibilities with diminished funding, every FTE has to be productive, and rightsizing strategies must be considered and implemented.

Our HR capabilities are one more reason why SAG's Strategic Planning services are the best in the industry for government agencies, and why they offer tremendous value to those agencies and to the American taxpayer. If you'd like to discuss our entire range of planning support, contact Seth Sinclair at Seth.Sinclair@sinclairadvisorygroup.com.

ASSOCIATES' AREA

Blog posts: In the list of April blog posts above, you'll notice that Associates Sandy Garfunkel and Ev Chasen are both credited with having authored articles. If you've got an idea for a future blog post, email us at sinclairadvisorygroup@gmail.com, and we'll help you get it written! Also, please don't forget to friend us on Facebook, follow us on Twitter, and connect with us on LinkedIn. It's an important way to stay connected, and help our business grow!

THE LAST WORD

You are receiving this newsletter because you either are, or have expressed interest in becoming, a client or Associate of Sinclair Advisory Group LLC. To unsubscribe, click [here](#), and type "Unsubscribe" in the subject line of the memo.

Sinclair Advisory group is located at 13665 Dulles Technology Drive, Suite 200, Herndon, VA 20170. Our telephone number is 703-885-8180. We are a Veteran Owned Small Business, an Equal Opportunity Employer, and a GSA Contract Holder (Contract Number: GS-10F-0272V.)

Visit us on the web at www.sinclairadvisorygroup.com.