



July 9, 2020

Re: Pivotal Strategy Group

Merry has been working as a consultant for my business since August 2015. Since that time, she has worked closely with my team to plan, focus and execute on a corporate level, helping them become better managers and leaders. As a consultant, she is an integral part of our management team, coaching and training our less experienced managers, making them more aware of their rolls and how think as managers.

Strategically, Merry focuses on operational deficiencies and implementation of approaches to improve the direction this company is headed. She works on a countless number of projects to include practice growth and expansion, hiring talent, staff and management training, employee and patient engagement, conference strategies, marketing, public relations, budgeting and overall business operations. She has also implemented project management processes that have kept projects move forward with minimal disturbances.

Merry is completely immersed in our company culture. She is more than a consultant; she is a partner in this company in the sense of growth and expansion. She always uses the phrases “us, our company, our practice, our business and our team” confirming her dedication to this company and the clients she serves.

You might think you don’t need her services but, hire **Pivotal Strategy Group** today!! It will be the best decision you make. They will perform a complete analysis of your business, find all of the holes and present you with a plan to fix those holes while strengthening your company’s foundation.

With Merry, you have a business partner not a simple consultant or business coach. You get a person who cares about you and your business. You get a person who has the ability to make things go right!

If you have any questions regarding Merry McFadden or Pivotal Strategy Group feel free to call me.

Carlos A. Martinez, PT, DPT  
President

[WWW.CAMPHYSICALTHERAPY.COM](http://WWW.CAMPHYSICALTHERAPY.COM)

Phone: (301) 853-0093 Fax: (301) 853-0096

Hyattsville  
3311 Toledo Terrace Suite A1  
Hyattsville, MD 20782

Laurel  
14205 Park Center Drive Suite 204  
Laurel, MD 20707

Glenn Dale/Bowie  
12150 Annapolis Road, Suite 305  
Glenn Dale, MD 20769

Charlotte Hall Veterans Home  
29449 Charlotte Hall Road  
Charlotte Hall, MD 20622

Silver Spring  
2730 University Blvd, W. Ste 802  
Silver Spring, MD 20902