



South
Suburban
Montessori
School

July 27, 2016

South Suburban Montessori School enlisted the expertise of Reed Sumida of Independent School Performance Group (ISPG, Inc.) almost two years ago. We initially reached out to Reed to look for help with a re-alignment of the school's administrative responsibilities. This project was specifically aimed at guiding, mentoring, and helping our Head of School function at a more strategic or higher level rather than on the day-to-day tasks of the school. The positive and professional guidance, experience, and wisdom provided to us through this initial project then lead us to enlist Reed's expertise with designing and implementing a strategic marketing plan for South Suburban. This marketing plan included looking at internal and external marketing initiatives, helping to define our school's key messages, and implementing a consistent admissions process.

Reed was an invaluable resource to our school. He was respectful and professional yet not afraid to ask the tough questions and say the necessary things. His foresight and accurate assessment of our school's position allowed us to precisely recognize our strengths and resource and how to use those to our advantage. He helped us clearly identify our challenges and how to minimize and manage those challenges for the betterment of the entire school community. He did all of this while always recognizing and respecting our unique philosophy of education and the school's mission.

Reed continues to be an important member of our school community. He continues to check-in, advise, support, encourage, and guide our community whenever needed. He is only a phone call or email away and we know that we can always look to him for guidance and support. We are very grateful to Reed and ISPG for what he brought to our school community. His knowledge, expertise, and encouragement have forever changed the strategic direction and the growth of our community.

Blossom Hill Complex
4450 Oakes Road, Bldg. 6
Brecksville, Ohio 44141

P. 440.526.1966
F. 440.526.6026

www.ssmsmontessori.net