



CHEMICALS AND PIGMENTS
Jackson Laboratory
Wilmington, Delaware 19898

July 31, 1990

Mr. Michael J. Gelb
President
High Performance Learning
4613 Davenport St., NW
Washington, DC 20016

Dear Michael:

Here is the summary of how I feel about your course and especially of the Mind Mapping technique:

Over 200 members of our R&D division have attended High Performance Learning training sessions, and the results are overwhelmingly positive. Michael Gelb has a very refreshing way of uncovering the abilities you didn't even know you had. In addition to awakening creativity and imagination, Gelb's approach also heightens analytical and organizational skills. His focus on teaching Mind Mapping as a thinking tool is powerful and enabling; it becomes almost an instinctive mental process that yields real benefits.

One recent example from my own work involved the use of Mind Mapping to integrate a large amount of apparently unrelated data on a pulp bleaching process. I put the data on a Mind Map, and as I began to make connections between the various elements of the process, I could identify and define an invention for which a patent is now pending. This would be an important patent for this technology. The Mind Mapping process took less than one hour and clearly was the key to defining and refining the new invention.

In summary, the benefits of High Performance Learning in professional and personal life are astounding. I wholeheartedly and enthusiastically recommend Michael Gelb's work.

A handwritten signature in cursive script, reading "Madhu D. Jayawant".

Madhu D. Jayawant, Ph.D.
Sr. Research Associate

MDJ
Enc.