



Michael Schmidtman
“Mike”
Warrenton, Va.

Spouse: Kathleen, married 1987

Children: Katelyn (25), Lindsay (23) and Madelyn (21)

Post-Brooks education: Eberhard Karls University, Tuebingen, Germany, 1975-1976

- B.A., Kenyon College, 1977

Career:

- 1977-1984, self employed
- 1984-1988, Harris Lanier
- 1988-1998, Inacom Corporation
- 1998-2007, Strategic Products & Services
- 2008-present, self employed, Trans4mers LLC

Open Essay

After Brooks, I spent two years hitch-hiking across Europe. Then, in college, I took a wide variety of courses in many fields. I had trouble getting enough for one major.

After college, my brother and I bought and ran a hotel in northwest Maine. The bar got most of our attention. I consider the three years running the hotel my Business MBA.

I got involved with computers and Information Technology in 1984 and have been in that field ever since. I spent two years in direct sales, then the next 22 in sales management and leadership. I was director of sales for Inacom Corp, a \$2B IT distributor. It went out of business in 1999. At the time, it was the biggest bankruptcy in US history (until Enron). I probably contributed, but did not directly cause the bankruptcy.

In 2007, I realized I don't take direction well and became a sole

practitioner. Currently, I am a business coach to mid size MSPs, solution providers and IT resellers. I teach practices to grow sales and recruit talent. I was active for years with the National Speakers Association and was Washington D.C., chapter president in 2012.

I now live in the northern Virginia country on a small farm with horses, alpacas and goats.

I have many fond memories of Brooks.

- The many outstanding teachers, including McVey, Ward, Keaney, Dunnel and King.
- My year rowing, and our descent from 5th team to 6th, to 7th to 8th. That took teamwork.
- Mr. King's feedback on art projects "Funky-Pithy-Gutsy-Gritty."
- My invitation to Peter Bross's North Shore estate for an elegant luncheon. I had never seen such an array of assorted knives, forks and spoons in my life. I had no idea which utensil to use and when. Of course, they served Cornish Game Hen, about the worst food to gracefully eat with said cutlery. Stuart Hatcher and I both flunked this etiquette test, according to the other attendees.
- "Night Gallery" in Hells Corner.
- Watching the Three Stooges and Perry Mason in the smoking room.
- Alex Khanamirian spoofing/singing Gary Puckett songs.
- Kevin Gould's haunting photographs of people and faces.
- Somehow not getting expelled.
- The tragedy of Trunk O'Brien.
- Richard Spencer in "The Threepenny Opera."
- People confusing Richard von Mayrhauser and me because we both had German names.
- Dropping a water balloon on John Brock's head from the second floor of PBA and not getting caught.
- Trying to ferment wine in my closet.
- The "two cigarette-long" walk to Treadwells.
- Paul Valentine's sardonic sense of humor.
- Michael Madden's sardonic sense of humor.