LETTS CONSULT

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LETTS CONSULT November 2026 Newsletter

1 message

Letts Consult <info@letts-consult.com> Mon, Nov 9, 2026 at 10:44 AM
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Building Momentum, Creating Opportunity

As we move into November and approach the end of 2026, we're continuing to focus on what matters most at LETTS CONSULT: connecting people, developing talent, and helping businesses and professionals prepare for what's next.

This month, we're excited to introduce **TalentSelect™**, a new offering designed to help organizations streamline the candidate screening process and make more informed hiring decisions. We're also highlighting our **Fractional HR services** and the ways we support businesses navigating evolving workforce needs.

We're continuing the conversation around professional growth, sharing how LETTS CONSULT can support individuals through leadership development, career transitions, resume and LinkedIn reviews, and job search guidance.

On a personal note, I am also delighted to share that I was recently appointed to the Board of **Coastal Concerts**, a nonprofit organization dedicated to bringing world-class classical chamber music to the Delmarva region. I have always believed that leadership and community involvement extend well beyond the workplace, and I look forward to supporting an organization that brings people together through the arts. And for those who missed our October Leadership Roundtable on **Quantum Readiness**, we're sharing the recording of this timely discussion.

As always, we've included articles and insights, a little inspiration, and another **Did You Know?** feature.

As the year winds down, I hope this month's newsletter offers something that sparks a new idea, creates an opportunity, or inspires a meaningful conversation.

— Gail Letts, LETTS CONSULT CEO

Introducing TalentSelect by LETTS CONSULT

Identify the Right Candidates. Focus Your Time Where It Matters.

Hiring the right talent is critical, but reviewing dozens or even hundreds of resumes can be time-consuming for hiring managers and business leaders.

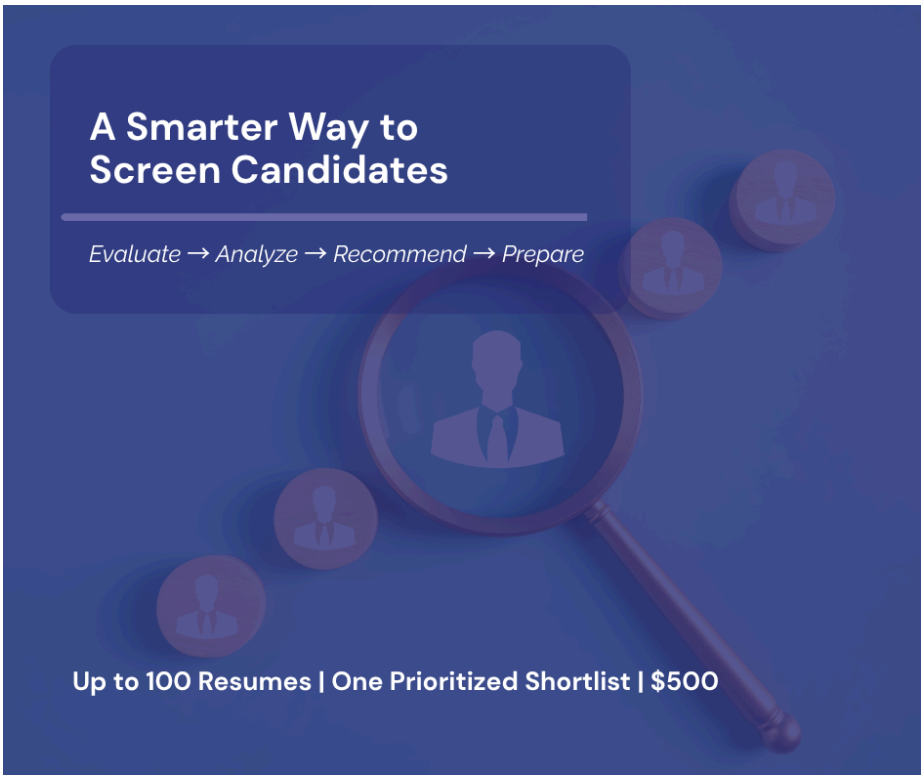
That's why we're excited to introduce **TalentSelect**, a new offering from LETTS CONSULT designed to simplify the candidate screening process and help organizations focus on their most promising applicants.

For a flat fee of **$500 per position**, our team evaluates up to 100 resumes against your defined job requirements and selection criteria, providing:

- **Candidate Evaluation:** Review of qualifications, experience, and alignment with the role.
- **Prioritized Shortlist:** A focused list of recommended candidates with clear rationale.
- **Targeted Interview Questions:** Questions designed to help assess strengths and potential gaps.

The result? Less time reviewing resumes, a clearer path to qualified candidates, and a more informed starting point for your hiring decisions.

Interested in learning more? Connect with LETTS CONSULT to see how TalentSelect can support your next hire.



Contact Us To Learn More



Learn More

In the Community: Gail Letts Joins Coastal Concerts

We're proud to share that Gail Letts, CEO & Founder of LETTS CONSULT, has been appointed to the Board of Directors of Coastal Concerts!

With a lifelong passion for classical music and extensive experience in executive leadership and strategic planning, Gail brings a unique combination of expertise and enthusiasm to this role.

Coastal Concerts is dedicated to bringing exceptional musical performances to the community, and Gail is excited to support the organization's continued growth and success.

Congratulations, Gail! We look forward to seeing the impact you'll make in this new role.

Thank you to the Cape Gazette for featuring this exciting news!

repertoire. His career took off after he

Coastal Concerts names new board member Gail Letts

Coastal Concerts recently announced the addition of Gail Letts to its board of directors.

As a skilled musician and CEO of a management consulting firm, Letts has the singular distinction of being a former corporate executive and banking industry leader who can also sit down at a concert piano and perform a Beethoven sonata.

Coastal Concerts Board President Lee April said, "It's those rare combination of skills coupled with her passion for classical music that make Gail ideal to be involved with Coastal Concerts."

Now retired from banking and living in Rehoboth, Letts operates a consulting company to assist businesses in developing their workforce and to help professionals perfect their skills.

Once a month, she travels to Washington, D.C., to take lessons at the Levine School of Music with accomplished pianist Jason Solounias. She is currently learning the musical intricacies of Beethoven's "The Tempest." At Coastal Concerts, April has asked Letts to work with its board to develop a strong, comprehensive strategic plan to ensure that the organization continues to thrive for many years to come. "Gail's leadership and organizational skills should be of enormous help," April said.

It's a project Letts enthusiastically embraces. "Already, I love the energy on the Coastal Concerts board," she said " Everyone is vocal, speaks up and is listened to. It is a very engaged board. They all work really hard and love what they are doing. I'm really thrilled to be part of it."

Letts said she is excited to experience the upcoming Coastal Concerts performances, especially the Oct. 24 concert by renowned pianist Awadagin Pratt and the All-Beethoven program by the American String Quartet in January.

A dedicated golfer, Letts serves on the board of the Delaware Women' Golf Association. She and her husband, Rick, have one daughter, Kimberly; a son-in-law; two grandsons and two treasured dogs, Regi and Max.



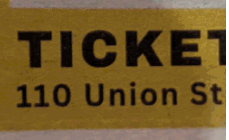
SUBMITTED PHOTO

GAIL LETTS, a skilled musician and retired banking industry leader, has joined the Coastal Concerts board of directors.











Leadership Roundtable Recap: Preparing for a Quantum Future

In October, LETTS CONSULT welcomed an expert panel for our Leadership Roundtable, Quantum Readiness: What Business Leaders Need to Know.

Our discussion explored the emerging impact of quantum computing, the potential risks to cybersecurity and data protection, and why organizations should begin thinking about quantum readiness today.

A special thank you to Aaron Faulkner, Co-Founder of TYCHON; Sean Lindsey, former PKI & PQC Lead at Mastercard; and Garland Garris, former FBI leader, for sharing their expertise and practical perspectives.

Missed the conversation? Watch the full recording to learn why quantum readiness is becoming an important consideration for business leaders across industries.

Learn More



Building the Workforce Your Business Needs For 2027

A company may have ambitious plans for growth, expansion, or transformation. Yet without the right talent, leadership capabilities, performance expectations, and compensation structures in place, even the strongest business strategy can fall short.

Learn more



How AI Is Changing Cyber Threats - And Cybersecurity - For SMBs

Small and medium-sized businesses (SMBs) have long been at a disadvantage on cybersecurity. State-of-the-art cybersecurity and resilience programs have historically been expensive and pursued only by the largest companies with the largest budgets.

Learn more



Sleep Deprivation Is A Leadership Problem

Sleep deprivation remains widespread among leaders, and many leaders underestimate how much fatigue affects their performance. A new survey of 1,009 U.S. managers and executives suggests that the problem is less about individual sleep habits than about workplace culture.

Learn more

How To Check AI Financial Advice Before You Act On It



Now, more people are turning to ChatGPT, Claude, Grok and other AI tools for instant answers, fact-checking and context, including questions about investing and personal finance. But treating a chatbot as an arbiter of fact can be risky.

Learn more

What's Next in Your Professional Journey?

Wherever You Are in Your Career, We Can Help You Move Forward.

Whether you're exploring new career opportunities, preparing for your next leadership role, or simply looking to strengthen your professional presence, having the right guidance can make all the difference.

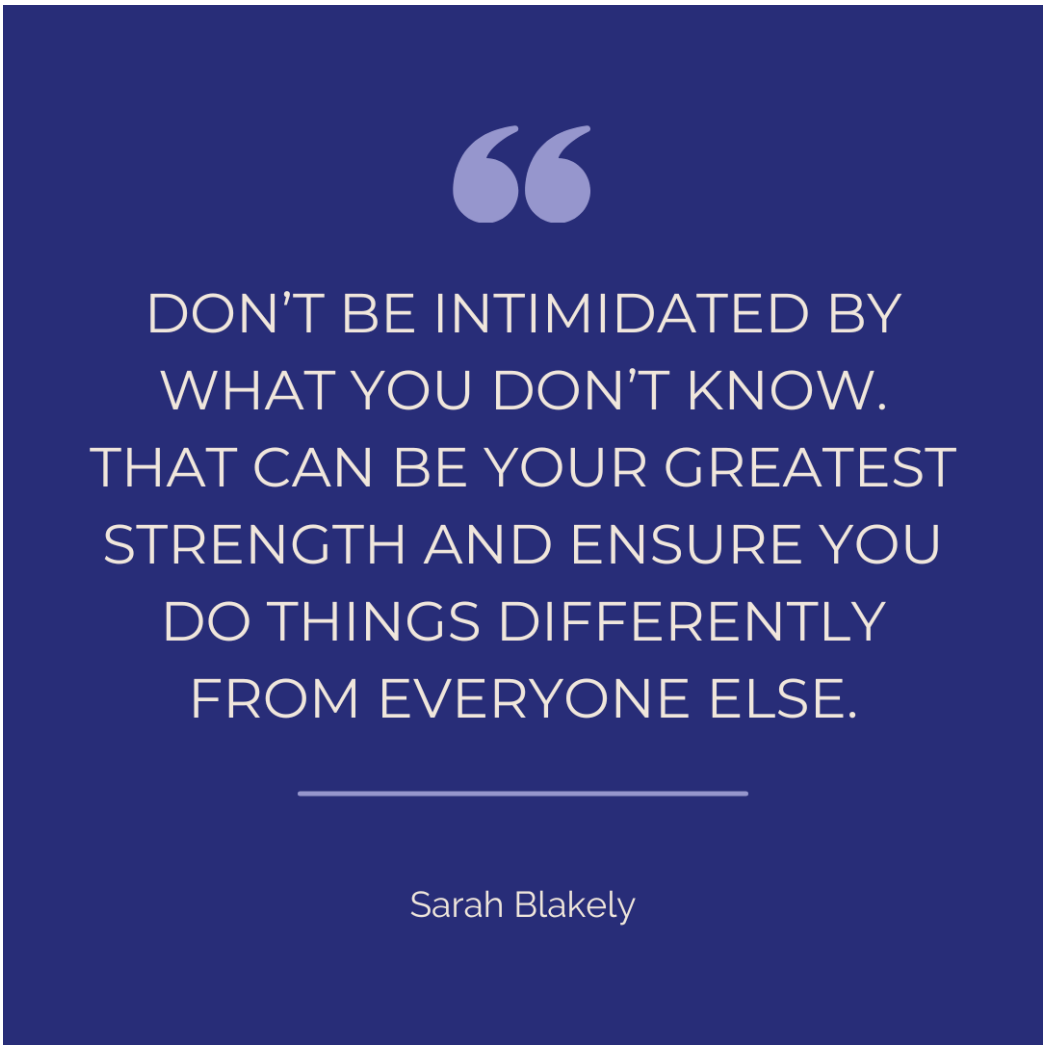
At LETTS CONSULT, we work with professionals at various stages of their careers to help them identify opportunities, build confidence, and take meaningful steps toward their goals.

From leadership development and executive coaching to resume and LinkedIn profile reviews, career guidance, and job search support, our services are tailored to meet you where you are and help you get where you want to go.

Ready to take the next step? We'd love to start a conversation about how we can support your professional journey.

Chat With Us




DON'T BE INTIMIDATED BY WHAT YOU DON'T KNOW. THAT CAN BE YOUR GREATEST STRENGTH AND ENSURE YOU DO THINGS DIFFERENTLY FROM EVERYONE ELSE.
Sarah Blakely



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