



**Participant comments from Jeff Mowatt's
"Becoming a Trusted Advisor"
seminars held April 4th & 5th, 2017**

"This session will bring an increase in confidence, a level of comfort and ultimately sales results."

John Walroth, Executive VP

"This session helped our organization shore up our selling skills while still allowing our individual personalities to remain as part of the sales process."

Bill Mitchell, Vice President, Business Development

"As I implement these concepts and techniques I will be more effective and productive; measured by increased sales and closer customer relations - a win-win situation."

John Bukowski, National Account Manager

"This will help to bring a common language to our sales force. Solid foundation for building skills."

T.C. (Terry) Shoreman, President

"This will be a spring board to help us improve our (my) sales techniques for better success."

Rob Ruppert, National Accounts

"This will help to move sales forward."

Brian Grace, Regional Sales Manager

"This has given us some formal training. Should get the company thinking about the whole sales/service process and hopefully we will extend this to our field organization."

Chad Rosenthal, Nam – GUP

"These organization skills will help me close more accounts."

Mike Reeks, Director Wastewater

"This will improve confidence in customer discussions."

Steve Freeman, National Account Manager