



**Participant comments from Jeff Mowatt's presentations held in  
Winnipeg March 28 & 29<sup>th</sup>, 2004**

***"It was like a light bulb lit up in my head and showed me some of my inadequacies of which I was unaware of."***

Laura Chatt, Stylist/Vice President, Incognito Hair Company

***"I haven't had a price increase in two years and have struggled with that decision. I will use the 'Rule of 3' to introduce a new price list."***

Maryann Greeaeug, Nail Technician, Just Because...Nail Salon

***"Jeff's session was excellent! My staff will enjoy the information very much. The ideas Jeff has discussed make a lot of sense. Thanks for the encouragement."***

Shelly Mack, Owner/Stylist, Mack's Reflections Hair Studio

***"Great selling tips. This will help me feel more comfortable selling to my clients."***

Cindy Mantei, Hairstylist, Hairitage Salon

***"Jeff's session will help change how I upsell."***

Lana Lamoureux, Owner, Riverside Hair Design

***"Jeff's session will help increase our credibility in our city."***

Tracy MacGranachaw, Owner/Sytlist, Hairitage Salon

***"I'm very excited to share Jeff's ideas with my coworkers. Especially concerning some new effective ways to converse with our clients."***

Nicole Nicol, Owner/Stylist, Shear Art Hair Design

***"Jeff shared some great information for all the stylist. It was a great session that will create positive dialogue between staff and clients."***

Lynn Marushy, Stylist, Rituals Hair & Skin

***"Jeff's session will help me sell products better."***

Brigitte Denby, Stylist/Manager, Syrens Hair Studio

***"Jeff's session has encouraged me to be more thoughtful with what I do with my clients. It will be a more enjoyable and a great place to be."***

David Repuer, Sytlist, Rituals Hair & Skin