



Participant comments from Jeff Mowatt's presentation held November 28, 2003

"Influence with Ease will open the door for clients to stay and listen to our sales people. Too often the door has been slammed shut."

Vanda Jordan, Business Development Manager

"Although the ideas and lessons we learned were subtle, they were very powerful, useful and memorable."

Ann-Marie LeBlanc, Business Development Manager, Canada Mortgage & Housing

"This will help me focus on certain strategies as well as to personally help me stay on track."

Ermanno Tasciotti, Business Development Manager

"This program will help us turn repeat customers into more loyal customers."

Terry Bainbridge, Manager, CMHC

"Influence with Ease will give confidence to the sales force because it will be easier to sell. There's less fear of a 'no'."

Eric Besuer, Business Development Manager

"Jeff's program will increase customer service, increase sales and I will be much more focused."

Dixie O'Rourke, Business Development Manager

"I'll be able to take this into the field and share/use the ideas."

Peter Lewis, Business Development Manager

"These tips will assist me in assisting the sales force with sample conversations in order to sell more mortgages."

Mark Squire, Business Development Manager

"This provided a refresher, new ideas and charged batteries."

Paula Gibson, Business Development Manager

"This provides the sales staff with all the right ideas to sell successfully."

Frazer Deering, Business Development Manager