



**Participant comments from Jeff Mowatt's
"Influence with Ease – Competing Beyond Price"
seminar held May 7th, 2013**

"This changed my outlook on handling the customer from start to finish."

Ken Peterson, Sales Manager, Hart Modular Homes

"This helps realign our strategy on customer service."

Jim Pushor, Owner, Chaparral Homes Kelowna

"When selling anything we will focus on choosing words more carefully."

Trent Kell, Manager/wholesale Finance, Champion Homes

"This will generate improved customer perceptions of our service."

Dean Johnstone, Sales Manager, SRI Homes

"I can use these strategies to make changes myself and share with other employees."

Ken Jennings, Manager, Wayne Modular Homes

"I will take the information I learned today to my sales staff."

Walter Fontinha, Sales Manager, Champion Homes

"Jeff" session generated positive energy. We'll also update our website and hone our intangible skills."

Kimme Loudoun, GM/Owner, Accent Homes

"This will have a positive impact on both me and my organization."

Tyler Lutz, Sales, Amco Homes