



Saskatchewan Research Council
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October 12, 1999

Mr. Jeff Mowatt
J.C. Mowatt Seminars
2206-29th Ave SW
Calgary, AB T2T 1N7

Dear Jeff:

Marketing and Sales Leader's Training

Thank you for your excellent marketing and sales leader's training for senior management and section leaders at the Saskatchewan Research Council.

Your presentation gave participants tools that will enhance both marketing and sales skills.

Your commitment to excellence was demonstrated throughout the session and will assist us to achieve our goal to increase the effectiveness of our technical staff to secure research contracts.

The telephone interview to key participants prior to the session ensured that all concepts were practical, usable and completely relevant.

The participant reaction was positive with the average evaluation rating the training 4.2 out of 5. The session was lively and interesting and hosted with a tremendous amount of energy that encouraged participation.

It was a pleasure to participate in this session.

Yours truly,

A handwritten signature in cursive script that reads 'Lisa Wallace'.

Lisa Wallace, CA
Director, Corporate Performance

