



Participant comments from Jeff Mowatt's presentation held November 3, 2005

"I believe this training will enhance our relationships with not just our customers but also with each other."

Dale Townsend, Sales, Taiga Forest Products, Winnipeg

"There are a lot of tools that I have learned today, that will help improve my sales skills."

Brian Diduck, Sales, Treated Sales Manger, Taiga Forest Products Edmonton

"Excellent information and motivational ideas. I will try to deal with customers with interactive humility. I will learn to work selling 'features' and 'benefits' more. I will learn to listen better and reply with better answers and responses."

Norm Farstad, Sales, Taiga Forest Products, Edmonton

"I do believe this session will help me in the day to day conversation with my clients – help the customer to make up his mind in giving the order to me."

Mark LeBlanc, Sales, Taiga Forest Products, Edmonton

"I will create greater awareness throughout the company – more people 'in tune' – better relationships with customers – more profit."

Barry Sookarookoff, Plant Manager, Envirofor Preservers, Edmonton

"After this session our customers will be more aware they are dealing with a professional."

Keith Hiller, Trader, Taiga Forest Products, Calgary

"This program will help to bring trust and humility in how to deal with customers and other employees."

Rodney Schram, Q.C. Productions Supervisor, Envirofor Preservers, Edmonton

"Jeff's training gives people more confidence in what they are doing which will help people communicate better."

Joal Wishart, Treated Wood Sales Manger, Taiga Building Products, Langley

"This will make me more productive giving me more time to help my employees manage some of their own problems with stress and better priority management."

Tom Engman, Manager, Taiga Logistics

"I will prioritize and laugh more."

John Little, General Manger – Ontario District