



**Participant comments from Jeff Mowatt's
Becoming a Trusted Advisor seminar held Sept 29, 2016**

"I can't wait to take this information back to my staff! I hope it makes a difference to my clients especially."

Erin Shannon, Advisor

"Jeff's session was awesome. A great reminder to the importance of language in our life."

Trent Fedorychka, Advisor

"Jeff's seminar was great. It helps us create a Trusted Advisor reputation rather than insurance sales person."

Karmelle Solvason, Advisor

"This is an easy approach that I can apply right away. It will build trust with my clients."

Tom Banford, Agent

"I can immediately use this information Jeff provided to use. I feel it will also assist me personally and professionally."

Anna Thompson, CRM Consultant

"Great session. More effective communication with clients will increase client loyalty and satisfaction."

Jim Moore, Advisor

"These simple tools will be comfortable for staff to use and easy for me to deliver to them. This will set us even further from our competitors."

Tracey Malone, Advisor

"I will change how I communicate with people and I will coach my staff about the wording of our communications."

Dale Gudmundson, Advisor

"I will take these ideas back and share them my staff."

Kim Newman, Agent

"This will help me and my staff be more effective in providing value added service."

Jordan Derlago, Financial Advisor