



**Participant comments from Jeff Mowatt's  
*Becoming a Trusted Advisor*  
Seminar held January 15, 2017**

***"This renewed my focus on the words I use and will have a dramatic impact."***

Paul Hauk, President, The Benefit Specialists Corp

***"Jeff's session was excellent. This challenges me to refine my attitude and approach with my clients."***

Steve Pascal, Owner, Pascal Financial Options Inc

***"All of the team were here – good to be on the same page/sharing the same info and ideas."***

Barbara Davenport, Associate Advisor, The Co-Operators

***"I've been to lots of these over the last 45 years, Jeff did a wonderful job connecting with us."***

Gregory Smyth, Principal GSI Estate & Financial Planning

***"Jeff's session was terrific! I am launching a new business venture and will use the referral tips to promote/facilitate/ and encourage referrals."***

Jill Chambers, Communications Chair, Wealthco

***"This helps in my coaching with powerful words to use."***

Tammy Hynes, Regional Vice President, Manulife

***"This will help sharpen my skills in terms of communications at work and at home."***

Brent Smalley, Owner

***"Jeff's tips will improve my customers' experiences."***

Linda Palmer, VP Operations, Palmer Salmon Insurance

***"Jeff shared helpful, useful tips and wording that will improve my personal and professional life."***

Dennis Crawford, Owner, Crawford Financial Services Corp