



**Participant comments from Jeff Mowatt's
Becoming a Trusted Advisor
seminar held March 15, 2019**

"Jeff's session was awesome! All of us need to learn to communicate better and be careful how we use our words. Small words have big impact."

Rose Short, Project Coordinator

"This seminar has helped me to better understand what our customers truly need. It was a fantastic experience, thank you."

Victor Brodeur, Project Supervisor

"Great presentation with many great takeaways. I have a new outlook on communication."

Chris Supeene, Project Manager

"Informative, humorous and personal. Jeff provided valuable tools for conversing with clients."

Colleen Hayes, Project Coordinator

"This gets all of us aligned and thinking the same way."

Jon Brandt, President

"All of us will be positively affected by this both in our personal lives and at work."

Tamara Watt, HR Manager

"I recently stepped into a business development/sales role and was struggling a little, especially with dealing with clients. This presentation has given me more confidence to talk to them and help gain business."

Amanda Genio, Pre-Construction Coordinator

"Making all of us cognizant of how we communicate can only improve our impact as a company, leading to a better overall company health."

Paul Carman, Estimator

"Jeff's presentation was great. It will help make us stronger as a team."

Brent Fairthing, Site Superintendent

"Jeff's presentation and words were inspiring. It will help me improve the way I communicate with our clients."

Joe Duncan, Chief Superintendent