



Participant comments from Jeff Mowatt's
Becoming a Trusted Advisor
seminar held Nov 7, 2019

“Jeff provided great take a ways for even the most experienced sales person.”
Ian McArthur, Sales Manager, Victoria

“This is a fresh new approach that opened my eyes and created more self-awareness.”
Michael McLean, General Manger, Nanaimo

“This was a great presentation. This helps my customer interaction skills and how to present myself in a more professional manner.”
Nicole Chappell, Outside Contract Sales, Victoria

“Jeff’s tips will have help me to become more self-aware with my communication with others and consequently improve my relationship with customers and co-workers.”
James Van Domselaar, Outside Sales, Nanaimo

“I will work to change how I handle myself in sales calls to help build a stronger organization.”
Peter Ploeger, Road Sales, Victoria

“I will definitely choose my words and actions more carefully in all my upcoming interactions.”
Grant Reid, Outside Sales, Victoria

“This has allowed me to reevaluate my sales tactics in a positive way.”
Steve Bishop, Sales, Nanaimo

“This will help us to develop a stronger sales traits that we can pass along to other employees.”
Wes Morash, Outside Sales, Nanaimo

“This will help me be more aware of my conversations with our clients. I’ll be able to ask for the order without it sounding like I’m asking for it.”
Cory Taylor, Outside Sales, Cumberland