



**Participant comments from Jeff Mowatt's
Selling as a Trusted Advisor
seminar held June 26, 2022**

"This was a very well done presentation. This session has made me a better sales person by becoming the clients' Trusted Advisor instead of their sales person."

William Liu, Sales Associate

"I would suggest having the 'Team' review these tips from Jeff often. This will help our staff focus on what is most important and effective."

Brad Logel, Area Manager

"This session was really helpful. The things I learned today will make me a better sales associate. Which in turn helps the customers and my employer."

Irene Elcombe, Sales Associate

"This was a very helpful session. These changes will make us have better communication and empathize with our clients."

Vicki Braaten, Sales Associate

"Having a successful sales team already, Jeff's seminar will help us reach the next level of trusted advisement and reinforce success with our customers."

Reilly LePage, Sales & Marketing Manager

"I think this will improve our closing ratio and help our sales team to be more confident in their ability to sell."

Brayden Logel, Vice President

"Very engaging seminar. This gives me a different perspective on how to listen and respond to my customers."

Evanna Peoples, Sales Associate

"A very engaging and interesting session. I will be able to address customers in a more professional way. Being a better listener to help customers find a better fit."

Andres Millan, Sales Associate

"This gives us a better team verbiage, more concise with what we are presenting and a fresh look at our jobs."

Jeff Young, Sales Associate

"This will be interesting to implement these phrases and to see the impact they have on our customers."

Jared Bawks, Sales Associate