



BC & Yukon Regional Office  
34th Floor, 650 West Georgia Street  
Vancouver, British Columbia, Canada V6B 4N7

**Dianne Alderman, DBM**  
Downtown Vancouver/Northern BC

Mr. Stuart Ellis-Myers  
Principal  
Uniquely Speaking  
3319 Flagstaff Place  
Vancouver, BC V5S 4K9

Dear Stuart,

We are pleased to offer the following evaluation of , " How To Double Your Scotiabank Sales.... and Actually Enjoy The Process " after your presentation at our Regional Quarterly Meeting.

You definitely took the time to understand our needs by conducting a thorough on site assessment with three of our Managers at their locations. We greatly appreciated the customized handout that included photographs of staff. It was more than apparent that your high energy, edu-taining presentation style generated a full participation from the audience.

We especially enjoyed the concepts shared within anchoring, and the visual advantages of working with a Client Perspective communication style.

Thank you for drawing out each attendee's commitment to vocalize and share exactly what action steps they were going to commit to using immediately upon returning to their branches.

It was duly noted that you were able to offer sales and client connection tools acceptable to work in all of our client contact environments.

We recommend your services to any group seeking a keynote or general session speaker.

Yours truly,

A handwritten signature in black ink, appearing to read "Dianne Alderman". The signature is fluid and cursive, with a large initial "D" and "A".