



To whom it may concern,

I had brought Fred Sarkari in to Northwest Mutual Funds based on a positive feedback from a previous engagement. Fred developed and facilitated a workshop for my team, focusing on; effective client service, teamwork and personalities. I can honestly say that Fred's content and style lead to a very unique experience for the whole team.

Fred delivered a very energetic and interactive program, and it was clear that his knowledge of the sales process and practice was extensive. What was outstanding, however, was his ability to keep the audience engaged and attentive throughout. While courses like this can at times be mechanical and routine, Fred managed to leave me, and I would confidently say, the rest of the audience, both inspired and anxious to put into play the sales practices he left with us.

From the beginning, Fred took the time to stay in contact with the entire team in order to insure that our needs were going to be met through out the program. To this day, Fred takes the time to help us with arising concerns in our company.

I recommend Fred highly and would encourage other sales professionals to take his course. He is definitely a dynamic and passionate speaker.

Yours truly,

Stephan Fernandes
Customer Service Manager