

**ATTENDEE QUOTES**  
**THE RISK SCHOOL'S "FACE-TO-FACE" COURSE**  
**HELD SYDNEY, MELBOURNE, BRISBANE 2007**

Fantastic, highly recommended course no matter what level of risk advice you provide!

Many thanks Sue and Chris for a very insightful day

Nothing else like this 'product' in the market

Great "take outs" for advisers with REAL sales ideas presented in REAL life situations

Very useful and interesting. Lots of ideas which I can use with clients

Excellent course/will improve my risk business

I learnt more today about Risk Sales and Service than 5 years of working in an adviser office! I honestly feel I can be extremely successful selling risk alone by being exposed to such experts as Chris and Sue. When's the next course?

A multitude of relevant ideas for improving the risk advice process

All financial planners should attend this seminar. Valuable to get ideas on putting the foundations of insurance in place prior to any wealth creation plan. Thanks you for the opportunity to come. Well done!!

The most informative and useful workshop I have attended so far

I have been writing risk for about 17 years now and am excited by the energy, marketing and passion for risk shown by the Risk Store

Wanted to rush back to work after the first 5 minutes to implement what I had already learned. So glad I stayed for the rest of the day!!

Great presentation. Great selling tips/phrases/ideas. Very worthwhile overall

If you want to do risk properly, you need to hear what Chris & Sue have to say

Worth its weight in GOLD... I think every financial services professional should do this course!

A very interactive course which provides you with the right tools needed for reasons with recommending insurance. All you need to do is build on that

Great for newcomers and also good for refreshing 'old dogs can learn new tricks'

Very well presented and structured. Well pitched to all levels of knowledge.

Looking forward to the advanced school

The Risk School is a great entrance to the risk industry and a fantastic opportunity for you to check where you are at with your processes

Well conducted with plenty of practical tips and examples, worthwhile experience for anyone who is in the insurance industry

I'm relatively new to Risk and will dedicate a lot of time to establishing a system/process like this

First class and very practical - well worth the investment!

With 19 years experience in the industry I still found some new ways and solutions of looking at everyday problems

Holistic financial planning must encapsulate risk management. This course provided a solid foundation to the risk advice process for those new to the industry or existing planners wanting to expand their client value proposition

Excellent practical 'how to' instruction, that can be implemented immediately (I will be recommending this course/Risk Store to my licensee!!!)

Thanks for the informative day, may even get some income protection and trauma before I turn 30

This was the 3rd workshop I have attended with Chris presenting. After each workshop I continue to learn and take back proven methods to use in my risk advice from this point forward. Thanks again

There is very little risk resources available in the market place, it is great what the Risk Store is doing. Keep up the good work!