

# ***HIGHLY EFFECTIVE COMMUNICATION WITH CLIENTS USING THE MOST POWERFUL COMMUNICATION DEVICE IN THE WORLD***

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## **YOU ARE INVITED TO AN EDUCATIONAL SEMINAR**

Utah Valley University, Ragan Theater

**TUESDAY, MAY 22, 2018**

**9:45 a.m. thru 11:15 p.m.**

**Please confirm to Crystal Childs at 801-424-0020**



Come learn a key component of effective interpersonal communications from Key Note Speaker, Best-selling author, and Multi-Million Dollar Sales Producer **Jerry Borrowman, MSFS.**

- AUDIENCE: All who act in an advocacy role, including Financial Advisers, Attorneys, Students, Business Leaders and Clients.
- The tools discussed in this presentation are used regularly by courtroom lawyers to connect with juries. It is a key ingredient to success in financial services. And it is the single most essential element to successful writing, movies, and journalism.

**Here are some of the things this device must accomplish to qualify as the most powerful communication device in the world:**

1. It must work in all cultures, languages and countries in the world.
  2. Even if used effectively just one time, it can stick in memory for decades
  3. It must bridge the gap between quantitative reasoning and emotional motivations
  4. It works as well for young adults as mid-career and seniors
  5. If used skillfully, it motivates people in all personality styles; Driver, Expressive, Amiable, and Analytical.
  6. Used incorrectly, it is frustrating and tedious.
- A Four-Camera Video Crew is recording this presentation, so a large audience is desired.
  - You are invited to attend without charge.
  - **There will be a free drawing for one copy of each of Jerry's 16 best-selling books of historical biography and fiction.** See reverse side for his currently published books.

Parking is available at the UVU Parking Structure at your own expense (\$1.00 per hour). **Please confirm to Crystal Childs at 801-424-0020.**

***This is strictly an education event hosted by Utah Valley University – no solicitation, no products, nothing to buy and no follow-up.***

## BOOKS BY JERRY BORROWMAN

[www.jerryborrowman.com](http://www.jerryborrowman.com)

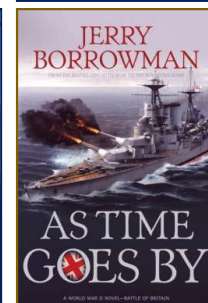
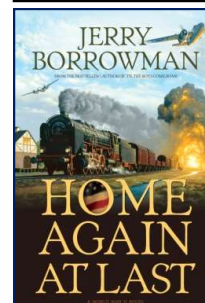
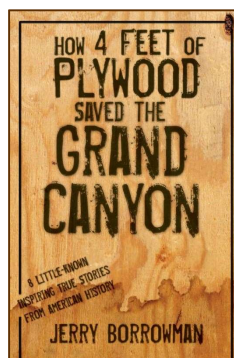
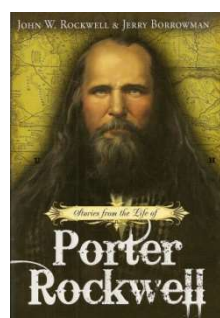
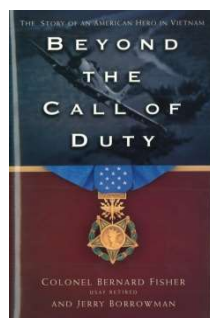
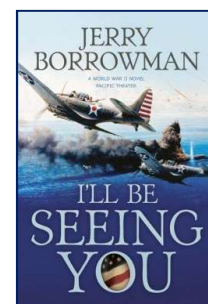
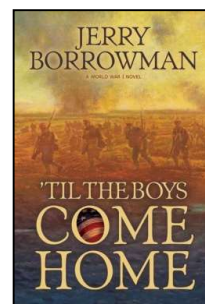
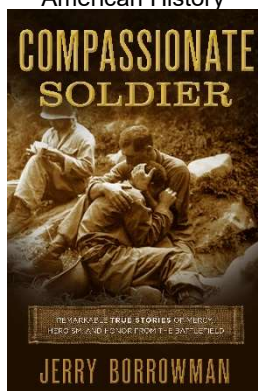
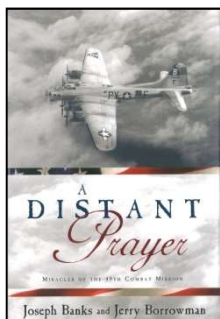
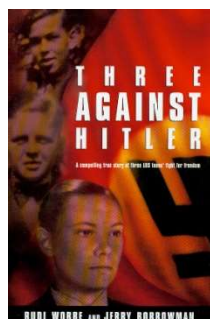
Jerry Borrowman is a best-selling author of co-authored autobiography, creative non-fiction, and historically authentic fiction. Jerry has twice been awarded the **George Washington Medal of Honor from the Freedoms Foundation at Valley Forge**, which honors authors who promote the cause of freedom, (the first recipient of the medal was President Dwight D. Eisenhower) for *Three Against Hitler* and *Compassionate Soldier*. By using both fiction and non-fiction, his writing brings a new appreciation to hundreds of thousands of readers about the sacrifices and courage of the valiant men and women



**BIOGRAPHY:** Award winning co-authored biographies with John W. Rockwell, Joseph Banks, Rudi Wobbe, and Colonel Bernard Fisher, Retired, USAF (recipient of the Congressional Medal of Honor)

**HISTORICAL NON-FICTION**  
Little known stories from American History

**MILITARY FICTION:** Best selling World War I and World War II 4- part series depicting America's wars in France, the South Pacific, England, and the Mediterranean Theatres



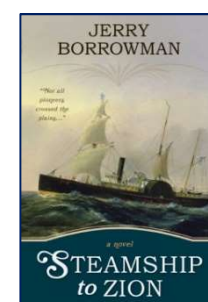
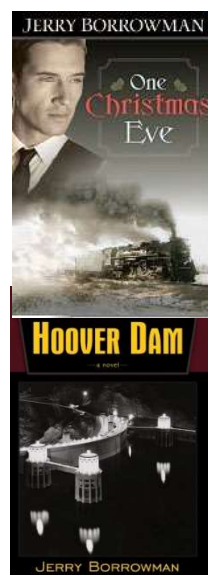
### HISTORICAL FICTION

To view sample chapters and book reviews go to [www.jerryborrowman.com](http://www.jerryborrowman.com) Also, check out videos on [www.youtube.com](http://www.youtube.com) by searching for Jerry Borrowman

"I have recently discovered an author whom I have really come to appreciate. I am so impressed with the vast amount of research required of him to author these books. His books on the war years held me captive until the very last page. (Diane Buckwalter)

"I love airplanes and I love airplanes stories, but this book is about more than airplanes. After finishing *Beyond the Call of Duty* I have a new hero. Bernie Fisher's daring mission under fire in Vietnam had me on the edge of my seat. (John Bytheway, Best-Selling Author)

*Home Again at Last* perfectly captures the struggles and sacrifices of those who served our country in the Mediterranean theater in World War II. These are stories that every American needs to remember and to appreciate. (The Honorable Orrin Hatch, United States Senator)



### SCIENCE FICTION





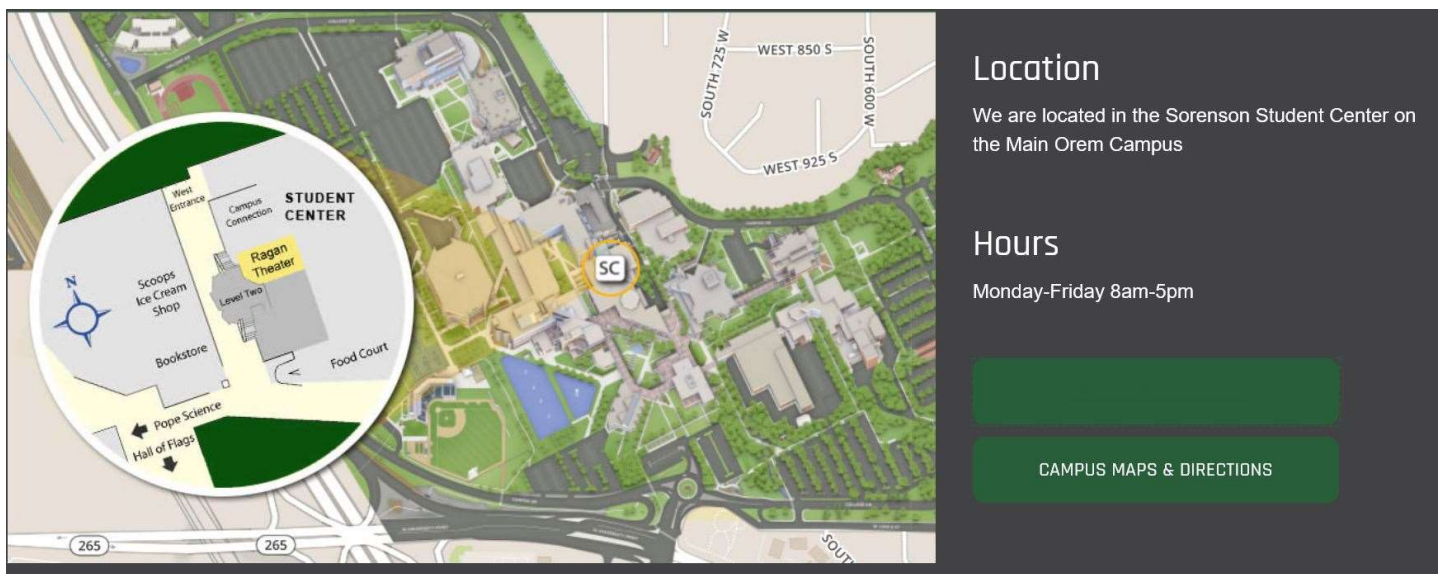
# MAP TO Utah Valley University RAGAN THEATER

The Parking Garage is just to the north of the Sorenson Student Center. From the main entrance, follow the signs to circle the campus to the west (going north) until turning into to the Parking Garage. Once inside the Sorenson Center, walk south until you see signs for the event and for the theater.

See you on May 22<sup>nd</sup> at 9:45 a.m.!

For more info click on this link: <https://uvu.edu/ragan/>

Parking is \$1.00 per hour.



**9:45 – 11:15 a.m. on Tuesday, May 22, 2018**

**Effective Communication with Clients using – “The Most Powerful Communication Device in the World**

