
Hello,

Thank you for your interest in our April 21st webinar, *5 Best Practices for Managing the Biggest Client Relationship De-railer: Fear.* If you were able to join us "live," we hope you enjoyed the experience.

To review the webinar at any time, you can view the recording here. You can also view past recordings and see the upcoming schedule on the same page. Feel free to share the recording and presentation slides with colleagues.

Here are some resources to complement the webinar content:

- Read Charlie's original eBook on the four sharks of fear;
- Read Andrea's article on four strategies you can apply as shark repellent;
- Deep dive into five "Ninja tips" for how to get and stay grounded these days;
- Learn more about our old friend the trust equation;
- See how trustworthy you are by taking our free Trust Quotient quiz;
- Check out our recent podcast and blog on trust in a pandemic;
- Learn more about our trilogy of books: *The Trusted Advisor, The Trusted Advisor Fieldbook,* and *Trust-Based Selling*.

Please email our Marketing Team Lead, Jason Gluskin, with any kudos or critiques. And don't hesitate to email or call us directly for any reason.

We hope to "see" you on our next webinar.

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