

L011-about-jtl vendor endorsement-Chris Dingman-2024-1201-ab

What it is like for vendors working with Jeff:

I'm used to people asking what I do the first time I meet them. Sometimes, if they're truly curious, they might ask how much I enjoy it. The very first time I met Jeff Liautaud, what he wanted to know was what helped me stay humble about what I do well. It's not every day I have a conversation of that level of depth with a stranger, so it made me wonder in turn about the calling driving his own questions. What I didn't realize at the time is that he was setting the stage for a collaboration that would allow me to use my talents to enhance his own mission of service. Perhaps even he didn't yet realize the direction his curiosity was leading us both.

It began with a single track, to find out if my music was a fit for the message he wanted to convey. Soon he was asking me to come up with a short but potent piece to accompany each section of the Loquate website's Tour page. The cues he gave me were animated, describing the music he pictured setting the stage for the story on each page the way a painter might explain the feelings they hope their viewers will experience. Some pieces came easily, evoking the magical intangibles he was hoping for in the first go - leading to phone calls where he asked with clear delight about my process in choosing the right instruments and counter melodies. Other musical numbers were a challenge for me to coax into the emotional shape that matched the flow and pace of his descriptions. We had to find better language and systems to communicate what we needed to change, and how to make sure we ended up with a result that satisfied us both. We did, and in the end, we had a complete series of works that accompanied the entire journey of the Loquate tour - helping to introduce the spirit and aims of his organization to people whose lives he strives to enrich.

I'm proud of the work I did with Jeff. It challenged me to grow as a composer, and a communicator. Some of the pieces I wrote for him are among my very best work. As for Jeff Liautaud, I believe he is a good man with honorable goals pursued from a place of intentional humility, and those are the kinds of people I want to have asking questions of strangers.

- Chris Dingman

PS. Jeff, has a gift for uplifting others!

What it is like for Clients working with Jeff:

My Advisor Feedback Sheet - Results

L011-about-jtl client survey of what it is like for financial planning clients to work with jeff-A122-c-2013.docx
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Results - All of the advisor's securities clients were asked to complete this survey in 2011 with a response rate of 94%. The survey is reprinted below with grades as follows:

Grading Chart

Strongly Agree	Agree	? - No Opinion	Disagree	Strongly Disagree
100%	80%	60%	40%	20%

Here are some statements that may or may not apply to your experience with your advisor, Jeffrey Liataud, 6436 N. Oketo, Chicago, Il. 60631. There is no right or wrong answer to any of the statements. The purpose of this survey is simply to see how much agreement there may be among his clients. There are five degrees of agreement or disagreement that you can give to each of the statements as follows:

SA = strongly agree A = agree

. = no opinion D = disagree

SD = strongly disagree

On the survey below, circle the reply that best reflects your response.

Grade

- 97% 1. **Competency trust.** I trust that my advisor is trained, experienced, and capable of doing his job.
- 99% 2. **Ethical trust.** I can count on my advisor to put my interests ahead of his own.
- 100% 3. **Reliability trust.** My advisor can be counted on to do what he says.
- 97% 4. **Communication trust – part A.** I trust that I can talk to my advisor about my concerns and be heard.
- 96% 5. **Communication trust – part B.** I know what my advisor is thinking in regard to my financial plan.
- 95% 6. **Outsider trust.** I trust my advisor to absorb people, practices, and ideas from the outside.
- 96% 7. **Enthusiasm trust.** My advisor enjoys his work as an area of meaningful expansion to himself.
- 95% 8. **Referral trust.** I trust my advisor to take as good care of all of his clients as he does of me.

- 97% Average grade over all

What it is like for Co-Workers working with Jeff:

My experience working with Jeff across professional, personal, and interfaith concerns has been nothing short of remarkable.

Jeff has an exceptional ability to balance firm guidance and patient mentorship, something I experienced firsthand in a professional setting when he helped me overcome my tendency to overcomplicate projects and fall down rabbit holes. Did the “barking sheepdog” occasionally come out? Sure. But instead of giving up on me, Jeff persisted, exemplifying the eventuality of helping me break through and strengthen our relationship.

What makes Jeff truly special is his versatility as a mentor. He has an uncanny ability to deliver what you need, whether it’s a business one-liner like “if your hands touch it, finish it” or a more nuanced natural law conversation about satisfying the innate needs of relatedness, competence, and autonomy through the primary values of “Doing that which is truly in the best interests of others,” attaining goals, and operating in an area of meaningful expansion for myself, that is my interiorly preferred work.

Working with Jeff has been both challenging and deeply rewarding. As I refine my ability to focus inward and change myself only, I look forward to the continued evolution of our friendship.

Dan Wagner – President of Dan Wagner Company

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