

A&R Computer Services

(member of the Arcom Group of Companies)
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David Ferrier
Elite Conversions
12th September 2005

Dear David,

I am writing to thank you for your excellent presentation of Elite Conversions myself and my staff attended. I was very impressed with the quality of the conference and the easy to follow method in which it was presented.

As you are aware our industry is very competitive and we need to give ourselves the best possible chance of success. Your conference was extremely beneficial to both me and my staff and the results of which are already showing. I was particularly impressed by the section on listening skills and behavioral science. I now have a good understanding of what areas I can improve on the most and I am already seeing positive results. My staff are more confident and keen to improve their skills they have learnt from attending the presentation. As a team we have become more productive as a result of the follow up sales meetings and our interpersonal relationships have also benefited. I have no doubt our sales figures will continue to increase as a result.

Elite Conversions is an excellent program and I would have no hesitation to recommend it to anyone seeking to become more successful in their industry.

Kind Regards,



Phil Kemp

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