



Alberts

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Dear David Ferrier

Thank you for presenting the opportunity for three of my staff to attend your sales training conference. I must confess I was sceptical to begin with although when you showed me the content of the course I felt if you delivered everything that was shown, my staff would certainly benefit and although my senior staff have been trained by several presenters including Zig Zigler, Alan Pease and Tom Hopkins the younger ones had no training.

Daniel Leung my accounts person and part time sales person has already benefited substantially with enthusiasm and confidence to approach customers. This has saved me from needing to employ another sales person as Daniel can now fill this position as well as his other tasks.

Reports from my other managers have been very positive and the staff that attended feel they are realizing opportunities that they may have missed.

I would have no hesitation in highly recommending this course to any sales people.

Brian Wallis
Managing Director
Alberts Car Stereo