



August 3, 2000

David Ferrier
ELITE CONVERSIONS
2 Tate Street
South Perth
WA 6151

Dear David,

Recently three members of our staff, including myself attended your **ELITE CONVERSIONS** two day seminar. We all here at ASTRO-FOIL (Aust) found the seminar not only refreshing but of great benefit in a number of areas. Better personal well being, better customer approach techniques, the methods used to determine customer needs and how best to close sales are all issues now being experienced and used here in our office.

What I personally got out of the seminar however, was even more important. I now feel more confident and active in the area of sales and feel better able to understand the needs and requirements of our sales staff here at ASTRO-FOIL. I have also found that your course has been able to assist me in re-assessing my self worth, motivation and goal setting.

Some extra ordinary features of your course were the Graham Hoyle workshop and the methods used to break down the barriers for inducing self confidence and affirmation building. I can say without reservation David, that the investment was very much worth it and I have no hesitation in recommending you're course to any interested party.

We valued your seminar so much we have decided to enroll another new staff sales member in order to enhance his motivation needs and sales awareness skills.

Best wishes,



Brian Tikey
General Manager

