

11/06/2010

To whom it may concern,

Some 6 years ago I was introduced to David Farrier through my Principal at the time Nick Bevan. I was at that stage in my real estate career where I was looking to go to that next step. My appraisal to listing ratio at the time was average to say the least.

The most impressive change in my sales career came after completing David's sales course. To my amazement my listing ratio increased by about 40% directly after the conference. My perception on myself and my view on sales had shifted. I was in the top 10 sales people 4 times within following 12 months for Ray White S.A and N.T.

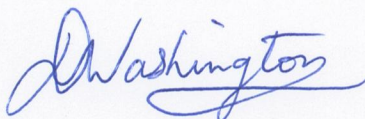
I found myself working smarter not harder, and with all the new techniques my earnings each year have continued to grow. After completing the course I continually listened to the course cd's which helped me to cement what was learnt and use in everyday situations.

I now own and run my own Real Estate Company Brock Harcourts Gawler and can honestly say without completing this course and listening to David's cd's I would be nowhere near where I am today.

I have rebooked myself into David's course in June again along with my current sales team because I feel they too should have the opportunity to un-tap their potential to master the craft of selling.

If you want to take yourself or your sales team to the next level, this small investment will pay for itself almost immediately

Yours Sincerely



David Washington

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