

Elite Pool & Spa Covers (Australasia) Pty Ltd

(A.C.N. 065 119 253)

Established since 1989



298 WEST COAST HIGHWAY, SCARBOROUGH, PERTH, WESTERN AUSTRALIA 6019

TELEPHONE: (08) 9245 1940 FACSIMILE: (08) 9245 1942

Email Address: elite@poolcovers.com.au

September 28, 2000
September 28, 2000

Mr David Ferrier
Elite Conversions
Mr. David Ferrier
Elite Conversions

Dear David,

Dear David,

Your conference was recommended to me by two other companies.

I attended the program and was very impressed!

It is by far the best sales program I've been to.

I have now sent my Sales Manager and Reps through the course. In my Sales Manager's words, the course has turned sales from a salt mine into a "gold mine", with an increase in conversion rates from 25% to 65%-75%.

If you want to have 'yes' from your customers, **DO THE COURSE.**

Thanks David!


.....
John Webb
Director



- ◆ SOLAR BLANKETS ◆ SAFETY COVERS ◆ DEBRIS COVERS ◆ MESH COVERS
- ◆ SPA COVERS ◆ ROLLER SYSTEMS ◆ COMMERCIAL SYSTEMS