



FORD & DOONAN
Air Conditioning Systems

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Mr David Ferrier
Elite Conversions

Dear David

Firstly congratulations on putting together such a powerful sales training program.

Results have been immediate and I have no doubt it will pay for its outlay in no time.

It is very difficult to find a good method to inspire and train salespeople to achieve. You have created an excellent program for anyone in the sales environment.

The program empower salespeople to understand where their strengths and weaknesses are and most of all gives them a sales manual to use and refer to in becoming a master at the art of sales.

No one attending this conference with an open mind could be anything but re-energised, empowered and well on their way to becoming a master at sales.

Yours sincerely

Kyle Doonan
DIRECTOR



WINNER
BUSINESS WITH FEWER THAN 50 EMPLOYEES
OVERALL WA SMALL BUSINESS OF THE YEAR
FINALIST
AUSTRALIAN SMALL BUSINESS OF THE YEAR