

100 Bedford Street
GILLMAN SA 5013
T: 08 8241 0544
F: 08 8241 0546



www.instylepergolas.com.au
info@instylepergolas.com.au

ABN: 74 243 224 608

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To Whom It May Concern

David on our last day asked if we would be willing to give a referral letter which, as we learned, is very important to all businesses. He needn't have asked. His seminar was so powerful for myself and two staff I was going to write one anyway.

We run a business Australia Wide and after 35 years I thought I knew it all. How wrong I was. I'm still coming to terms on how dynamic the seminar has been. The way we do sales now has changed completely. Sales increased by 150% in the first week and I know will continue to grow beyond my expectations because of the positive attitude we have developed from this seminar.

At the time of the seminar we were in a middle of a Home Show in which we would normally get 15-18 leads. At this Home Show we got 34 which I attribute to the positiveness of the sales team from David's seminar. We closed 5 pergolas in 1 day, something we had never achieved before.

I know it will take time to perfect the skills David has taught us but with the instant change of attitude toward selling, our future is very exciting. Not only has it helped immensely in business but it has also helped in our own personal development in our private lives with our relationships with partners, children and friends.

I have no hesitation in recommending David's seminar to Directors, Sales Staff & even Adult Sons and Daughters to help with their personal development.

In closing, if you are like I used to be and take no notice of referral letters, ring me personally and I will tell you how it has changed my attitude in my business and private life..... Thanks Dave.

Yours faithfully

Clive Alstin
Instyle Pergolas