

David Ferrier
ELITE CONVERSIONS
2 Tate Street
South Perth WA 6151

6 July 2000

Dear David

Just some feedback from the sales representative that participated in your two-day sales course. After overcoming their negative attitude in the first hour of the course, they thoroughly enjoyed the sales conference that you ran. Some of the most recognized points were: **Body Language, Closing Techniques, Tie Downs, Relaxation Tape and the guest speaker, Attentive Listening and the Minimal Encouragements.**

After attending a lot of training courses I believe that this course would have to rate as one of the best. I would not hesitate in recommending this course to other people. "Good course well worth devoting a week to".

Yours sincerely,
LJ HOOKER Armadale



Clayton Foster
Licensee/ Principal