

5th December 2000

Attention: David Ferrier

Elite Conversions  
13 / 19 Delamere Avenue  
South Perth WA 6151

Dear David

**RE: SALES TRAINING PROGRAM**

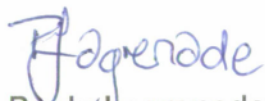
Just a short note on some feedback from the results achieved after our sales representatives attended your Training Seminar.

Due to the fact that we sent our two top sales people the differences and improvements have been marginal as only small improvements from a high starting point are possible.

It has ensured that they have refocused on certain areas and have regained additional energy and motivation which has resulted in additional prospecting activities having been carried out, which will obviously result in an increase in listings then sales.

The sales representatives have also commented that they found the course notes extremely valuable.

Kind regards



Paula Lagrenade  
Licensee