

11/3/03

David Ferrier
Elite Conversions

Dear David

As sceptical as I am about sales courses being beneficial to me as a Property Manager, I must admit that I entered the first day of Elite Conversions somewhat doubtful. But by the first refreshment break my opinion had changed.

Not only did I realise the importance of the content to the key aspect of my work, being listings of new rental properties, but also the continual professional relationship with my existing clients.

Since the training my listening skills have improved beyond belief, not only helping with my conversion rate of appraisals, but with my personal life aswell. Everybody likes me now.

There is no hesitation for me to recommend your training to other Property Managers in about 12 months after I have taken all the business in my area first.

Yours Faithfully

L. J. Hooker Henley Beach



Shaun Olds
Property Manager
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