

Kensington

 fax
 08
 8431
 2316

 tel
 08
 8431
 6088

 email
 kensingtonsa@ljh.com.au

 internet
 www.ljhooker.com.au/kensingtonsa

23 May, 2005

Mr David Ferrier Elite Conversions 2 Hall Street NORWOOD SA 5067

Dear David.

Thank you for attending our office once again on Thursday last and refreshing my sales team and myself in the art of "Overcoming Objections".

Your training was invaluable in 2003 when we attended your workshop and subsequently purchased your training CD's.

At this time we are currently revising the whole workshop and using the CD's to refresh ourselves with your philosophies. We have found this to be an invaluable tool with not only our clients but in our day to day lives.

Yours sincerely,

J Hooker Kensington

Richard Thwaites CPM/MSAA Director



Registered Real Estate Agent, Auctioneers, Property Managers, M.R.E.I., M.S.A.A. 295 Kensington Road, Kensington Park, SA 5068 PO Box 4, Kensington Park, SA 5068

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