

10 March, 2003

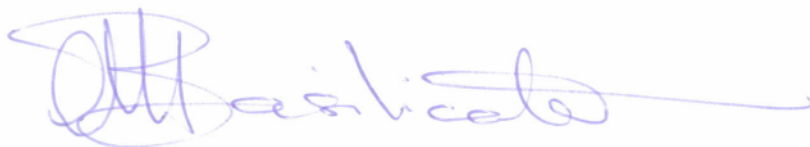
David Ferrier
Elite Conversations
Level 21,197 St George Terrace
PERTH WA 6000

Dear David

In reference to this course it was an experience NOT TO BE MISSED and one I thoroughly enjoyed. The level of motivation was outstanding and the delivery BRILLANT. Having done and been a "Future Champion" and having entered "The Champions Program" one can not compare the two programs. The similarities are many and yet VERY DIFFERENT.

Both will enhance your future performance but on different levels. "Future Champions" deals with sales people entering Real Estate, Elite Conversations deals with advanced sales techniques and body language. The two courses compliment and adds to your personal and professional development. It was a profound experience that positively will benefit any serious Management team or Sales Consultants. I would highly recommend your course towards a more OUTSTANDING future! Interesting and enlightening.

Kindest Regards
LJ HOOKER KENSINGTON



MARINA BASILICATA CPM
Sales - Customer Service

Registered Real Estate Agent, Auctioneers, Property Managers, M.R.E.I., M.S.A.A.
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This business is independently owned by the proprietor Richard Thwaites Real Estate Pty Ltd ABN 30 008 568 771

Section 7 statements relating to encumbrances and other matters affecting the above property may be inspected at agents office 3 business days prior to auction and 30 Minutes before same commences. NOTE: The particulars of this brochure are supplied for information only and shall not be taken as a representation in any respect on the part of the vendor or agent. All measurements approximate.



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