

08 8431 2316 fax 08 8431 6088 tel email kensingtonsa@ljh.com.au internet www.ljhooker.com.au/kensingtonsa

13 March, 2003

Mr David Ferrier **Elite Conversions** C/o 34 Netherby Avenue **NETHERBY SA 5062** 

Dear David,

I feel indeed privileged that my sales team and myself were able to participate in your Elite Conversions training sessions. From our first meeting you displayed a passion for your course and a single-minded desire to share your experience and knowledge with others who are in a business where the numbers game really counts.

My sales team have all communicated to me that they believe this is the best course they have attended in relation to sales training. To this end, your manual will be the focus of our sales training program in the coming 12 months. Serious, sharp-end training!

Yours sincerely,

L/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

This business is independently owned by the proprietor Richard Thwaites Real Estate Pty Ltd ACN 057 529 101

nobody does it better