

31st May 2001

David Ferrier
Elite Conversions

To Whom It May Concern:

I originally attended the course with my business partner at Rottnest to get a feel for the content of the course with the thought of sending our whole sales team.

Once we realised that this was the "gutsy truthful stuff" required for salespeople to "get the appointment" and ultimately "ask for the order" we sent our sales team through the course.

A lot of the courses skirt around the truth and don't hit the bone. This course does

Well done David.

Yours Faithfully,

L J Hooker Kardinya



Barry Pound
Principal