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10th July 2006

To Whom It May Concern:

David was invited to our monthly meeting of Mr. Carports in South Australia, to present to us Elite Conversions. We were very impressed with what he had to offer and four out of seven franchisees made a commitment there and then to attend his seminar.

The seminar was professionally presented, and all who attended gained a great deal from it. I particularly have gained better listening skills, better networking skills, and vastly improved presentation and closing skills. Even though I have been selling for over forty years I have been able to adapt these new ideas to my business and family life. My rapport with my children is now outstanding because I am not advising or road blocking their progress.

Mr. Carports has an annual conference, and I was able to invite David to present to the National Group of Mr. Carports (28 franchisees) Elite Conversions. It was an overwhelming success. Everyone congratulated me on being able to organize such a dynamic presenter and ALL franchisees went away extremely enthused, and were very eager to try their new skills.

For people attending Life Seminars I cannot recommend David Ferrier enough. Do it and you will have no regrets.

Regards,

A handwritten signature in blue ink, appearing to read "Paul Ladd", is written over the typed name. The signature is fluid and cursive.

Paul Ladd