

13<sup>th</sup> October 1999

Elite Conversions  
ATT: David Ferrier  
2 Tate Street  
South Perth WA 6151

Dear David,

At Oncourse Resource Group we specialize in direct marketing of financial services.

The company was fortunate to send 6 of our Lifestyle Managers to attend your course. We could instantly see the benefits of the information they obtained through the course and we realized that this was an asset to the company.

Our managers returned with glowing reports on what they had learnt in regards to getting the quality appointment and what it takes to professionally close the appointment.

We can honestly highly recommend David's conference for any Sales Company looking to increase their conversion rates with a view to increasing their net profit with each financial year.

Regards,



Neil Fairhead  
Company Director.



**Oncourse**  
Resource Group

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