



David Ferrier  
Elite Conversions  
Unit 13 / 19 Delamere Avenue  
South Perth  
WA 6151  
November 14<sup>th</sup> 2000

Dear David

We recently had 4 Representatives / Account Managers attend seminars held by Elite Conversions. These were well received by them with the following remarks made in reference to their content .....powerful, thought provoking, dynamic and all encompassing.

One of our attendees who handles internal sales has since voiced his desire to enter into a full time sales position. Our other sales people are now using your techniques to good effect with positive feedback at our weekly sales meetings.

Thanking you

Yours sincerely

A handwritten signature in blue ink that reads "Ian". The signature is fluid and cursive, with a large loop at the end.

Ian Finlay

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