



PAPER-PAK™

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3rd August 2010

ResultzCorp
Attn: David Ferrier
Level 24, 91 King William Street
Adelaide SA 5000

Dear David,

I am writing to commend you on the dynamic, engaging, entertaining and impactful sales training you conducted at our recent Annual Sales and Marketing Conference. I was impressed with your professionalism and the quirky yet powerful delivery of the training you provided.

Some of the feedback we received from our team includes:

- Dave was terrific and refreshing.
- Sales training!
- Engagement of audience (David).
- Excellent guest (David) he kept my attention the whole time!!
- Sales training was very good.
- I enjoyed David's program, very inspiring, looking forward to putting the scripts into action.
- Great sales training.
- Having an outside speaker was refreshing and energizing. David was very engaging.
- David, sales trainer, definitely motivated the team.
- David's presentation which was re-motivating and inspiring.
- David's workshop was great.

We are about to put the scripts into action and have set a meeting in six weeks time to discuss the impact of these and the effectiveness of establishing phone blocks and removing distractions. I am also in the process of collating our Unique Selling Benefits and will be publishing these as a visual aide. I look forward to providing you with further feedback as to the success of these concepts in the near future.

David on behalf of the Paper-Pak Management Team, thank you for challenging our teams thoughts, for the powerful techniques to get past the gatekeep, for your useful tips on building rapport and for the engaging and energetic delivery of these messages. I would have no hesitation recommending you to other businesses looking for a highly interactive, credible and commanding presentation to their team.

Kind Regards,

Jane Downs
Marketing Manager
Paper-Pak Pty Ltd



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