

**PORTER
MATTHEWS**

**BELMONT
REAL ESTATE AGENTS**

Licensee: Porter Matthews Belmont T.C. 41595
ABN 52 358 585 719



Porter Matthews Belmont is a unique Real Estate agency that's committed to going beyond customer expectations, being honest, professional, helping to create peace of mind for our customers and fulfil their dreams

19 October 2001

Attention: David Ferrer
Elite Conversions
Unit 13, 19 Delamere Avenue
SOUTH PERTH WA 6151

Dear David

As a Principal and Owner of a small Real Estate firm and continuously helping people buy and sell real estate I felt that our team had a sound background in sales however we can always be learning and improving on our current sales skills. So we decided to embark on the Elite Conversions Seminar on Rottnest Island and we found that after completing the first day it was most beneficial.

Although we all thought that we already had a lot of sales experience, we have been able to gain a lot of new information that has positively effected our ability to communicate with not just customers but also our families.

So, if anybody is just thinking `that is not for me' or `I do not need that', we would highly recommend that they think again and consider undertaking David Ferrer's sales seminar. It is truly a seminar for sales professionals and if you think that you know it all, you most definitely don't.

David, we would highly recommend your course to anybody who wants to become a sales champion. Thank you for inspiring us to greater things!

Yours truly


WAYNE WICKHAM
PRINCIPAL

**Porter Matthews Belmont
Real Estate Agents**

214 Fulham Street, Belmont, Western Australia 6104

Tel: (08) 9277 4464 Fax: (08) 9277 4564

Email: belmont@portermatthews.com.au Website: www.portermatthews.com.au

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