

July 26, 2012

David Ferrier
ResultzCorp Pty Ltd

Dear David,

This stuff applied actually works!

Before attending your seminar, we knew there were areas in our business we were strong at and other areas we knew were weak. As identified, we were consciously incompetent!

The seminar was hard hitting and you took no prisoners, which was exactly what we needed to shake off the old ways of doing things.

During and immediately after the seminar, we've implemented systems and processes to battle plan our prospecting and closing. The result is, our strike rate has soared.

I can't believe I'm saying this, but by focusing on the process and having a battle plan, cold calling is fun! We enjoy analyzing and mastering the process and being in control of our destiny again!

Thanks for the keys to success!!

Sincerely,



Nick Hindle
POSSUM IT (SA)
nick.hindle@possumit.com.au