



21st December 1999

To Whom It May Concern:

Re: David Ferrier's Elite Conversions

I attended David's course in early December 1999 with my two sales executives and installation manager. I found the course to be very enlightening, not just focusing on sales but on people skills.

As the Managing Director of a company with 32 staff, managing people is probably the hardest part of my job. The course has enlightened me to a better way of handling people, and directing my company. It has shown me a better way to achieve what I want and how I want it.

My installation manager was a little concerned about the relevance of this course to his job, but after the first day was reassured. He now feels much more confident in dealing with site managers and clients that previously intimidated him.

I am confident that not only will my sales will increase, but also the profitability of my company through better management skills on my part.

I urge anyone involved in the management of any business to attend this course, and I hope you achieve what I have.

If further details are required, please don't hesitate to contact the undersigned.

Yours faithfully

**CAMERON FAIRBROTHER
MANAGING DIRECTOR**