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**Ray White**<sup>TM</sup>

**GLENELG**

17 February 2003

David Ferrier  
C/- Elite Conversions  
Level 21, 197 St Georges Terrace  
**PERTH WA 6000**

Dear David

Just a quick note to let you know how we have been travelling since our team attended your Conference.

On an almost daily occurrence, one of the Sales Staff will mention how they put the skills they learnt, into practise and got the business. In most cases they are saying they couldn't believe how easy it was.

Within 24 hours of finishing with you on Monday, Annette listed a \$400,000 property and according to her, all she did was "reflect their wishes", it was that easy.

We've now incorporated a one hour training session into our weekly meetings and everyone participates.

I have no hesitation in recommending to others the Elite Conversions Course. I too was hesitant, at first, its human nature, but if you're in sales, you really owe it to yourself to do it - the results speak for themselves.



**BRUCE WOODBERRY**  
*Manager/Director*