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31<sup>st</sup> January 2001

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

**KARDINYA**

OFFICIAL MANAGER  
RESIDENTIAL ACCOMMODATION  
FOR THE SYDNEY 2000 OLYMPIC GAMES

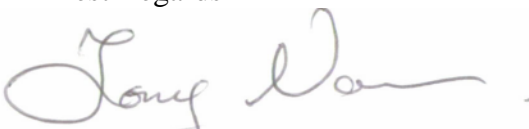
To Whom It May Concern

**RE: DAVID FERRIER'S ELITE CONVERSIONS**

Recently seven members of our staff plus myself and partner attended David Ferrier's Sales Conference. I found results were immediate and it will pay for itself in no time.

I have no hesitation in recommending this Conference to anyone as it has increased our ability to close sales and has given my sales team a lot more confidence in communicating.

Best Regards



**Tony Varis**  
**SALES MANAGER / DIRECTOR**