

Tuesday 25<sup>th</sup> of February 2003

To Whom It May Concern

As the Manager of Ray White Prospect and having spent over twenty years in Real Estate I have attended many courses for all sorts of reasons.

When David Furrier gave us his pitch I believe we are all a bit cynical about spending time, effort and money on another programme. Quite frankly this man confesses that he didn't teach us anything new, he didn't invent the wheel nor could he alter anybody that didn't want to know.

He is passionate about body language and road blocks and he did teach us to read other peoples body signals better than we did, and also to recognise our own negative reactions and really our need to out talk our client.

Unless you go you just won't know if you are really listening and not over powering your clients.

Regards



**BEVERLEY PHILPOTT**  
*Principal*