



Mr David Ferrier
Elite Conversions
Level 21
197 St Georges Terrace
PERTH WA 6000

4th July 2002

Dear Dave,

Just a short note to express my thanks for the excellent seminar you delivered to us recently. Day one in particular was an eye opener to the constant "Roadblocks" which I used to use daily.

I feel that through concentration I can now communicate more effectively which in turn will effect my sales performance.

Thanks again

A handwritten signature in blue ink that reads "Mark Smith". The signature is fluid and cursive.

MARK SMITH
Director