



Elite Conversions.  
Unit 13/19 Delamere Avenue,  
South Perth,  
WA 6151

10<sup>th</sup> July 2002

Dear David,

Just a brief note in appreciation of the course I undertook, it was most enlightening. I think as sales people we are all guilty of going down the wrong track and this course helped point out pitfalls that we had not identified as such.

You will be pleased to know that on our return to the office and the start of the new month our sales team has shot out of the box in terms of sales figures. I will be recommending to our principals to undertake a regular refresher course and look forward to **listening** to you in the future.

Yours sincerely,

A handwritten signature in blue ink that reads "Shaun Yeo".

Shaun Yeo.  
Senior Property Consultant.  
(Roy Weston Willetton).