



23<sup>rd</sup> April

**David Ferriers Elite Converslons  
Level 21, 197 St George Terrace  
PERTH WA 6004**

Dear David,

**RE: Elite Conversions Course**

Thank you sincerely for the follow up visit you made to my office this week.

The visit was unexpected and much appreciated as you were able to say constructive things to my Sales Representatives, which I had been struggling to address in an appropriate manner.

Your forthright handling of the situation has left them all in no doubt of the benefits of your course. The systems and tools they received on completion of the course, has encouraged them to re-consider their approach to the industry.

Personally, the self empowerment I have gained particularly from the section on affirmations has helped me to access wonderful results, including 6 new listings, 1 sale and 2 new property managements within 2 weeks after finishing the course.

Yours sincerely

A handwritten signature in cursive script, appearing to read "Carmel Saraceni".

**Carmel Saraceni  
Principal/Licencee  
Roy Weston Saraceni**