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18 July 2000

David Ferrier's Elite Conversions  
2 Tate Street  
South Perth WA 6151

Dear David Ferrier,

Just a short note to say thank you for the techniques you taught me on the elite conversion course back in April. I have found them very beneficial in both my professional and social life and continue to experiment with them daily. Some of the cold calling techniques that you discussed have taken away most of the fears that I used to have of approaching a new client, by being prepared in advance whether it be by the phone or face to face. Above all I think the listening techniques and reflective responses have been the major winner, helping in every aspect of my life. I thought I was a good listener before the course but am an even better one now.

I have been reading a book by Paul HARRIS called Direct your subconscious and Drive to Success which I think may help you in your seminar. It is all about reprogramming your subconscious through the use of affirmations and hypno-suggestion. It then goes on to utilising the unconscious mind. I know you covered this in your seminar back I found it a good refresher and some interesting readings in there. I just thought it was worth mentioning it to you as I thought it was worth a read.

Once again thank you for your course, it is something I really needed to proceed in my present position as I was a little overwhelmed at how to approach certain situations. Galvins provide a great training but this just gave me some techniques that I was lacking in. I wish you every success and good luck in the future.

Sincerely,



Stephen MARKHAM