

# Stirling

## *Business Machines*

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1<sup>st</sup> May 2001

**David Ferrier**  
**Elite Conversions**

Dear David

In December I sent five of my staff to your sales conference, 3 sales staff and 2 service staff.

Since the course I have found a remarkable improvement in attitudes, confidence and communication skills.

Sales skills have improved tremendously. Lisa from my Myaree branch recently sold a system copier on her first appointment to a large home building company which was an excellent result. Lisa felt more confident about herself and commented on how much the course has helped her achieve.

My technical staff benefited especially on the communication skills as they are out on the front line of my business and they see many clients per day.

David, thank you for your excellent course as an executive committee member of the Melville Chamber of Commerce. I would highly recommend your sales training conference to another member or business contact.

Best regards



Peter van der Giezen