



1 February 2000

David Ferrier,
Elite Conversions,
2 Tate Street,
South Perth, 6151

Dear David,

Well a month has gone since my three sales guys attended your sales conference.

In particular, Peter has picked up and run with what he learnt at your conference. His sales conversions doubled in January. The other two have come off a higher base than Peter, so the results don't look as impressive, but still their sales conversions are up around 20%.

In all three participants I have noticed a great improvement in their self and belief confidence in their own ability.

We will certainly send other participants as the need arises.

Regards,

(Faint signature watermark)

Ian Pitts.
Joint Managing Director.



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