



David Ferrier  
Managing Director  
Elite Conversions  
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South Perth WA 6151

Ben McAppion  
Office Clerk / Counter Sales  
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Port Kennedy WA 6172

Dear David,

First of all I would like to thank you for a brilliant course. I Fully Enjoyed my time in your course. As I have attended other sales courses before they hold no comparison to your setup. You were saying that you forgot to hand out a referral sheet so I decided to send you this short letter with a few companies and there managing directors names on it. Again I thank you sincerely.

Yours faithfully

  
Ben McAppion

Brown & Joy Industries  
Gavin Brown (Managing Director / Owner)  
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