



Mr David Ferrier  
Resultzcorp  
Level 24  
91 King William St  
ADEL AIDE SA 5000

18 March 2010

Dear David

WA Young is a company that has been in business for some 60 years and employs over 20 people. Our innovative company designs, manufactures and installs all types of shade sails and structures, both domestically and commercially.

I would like to take this opportunity to thank you personally for giving me the opportunity to send my 2 external sales consultants, along with myself, to your 2 day conference during February 2010.

Each of us took away massive chunks of practical wisdom, and agree that the topics of discussion and subject matter of the course were highly relevant.

During the week that separates days one and two, both of my consultants reported significant sales results that they, and I, directly attributed to techniques learnt from day one. David, one of our senior sales people, had the best sales week he has had in the 6 months he has been with WA Young. This, to me, is the most pleasing aspect of the conference as it reflects a much quicker repayment of my investment than I had anticipated by far! Now, some weeks later, the sales conference has paid for itself in increased sales and will continue to do so.

We are now taking a unique business opportunity to 'systemise' our sales processes and have engaged you to assist in this area. I have confidence that this will not only increase sales directly but will enable our business to employ new sales people and have them fly out of the box. Our competition won't see us coming.

David, I must say you can come across as being 'full on' because of your passion however I believe it is because you are genuinely focused on results and positive outcomes for your clients.

To anyone considering taking advantage of Resultzcorp, I would highly recommend you bite the bullet and not only do the course but think outside of the square and think sales systems.

Kind regards  
WA Young & Co

A handwritten signature in blue ink, appearing to read 'Tim Seymour-Smith', with a large, stylized flourish at the end.

**Tim Seymour-Smith**  
Managing Director

**Seymour-Smith Pty Ltd T/As W.A. Young & Co.**

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