



BOYA
EQUIPMENT

16 Foley Street
Balcatta 6021
Western Australia

Telephone: (08) 9345 3633
Facsimile: (08) 9345 3848
Email: boyaequip@corpit.net
www.boyaequip.com.au

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To Whom It May Concern:

I attended David Ferrier's Elite Conversions course in July 2000 with my two sales consultants. We all found the course very enlightening in regards to new sales techniques and communication skills.

My two salesman have definitely benefited from the course and have identified sales achieved due to what they learnt from the course even though it has been only two weeks since we had our enjoyable day on Rottnest Island.

As General Manager I have found the course to have been highly beneficial to my communication skills and helped me communicate better on a professional level and just as importantly on a personal level.

Overall the course reinforced the things that do work in sales and the priorities for effective communication.

I would definitely recommend David's course for any sales and management professionals.

Yours truly,

Andrew Barbarich
General Manager

Lance Callard
Sales Consultant

Bruce Nagy-Jones
Sales Consultant

