

26th September, 2000

David Ferrier
Elite Conversions
2 Tate Street
SOUTH PERTH WA 6151

Dear David,

As a Proprietor and Manager of a small business, who has had absolutely no formal background in Sales, your **ELITE CONVERSIONS** seminar on Rottnest Island was most beneficial.

It has given me the knowledge and confidence to communicate more effectively with my sales staff, and, more importantly, with both New and Existing Clients. In particular with reference to "Body Language".

I am confident, the skills I learnt will have a long term, positive effect for my company and myself, and have no hesitation to recommend David's course to any Sales Professional.

Good Luck for the future.

With kind Regards,



W S BROCKWAY
PROPRIETOR

