



2nd August 2000

Mr David Ferrier
Elite Conversions,
2 Tate Street,
SOUTH PERTH WA 615

Recent course undertaken by our 3 salespeople

Dear David,

Our 3 people (Leger, Mike and Peter) enjoyed and profited from attendance at, and participation in, your 2 day course. This being the case, I have not hesitated to enroll Graham in your next course.

Our 3 attendees are of differing sales experiences, different ages etc. but each reported a new awareness of some selling skills and their dialogue with prospects.

I would not hesitate to recommend to others that their sales people attend your course.

King regards,

B.J. SWEENEY
MANAGING DIRECTOR