

12th March 2004

David Ferrier
David Ferrier's Elite Conversions
Level 21, 197 St Georges Terrace
PERTH WA 6000

Dear David,

Just a brief note to say thanks for the professionally tight talk you conducted at our REIWA Eastern Suburbs Branch Meeting on the 10th February '04.

The unique, ongoing training that you have conducted for our three Torrens Real Estate Offices has been highly successful and because of that I recommended you as our guest speaker at the bi-monthly meeting of the REIWA Eastern Suburbs Branch.

David your talk was extremely well received, interpersonal communication and listening skills are vital in our industry and this is often overlooked and is the difference between making and not making a sale.

I would highly recommend you to talk to any groups that are looking for a dynamic speaker.

Let me take this opportunity to wish you all the very best in the fixture and I know that we will be engaging your valuable services in the fixture for our growing team and offices.

Yours faithfully

TORRENS REAL ESTATE – BALLAJURA



JOHN PAGE
PRINCIPAL

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