

To whom it may concern
20/10/2009

Zancott Recruitment is a specialist blue collar recruitment company that provides services to a diverse range of clients from small to large and both government to private. After many years of strong organic growth we wanted to increase our market share and presence.

I met David at a Business SA Meeting and after talking with David we invited David to our office for further discussions.

In consultation with David we decided to do a customised two day training session for our sales team

We implemented sales systems and process which included scripts and dialogs for telephone marketing too maximise conversion rate of telephone call to appointment. He also helped us put together a planned presentation folder and this has had an immediate impact on our sales.

Since implementing our sales systems we have had regular monthly meetings with David to ensure we are following through the correct systems and processes allowing the sales techniques to become second nature.

I have since started a new sales person that has also completed David's Resultz Corp two day seminar and it has drastically improved his knowledge of sales and allowed him to understand the systems and process that we have implemented in our day to day sales.

I would recommend David to any company that has a sales team because I believe that with his coaching you can drastically improve your sales and turnover.

Managing Director



Cameron Buzzacott

