




Spring

Mr R Mendelsohn
Leadership Management Australia
PO Box 2177
Wattletree Road
Malvern East Vic 3145

16 July 2007

Dear Richard,

I wanted to take the time to thank you for your support during the involvement of myself and two (2) Business Development Managers in the Effective Selling Strategies (ESS) course. As you predicted, we have achieved some wonderful results since the completion of our courses, culminating in the best quarterly results on record since early 2000.

As you are aware, over the past couple of years our organisation has been through a transition phase which has been full of challenges. ESS proved to be the perfect course for all of us and we benefited greatly from a course that helped us set goals and put us on the road to achieving the majority of them by the end of the 12 weeks.

One of my BDM's has signed over 20 new clients this year while the other has turned around a struggling territory and had some significant wins in this time. My territory has also undergone a transformation with great financial results for the year so far and some very large 'A class' prospects on my list. It is hard to believe that we have come so far in such a short amount of time.

Thank you again for your coaching and support. We will definitely be recommending that our Sydney office consider completing your courses to keep the momentum going in our transformed organisation.

Yours truly,

A handwritten signature in blue ink, appearing to read 'Stephanie Cook'.

Stephanie Cook
Southern Regional Manager
Spring