



PC LOCS  
SECURITY AND TRANSPORT  
SOLUTIONS FOR...  
COMPUTERS  
TV&DVDs/VCRs  
LAPTOPS  
MULTI MEDIA  
DATA PROJECTORS

Paul Curtis  
Director  
Edensilk Pty Ltd  
PO Box 141  
Maylands WA 6931

Dear Paul

I write offering some feedback and sending my thanks regarding the sales training our team has recently been receiving.

We have found it really worthwhile to participate in your workshops covering the valuable material in the Sales Coaching Workbook. As we continue to use and apply this proven material, we have experienced immediate and measurable successes. Even areas we initially didn't think were applicable have proven to be practical and useful in terms of achieving better selling systems and skills.

The sales team at PC Locs has generated real benefits by practicing and implementing your workbook knowledge, and integrating it with our own scenarios. Although we've had training in techniques previously, this time the application to our own style of business and learning has made all the difference.

We would recommend not only taking the time to go through Edensilk's 'Sales Coaching Workbook' material, but to apply the knowledge specifically to your own business for real results.

Yours sincerely

A handwritten signature in black ink, appearing to read 'James Symons', written over a horizontal line.

James Symons  
National Marketing Manager