



Sunhawk Pty Ltd ABN 74 090 432 974

"RAINSTORM" means "DUST CONTROL"

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To Whom It May Concern:

Rainstorm employed the services of Paul Curtis and Edensilk several months ago to assist our company to update and revitalize our sales and marketing programmes and procedures. Since then, we have had weekly meetings with Paul at our office, along with our senior management and sales managers. The consensus, after some initial reluctance to take time out of our usual business activities, is that it has proved to be a very valuable exercise.

Paul has shown the ability to bring all members of our team into the discussions and now has everyone actively engaged in the improvement process. He has very diplomatically and professionally helped us see the weaknesses in old sales methods and to smoothly move into new and more effective ones. His collaborative, rather than instructive approach has made a successful adaptation of the new programmes much more likely. It should be noted that Paul took the time to understand our business and adapt his efforts to our real-life requirements, rather than just to be generically prescriptive.

All in all, I would describe Paul's approach to servicing his customer's as "smooth, but not shiny". His ability to bring a professional outsider's view to bear on our company's methods without ruffling feathers or digressing into non-relevant areas has been most appreciated, and ultimately, of great value to our company.

Best Regards,

Greg Kerr
National Director

Visit our Website: www.rainstorm.com.au



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