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Edensilk Pty Ltd
40 Stuart St
Maylands WA 6051

Edensilk's Sales Recruitment & Selection System

I entered into discussions with Paul Curtis without a great deal of conviction, having recruited many sales people over my years in sales management, and I've tried *quite a few* recruitment systems!

The system Paul has developed, while employing key principles similar to those I have used previously, is different in many ways. It is probing, challenging, and it certainly concentrates the mind of the interviewer as well as that of the interviewee.

Edensilk's structured selection process eliminated a raft of people that would otherwise have become part of my sales team.


I have employed two people using the system, both of whom are proving to be very good choices. Their attitudes, behaviour and results to date support the wisdom of my decision to employ them.

It's my belief that the Edensilk system, intertwined with component parts retained from our previous recruitment structure, delivered two great people and saved me the pain and the cost of employing the wrong ones.

For the system to work, I believe the interviewer needs to be fully committed to the course laid out by Edensilk. I elected to watch, listen and learn from Paul while he demonstrated on the first three candidates, and then I ran with the process solo from there. It's fun; but it's not for the faint hearted!

If you hate to waste time, money and energy employing the wrong people; have made a few blues in the past; would like some help; but still want to stay directly in touch with the process; then this is a system worth your serious consideration.

Sincerely



Bob Barnett
Sales Manager