

April 12, 2005

Darren Pereira
Success Integrated
Suites 1 – 3, 131 Bulleen Rd.
Balwyn North, VIC 3104

Dear Darren,

Re: High Performance Selling Course

On behalf of the Victorian Sales Team I wish to express my gratitude for your efforts in assisting the team to develop strategies and processes in order to identify and target new business opportunities with a high success rate.


As a mentor, it was a great assistance to our business to set specific, measurable goals with regular follow up. As you are aware, our team set some targets for new business over an 8-week period. The "Dream Goal" was set at \$774,000. This goal was extremely stretched at the beginning of the course.

It gives me great pleasure to inform you that we successfully managed to smash our dream goals by over \$400,000, which for our business was a huge result! We now have systems set in place to follow as a means to ensure that the training stays with the team.

All attendees have gained enormous benefit from the training course and it has injected a new lease of life into the way the team now focus on new business development.

Once again, thank you for your assistance and I look forward to communicating more success stories with you on behalf of the Victorian Sales Team in the future.

Yours sincerely,

A handwritten signature in purple ink that reads "Brett Aldons".

Brett Aldons
Sales Manager – VIC
NCI Packaging Pty. Ltd.

Thinking beyond the package