



Philip Webb

LICENSED ESTATE AGENTS ■ AUCTIONEERS ■ PROPERTY MANAGERS

6 May 2006

Dear Darren,

When you first walked into the training session at Philip Webb I couldn't believe that someone could be so confident on all aspects of life, both personal and business. I was thinking, who is this guy that assures me that I could be more productive achieve higher results and enjoy the pleasures of a balanced life.

As a Property Manager working in a very high pressure and busy portfolio I thought that I had down pat. With working long and stressful hours I just dealt with the fact that this was my job. Boy I was wrong. Not only have you taught me to achieve higher goals on a personal level I feel more confident of the way I approach each client I deal with and enjoy my personal time.

Just to give you an idea of the time that I used to speak to a landlord on the phone prior to your training my call times have gone from 15 minutes to around 5 to 6 minutes. By doing this I achieve more time in the day to concentrate on my paperwork and other important matters.

In relation to my business goals after the first couple of weeks I found confidence in asking for new business the budgeted figures was to bring 1 property in per month, just by applying myself to what you had taught me throughout the course, I have brought in a total of 8 properties in just 2 months.

I would like to take this time to personally thank you for everything that you have taught me I have even higher sprits to achieve more from my job.

All the best for the future and thank you again.

Kind regards,

A handwritten signature in black ink, appearing to read 'Naomi Smith', with a long, sweeping underline.

Naomi Smith

Property Manager

139 Maroondah Highway, Ringwood Vic 3134

T: (03) 8870 2888

F: (03) 8870 2822

M: 0408 336 383

nsmith@philipwebb.com.au

<http://www.philipwebb.com.au>

www.philipwebb.com.au