

Collective Intelligence  
Attn: S.Mitchell & M.Schiffner  
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Woolloongabba  
Qld 4102

The logo for Estate Property Brokers, featuring the word "estate" in a large, lowercase, sans-serif font, with "property brokers" in a smaller, lowercase, sans-serif font underneath it. The text is white and set against a solid green rectangular background.

Dear Stuart & Michael,

I received a glowing response from all my staff who attended your highly interactive two half-day customised workshops for Estate Property Brokers & Coldwell Banker Property Direct on selling skills.

Our Sales and Administration staff individually made special mention that both Stuart and Michael's ability to connect with the audience on a personal level created a comfortable and relaxed environment in which to learn new skills.

Each member gained something different from the seminar, which created an immensely positive atmosphere in our office and stimulated team discussions for weeks afterwards. Your training reminded our experienced sales staff of critical selling skills they had either forgotten or previously not learned.

As the Director of Estate Property Brokers, I can honestly say that Stuart and Michael have made a positive impact on the attitudes of my sales staff. Office gossip and complaints have now been replaced with increased property listings and sales as a result of Collective Intelligence sales training.

Thank you for your time, knowledge and understanding. I had my doubts but you clearly delivered what you promised as professional sales trainers. I look forward to working with you both in the near future.

Kind regards,

A handwritten signature in blue ink, appearing to read "Michael Spillane". The signature is stylized and includes a large loop at the end.

Michael Spillane  
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