



Domain Group
AUSTRALIA PTY LTD

Dear Paul,

Wednesday, 29 October 2003

Thank you for your interest & support in our company's endeavour to promote itself & gain a footing as a recognised player in the Private Educational Software market.

Your assistance to me has been very encouraging. The methodology that has been imparted has enabled accurate process & assessment of the very difficult area of 'contact resulting in appointment'.

We know our product is good & effective for education but if we can't get it to them it won't sell. The wisdom you have shown me in the brief time we have had to date has worked. Receptivity of our target clients has increased with resultant interest & I'm sure will procure sales. An interesting book puts it this way:

Proverbs 1:1-6

For learning about wisdom and instruction, for understanding words of insight, for gaining instruction in wise dealing, righteousness, justice, and equity; to teach shrewdness to the simple, knowledge and prudence to the young-- Let the wise also hear and gain in learning, and the discerning acquire skill, to understand a proverb and a figure, the words of the wise and their riddles.

I have learned over the past few years that selling is not an invasion on the person you are selling to. If you have a product that they would do well to take a good look at you need the ally of wisdom to help procure their understanding.

Paul, thank you for your wisdom & insight.

Regards, Keith.

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