



8 August 2003

Edensilk Pty Ltd  
40 Stuart St  
MAYLANDS WA 6051

Attention: Mr Paul Curtis

Dear Paul

**Edensilk's Recruitment Service**

You have asked me to write a few words for the benefit of others considering your services, and I must start by saying that the most difficult challenge in any business is finding the right sales performer who will give you the required results. MPL have used a number of different processes to find these elusive 'superstars' with varying degrees of success.

After asking Edensilk for advice, Paul Curtis persuaded MPL to undertake a particular 'employ a superstar' methodology. We were all very impressed with the process Paul described, and the proven results to date, but were slightly unsure of whether it would work in our case. We decided to give Edensilk a try.

Paul drafted the ad, short listed the applicants, and was involved with all the initial interviews and we were pleased to see three of the four short listed candidates qualify for a second interview.

As a result, we believe we have appointed the ideal candidate which we may not have found if we had used our conventional methods. Edensilk has provided MPL with a fantastic recruitment and selection process that we will certainly use again.

Thanks Paul for all your input and recommendations. I have every confidence that I will be able to report back in six months and exclaim how our 'superstar' smashed all the sales targets.

Sincerely,

Conrad Winter  
**MPL Sales and Marketing Manager**