



**Laing+
Simmons**
Beyond the expected

Real Estate Agents

Laing+Simmons

CORPORATION PTY LTD
ABN 19 002 715 764

Head Office
Level 6, 9 Castlereagh Street,
Sydney NSW 2000

Telephone (02) 9223 4888
Facsimile (02) 9267 5830
Email franchise@laingsimmons.com.au

20 February 2004

Shelley Taylor-Smith
PO Box 254 Harbord
NSW 2096

Dear Shelley,

I thought that you would be interested to know that almost 1 year on the group are still talking about you and the presentation that you delivered for us at last years Annual Convention. I have to say that is a record!!

At the time I realised that your message was particularly appropriate for our group. Anyone in sales needs to understand the importance of focus and determination, and no-one embodies that better than you. However to have had such a lasting impact is quite remarkable.

I know that many of our team have employed you in your capacity as a coach, and through them I understand that the one-on-one focus has resulted in both lifestyle and business changes over and above those implemented after Convention 2004.

Thank you again for your involvement with the Laing + Simmons group, I have no doubt it will be a long-term relationship.

Regards,
LAING + SIMMONS CORPORATION PTY LIMITED

LEANNE PILKINGTON
General Manager