

Letter of Reference: Sally Roberts

A very good morning to you Sally.

I am applying what you taught and I will be well prepared for future negotiations.

Upon coming back to the office after training, I was asked to do a presentation on what I learnt, I was a bit apprehensive as it was a FIRST but soon knuckled down to prepare the presentation and viola! They were impressed and I told them that I highly recommend that they send more delegates to your institution in the near future.

As indicated during the training, I am hoping to taking my level of confidence beyond the skies, I am a walking proof that the old saying "You can't teach an old dog new tricks" works! It depends on what it is you're teaching that dog. I have learned a lot and my awareness level has also increased, I now pay attention to details. My listening skills are on an upward direction – I do not rush to answer but listen well in order to respond soundly.

I am very happy with the training I received and the manner it was delivered. We had the opportunity to discuss and allow others to share their experience (which benefitted our class).

I am looking forward to many trainings from Kwelanga.

"It is now a common practice to negotiate for price on every order"

Jacob Moremi

Senior Buyer

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