



Bringing Old Homes into the Future

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DB-U 21760
ACN: 133 519 605
www.beowulfbuilders.com
mail@beowulfbuilders.com.au
Office: 1300 BEOWULF
Mobile: 0409 975 826
Fax: (03) 9469 5551

Miles Primrose
Business Sight
Suite 3, Level 1
700 High Street
East Kew
Victoria 3102

Dear Miles,

This letter is to THANKYOU for all your hard work you have done to help me better understand my business in a way that allows me to construct green sustainable homes for my clients that contribute to a greener future with a number of different systems that are efficient, effective and reliable.

This year Beowulf Builders Pty Ltd celebrates its 9th year as an unlimited builder and its best year to date. Your consistent support, your professional reflections and predictions of the industry has helped turn Beowulf into a business that will grow with confidence and allow us to build homes that save our customers money through sustainability.

The way that your business course was presented helped me understand my role in the industry and the importance of a niche market. The speakers that you had, allowed an easy to follow comprehensive system that with consistent tuning, like any good business, can stay ahead of the pack using different advertising, marketing, design, and selling principles with the clients better interests in mind.

My sales are up 15% in only 6 months and our customers rave about what a marvellous, stress free experience they had. We have had one customer come back 3 times and has recommended us to numerous clients through his structural engineering business. I feel your offering of your experience and personal guidance played the main part in our ability to improve so quickly.

I look forward to working with you in the future and I know with your expertise and guidance Beowulf Builders Pty Ltd will become a leading green sustainable builder. To continue my training with you and your company is a privilege and a pleasure and I believe that the greatest asset to the business world is your systems and resources.

Thanks again Miles, you are one in a zillion.

Kind regards
Joe Spencer
Director