



Trane Pacific


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Mr. G. Burns  
#2 Jalan Daliah  
First Mansion #07-06  
Singapore 438516

**Re: Mission Possible Closing Presentation**

Dear Greg



After leaving Penang I have been on the road for about two (2) weeks so now is the time to tidy up all the odds and ends and send you a very personal thank you for the effort and to confirm the value of your presentation in closing our Mission Possible Conference in Penang in May. The theme of your motivational speech matched that of the theme of the conference and added that little extra to close on a high note.


From my point of view you I would highly recommended to other companies and/or organisations who may wish to use your services. Please feel free to use my name as a contact for a reference as I would only be too willing to pass on my recommendations and endorsement.

Internally we have had further discussions on use of 'Greg Burns' for other Trane functions and at this stage it is well and truly on the agenda. We will continue with the Mission Possible theme for approximately the next eighteen months. As you know one of our Sales Engineers incentive programs is for our Asian based Sales Engineers to attend the Sydney Para-Olympics in the year 2000 plus spending a week in Sydney and we hope seeing the Swimming Events. I have organised with the promoters in Sydney to reserve seats for this event and hope I too could be there to cheer you on in the year 2000 as well.

At this point we have no formal agreement, however I will confirm that it is our intention to draw upon your services again during this period or at some presentation time be involved as a follow up to our Mission Possible campaign.

Again thank you for your sterling effort, it was a pleasure to meet you and enjoy your company. I am sure we will cross tracks again in the near future.

Sincerely,



Lindsay St. Leon

Trane Pacific -

Coach Applied Sales Asia Pacific Region