

## **Success Story**

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Yet another success story from a past participant that indicates the phenomenal returns that can be gained from the application of what is taught on the course. The person concerned has asked for anonymity for themselves and their organization:

"Hi Guys,

Just a note to let you know that S.B. and I have been using some of the techniques you taught us to negotiate a \$30m transaction.

So far, I reckon we can attribute \$3m - \$6m of the reduction in the price to what you taught us - could be well worth the cost of the course!

Regards

S."