



### **Luke Coventry (Ray White Greensborough Victoria)**

"I just wanted to thank you again for a fantastic training session, I think it should be an absolute must for any auctioneer. My office has had a 100% clearance rate of our auctions since I completed your level 2 auctioneering course.

One thing that I am now doing that I learnt at your course is to have the vendors outside standing behind or at least near me while I'm conducting the auction. This, as you said, "brings the vendors in to the theatre" and gets them involved instead of sitting in the comfort of their lounge room.

This Saturday just gone I'm sure it helped me to get 2 of our 3 auctions over the line and sold under the hammer, it enables the momentum of the auction to keep going with out having to stop and go inside.

This is just one of the many things that I learnt from you on the day, and one of the many things that is making us more sales and therefore you guessed it more MONEY!.

Since completing the course 2 weeks ago I have conducted 6 auctions and sold 6 under the hammer I will keep you posted on our success thanks once again." ~