

# HOCKING STUART

The Hardest Working Estate Agents

12<sup>th</sup> June 2007.

To whom it may concern

Hocking Stuart engaged Fiona Blayney in 2006 to assist the development and delivery of our property management training and conferences. We approached Fiona as we believed that she had the best synergy with our group, understood our goals, culture and what we were trying to achieve. More importantly she had credibility with our managers

The feedback from the team was outstanding and as a result we engaged Fiona to assist in development and delivery of our training in 2007.

Fiona has assisted us to develop training materials and a Hocking Stuart system that will develop standards throughout the organisation.

I have spent the last 6 months working with Fiona on this project; she is very committed to the success of her clients, easily engages property managers and directors, has great sense of humour and has taken the time to really understand what our needs are. Her experience in Australia and abroad means that she brings to the table a unique prospective that other trainers cannot match.

I am looking forward to working with Fiona in 2007 and taking our business to another level. This only happens when a trainer engages with a business, builds, develops and earns the trust of the team and the delivers on the promise.

Yours faithfully



Sadhana Smiles  
People & Performance Manager