



Need A Nerd  
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To Whom it May Concern,

Need A Nerd is a mobile Computer and Technology Support Service business. In December 2007 Need a Nerd launched a franchise offering nationally which has been well received by the market and has had significant take up. The offering targets Franchisees with sales and people management experience rather than technology knowledge.

One of the barriers encountered was providing Franchisees with the confidence to sell a product that they knew very little about; how they would go about generating new customer leads; and how they would approach sales presentations.

Brett Burgess has been instrumental in overcoming these barriers.

Following completion of Brett's sales training course our Franchisees have the confidence to go out and grow their new business. As a result of the training they understand that if they follow the process, they are able to achieve the sales they need to reach their targets.

The feedback we received from our Franchisees was that Brett's sales program was the highlight of the Need a Nerd two week Franchise Training Programme.

We have also utilised Brett's services to develop a sales process for our Nerds which has significantly increased their profitability and productivity.

I would highly recommend Brett's services for anyone who wanted to grow their business.

**NEED A NERD**

Adam Dunkerley

**MANAGING DIRECTOR**