



BRITISH-AMERICAN

INSURANCE COMPANY LIMITED

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STELIOS A. STYLIANIDES, B.Sc.  
General Manager  
Mediterranean Region

26 March 1985

Mr Theo Hadjiyannis  
Director-General  
The Cyprus Institute of Marketing  
P O Box 5288  
Nicosia

Dear Mr Hadjiyannis

Re: Salesmanship Program for our Salesmen, 26th January to 23rd March 1985

We write to express our sincere thanks and gratitude to your Institute for organising and holding the above training course for our Company.

We must admit that the benefit to the participants has been enormous and has undoubtedly increased the zeal and enthusiasm of our sales employees in all respects.

We would certainly be glad to recommend this program to other firms in Cyprus.

Once again we would like to thank you and congratulate you for your valuable contribution in improving the marketing standards of our salesmen.

Yours sincerely

  
S. A. Stylianides  
General Manager

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