

# 5 Prospecting Notes

Dear \*

We just reviewed our results for the past year and found that a staggering 61% of our business was generated from past clients and referrals. We certainly could not have had our best year ever without the support of important people like you.

Thanks for keeping us in mind when referring your friend's family and relatives that require a real estate service when they are making their next move. With your help we can continue to serve with even better results in the year ahead.

Yours in appreciation.

Dear \*

William Shakespeare once said that when you are at home you are at a "better place". I truly hope you are still finding your home to be your "better place". Our interest in serving you in the past remains strong today so call us if you need anything at all.....especially if you are considering moving to you next 'better place'.

Ready to serve.

Dear\*

I'm sure that since you have been living in your home, your family has gone through some changes, the landscape may have also changed but never worry about changes in the local real estate market, I promise I will keep you informed!

Yours in service.

Hi\*

This is an interesting article and thought you might like a copy of it. As you know one of my commitments is to keep you informed!

Yours in service.

Hi\*

Thought that you would like to receive something in the post today that wasn't a bill!

Have a great day.