Referral Request to Past Customers

I am compelled to share with you a life changing experience that recently happened to me. I recently attended a conference that reminded me that a major portion of my future business is dependent on my past business, your referrals! This friendly reminder made me realize I need to apologize for not keeping in closer contact with you. I really enjoyed helping you and your family realize your dream of home ownership. The increased demands on my time as we have moved forward with some of our growth initiatives have not allowed me to be as close to my clients as I would like. The best part of this business is the relationships that I have built with my clients over the years. Lately I have really missed that and I am sorry.

When you really stop and think about it...you have professionals in every area of your life that provide you with good services on a long term basis, people like your lawyer, your doctor or your trusted mechanic. Why do so many people look at real estate as such a short term relationship? When you consider that for most people buying or selling a home is the single biggest investment they will ever make, why do they settle for an agent they don't know and trust? National statistics show that a person makes a move every seven years, which means you risk less than exceptional service at least five times during your life-time.

Since I began my career, I've seen too many people end up with less than desirable results when buying or selling a home. I would never want this to happen to you. So what I'm saying is, I want to be your "**REAL ESTATE CONSULTANT FOR LIFE!**" It only makes perfect sense. You don't want to change your doctor every time you need one. Why would you want anything less than a family real estate consultant?

I promise you that I will be there for you, your family, your friends and your associates by offering you more than any other Real Estate Professional will give you. This is my pledge to you.

I will be contacting you in the next few days just to touch base. I look forward to hearing about you and your family.

Sincerely,

<AGENTNAME>>
Your Personal Real Estate Consultants...for Life!

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