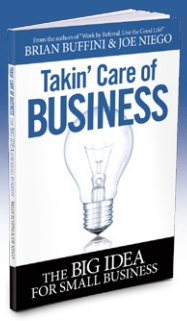
BUFFINI & COMPANY



Sample Personal Notes

FOLLOW-UP FROM A MEETING

"It was great to see you today! Thank you for taking a little time with me to catch up on all of your exciting news—I am glad everything is going well for you and your family. Please don't hesitate to call if I can be of help and remember...I'm never too busy for your referrals! See you soon."

TO A FELLOW BUSINESS OWNER

"I really enjoyed talking with you last week. It's always great to connect with other business owners who share a strong commitment to delivering excellent service. I plan to host a business mixer in the near future that can help all of us work together to grow our businesses. Will be in touch. Warmest regards,"

AFTER A PHONE CALL

"It was wonderful talking with you today. I appreciate you keeping me in mind if you know of anyone who is interested in looking into the opportunities we have for buyers in this market! I hope Billy does well at his soccer tryouts! Please call if I can be of help in any way. I'll talk with you soon."



ABOUT BUFFINI & COMPANY

Buffini & Company is the largest real estate coaching and training company in North America. Founded by industry expert Brian Buffini, the company provides its Members with systems that facilitate the fundamentals of working by referral. Our unique and highly-effective lead generation and coaching systems have helped entrepreneurs around the world improve their business, increase net profit and enhance their quality of life. Members of Buffini & Company's One2One Coaching programs earn 6 times the national average. Buffini & Company is headquartered in Carlsbad, California. **www.buffiniandcompany.com**

© 2011 Buffini & Company. All rights reserved.