Notes That Attract Referrals

1. I found myself thinking about you today, so I thought I would write a quick...
2. So, how is your home working out? It's been ___ months/years since...
3. Thanks for taking the time to [ ] today. I know how busy you are, so it means a lot.
4. Just wanted to let you know how delighted I was to receive Mr. and Mrs. Buyer as a referral from you. Being recommended by you means a lot to me.
5. It was fun hanging out with you! I look forward to the next opportunity we have to do it again.
6. Again, thank you for the great service today! We could use more people like you in this world. [Remember Find Your Betty]
7. I was going through my files and realized it's been too long since...
8. I tried calling you today, but I missed you. I just wanted to tell you...
9. Here is some information I thought you might find [news article, comic, quote, etc.]
10. I was very impressed today when you... [said or did something]). Just thought you'd like to know.
11. My business is like your business; slow without leads. If I can help anyone you know with their real estate leads, would you mind giving them my name?
12. I'm at an Open House today and had a few moments, so I thought I'd write you a quick note.
13. I don't know the last time I said thanks, but THANKS!
14. I see you often, but I don't think I've said...[thanks, good job, etc.]
15. When is the last time you got a note? Well, here's one saying...
16. Thanks for the ___ [call today, letter, information you sent, etc.]. It really means a lot.
17. I met someone today who reminded me of you, so I thought I'd say Hi.
18. There are many people in the service business, but few do it as well as you.
19. You know, just because we are friends, I want you to know how much respect I have for what you do for a living. You are really great at it.
20. Your property has been listed for ___ months and I want you to know I'm still trying to sell it for you. Call me if I can answer any questions.
21. Thanks for your card today. Here is mine! I look forward to...
22. I'm genuinely excited about... [doing something together, special event, etc.]
23. I just wanted to say thanks for all the little things you do for others.
24. If I haven't said it before, thanks for the job you do. You make life easier.