

Dear

*Thank you for selecting me to represent you with your mortgage needs. I appreciate the opportunity you gave me. Financing a home is a big step and a significant investment. You can be assured that the service and attention will not stop with the signing of the closing papers.*

*The mortgage industry is very challenging and the market is continually changing. In order to better serve you and my future customers, I feel it is my responsibility to always be aware of market conditions and current mortgage options. With that thought in mind, if I can ever be of further service to you, your friends or family members, please think of me.*

*Most of my clients are referred to me by other satisfied clients. If you have any friends or family that you know are in the market to purchase a new home or refinance their current home, please forward their names using the form below and mail it in the enclosed provided envelope.*

*I wish you the best of happiness in your home.*

*Once again, "thank you".*



Name(s): \_\_\_\_\_  
Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Phone Number: (    ) \_\_\_\_\_

Relationship (please check one)  
 Friend       Family Member       Co-Worker  
 Other \_\_\_\_\_

Does their future investment plan include buying or selling any of the following? (please check one)  
 New Home       Vacation Home  
 Property to build on       Retirement Home

Name(s): \_\_\_\_\_  
Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Phone Number: (    ) \_\_\_\_\_

Relationship (please check one)  
 Friend       Family Member       Co-Worker  
 Other \_\_\_\_\_

Does their future investment plan include buying or selling any of the following? (please check one)  
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 Property to build on       Retirement Home

*Thanks for your referrals!*