

I am expanding my business and would like your help. This will enable me to further ensure that I will be available to service you and help you achieve the goals we have set together. I would appreciate your help in introducing me to individuals who:

- Own their own home or living in an adult living community.
- Worked for a large company and is likely to have a pension.
- Has recently been laid off or has recently retired.
- Is someone you socialize with or worked with.
- Is the most successful person you know.
- Is a widow or widower.
- Owns their own successful business.
- Has complained about the high amount of taxes they pay.
- Has complained about their financial advisor.
- Is concerned about the rising medical or long term-term care costs.

I also form partnerships with other professionals and help them expand their business. I would appreciate your help in introducing me to individuals who:

- Is a successful professional, such as a CPA, attorney, banker, stockbroker, realtor, loan officer, or insurance agent.
- Is a successful business professional such as a CEO, president, vice-president or holds a major position with a significant company.

Please provide me with the requested information on the attached sheet. My office will complete the letters you have signed and forward them to each of your personal referrals. I thank you in advance for your help in expanding my business. It will not only

benefit my practice but will benefit you as it allows me more time to provide you with the highest level of service.

I am expanding my business and would like your help. This will enable me to further ensure that I will be available to service you and help you achieve the goals we have set together. I would appreciate your help in introducing me to individuals who:

- Is fun and easy to get along with.
- Is concerned about their family and wants to help them.
- Is willing to trust and take advice.
- Owns their own home or living in an adult living community.
- Worked for a large company and is likely to have a pension.
- Has recently been laid off or has recently retired.
- Is someone you socialize with or worked with.
- Is a widow or widower and needs help.
- Owns their own successful business.
- Has complained about the high amount of taxes they pay.
- Complained about their financial advisor or spoke about needing help.
- Is concerned about the rising medical or long term-term care costs.

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