

## **Tom Hopkins**

### **Thank You Notes for Real Estate**

#### 1. Thank You After Listing Presentation

Thank you...For giving me the opportunity to discuss the benefits of allowing me and my company to serve your real estate needs. We believe that quality, blended with excellent service, is the foundation for a successful business relationship.

#### 2. Thank You for the Listing

Now we'll go to work serving you in order to get you happily moved. You can rest assured that my company and I will do everything possible to consummate a successful sale for you.

#### 3. Thank You After Not Getting the Listing

Thank you...for taking the time to analyze my service. I regret being unable to prove to you at this time the benefits we have to offer. We keep constantly informed of new developments and changes in the marketplace so I will keep in touch with the hope that in the years ahead, we will be able to do business.

#### 4. Thank You to Buyer After Showing

It was my pleasure meeting you and having the opportunity to show you homes. You can rest assured that I will do my best to help you find the perfect home and get you happily settled.

#### 5. Thank You After Purchase

Nothing excites me more than helping someone find a new home. I am very happy for you and feel confident we will have no challenges getting you happily settled. Please call me if any questions arise.

#### 6. Buyer Thank You After Close of Escrow

It's been my pleasure helping you get settled in your new home. We are sure you will enjoy many happy years in our community, and hope you will call me if I can be of service to you or any of your friends.

#### 7. For Sale By Owner Thank You

Thank you for showing me your lovely home. I sincerely wish you the best of luck in selling it. If you should find the need to employ a professional real estate firm, I would appreciate the opportunity to show you all the excellent benefits we have to offer.

#### 8. Happy Anniversary

It's with great pleasure that we wish you a happy anniversary. It was just one year ago you let us serve you in finding your new home. We are proud to have you as one of our satisfied clients and hope you will enjoy many happy years in your home.

#### 9. Referral Thank You

Thank you for referring the Smiths to me. You can rest assured that I will do my best to help them and justify your confidence in me.

#### 10. New on the Market Card

Guess what your neighbor just did? They've selected us to sell their home. If you have a friend or relative looking for a nice home in this area, please give me a call.

#### 11. Thank You to Anyone Who Gives You Service

It is gratifying to meet someone dedicated to doing a good job. Your efforts are sincerely appreciated. If my company or I can serve you in any way, please don't hesitate to call.

#### 12. Telephone Contact

Thank You for talking with me on the telephone. In today's business world, time is precious. You can rest assured that I will always be respectful of the time you invest as we discuss the possibility of a mutually beneficial business opportunity.

**Automate your mail campaigns! Go to**  
[www.tomhopkins.com/SOCcontact.htm](http://www.tomhopkins.com/SOCcontact.htm).