

Exercise: Make friends, make sales

POINTS TO DISCUSS:

- How could your company make more friends?
- How could you network better?
- Discuss this right now and make a commitment!

Exercise: Make friends, make sales



Date

Name
Address

Dear

Hello, I wanted to write and thank you for the recent opportunity you gave Grunder Landscaping Co. to provide (insert what we did) for landscaping at your (insert). We are disappointed that we won't get to work with you this time, but we are hopeful that we will in the future.

If, at some point in the future, you see a need we could help you with, please call me. For over 25 years, Grunder Landscaping Co. has been making clients happy; here's to hoping one day we get to put a smile on your face. Thanks again for your time and good luck with your project.

Sincerely,

Martin J. Grunder, Jr.
President & CEO

MJG/nse

PS - Please help us spread the news about the good things going on in Dayton; visit our website, www.GoodNewsinDayton.com. It's one of the many ways we try to support our community.