

YOUR HELP WILL BE GREATLY APPRECIATED!

Dear Friend,

I want to take this opportunity to thank you for being one of my patients and for being supportive of my staff, my clinic and of me.

I feel the message of health we have to offer is extremely important.

We definitely are passionate about this message and want to do everything to "spread the word!"

Ours is an important message...that people have control of their health, of their future and of their lives!

Because of valued patients like you, our office continues to grow. But we have just scratched the surface.

Too many people in our community believe they have no control over their health, their energy levels and how they feel each day.

I'm surprised each day as I listen to new patients tell me that their aches are typical or that they think it's normal to feel tired all the time!

Comments like that just fuel my fire within and make me want to get this message out to more and more people.

Would you please help me extend my healthcare services to your family members, relatives, friends, coworkers, neighbors, business associates and other people whom you have a trustworthy relationship with?

You probably have some questions about this. Let me try to answer some of them...

What is Our Goal? To educate our community about the control they have over their health and obtain more awesome patients just like you!

Will This Be a Hassle for You to Participate in? No! Simply fill in the information on the enclosed form "Preferred Patient Referral Program" with the names of the people that you think might be interested in some of our services. (You might not even be aware of all of the services we have available. Please refer to the form so you can see them all!)

Then after you have filled in the names, you simple mail the form back to us in the self-addressed stamped envelope enclosed.

Why Would You Want to Participate? For every person that you refer that either attends one of our seminars or comes in for an evaluation, you'll receive one of the following:

- \$25.00 Coupon for Products or Services in our Office
Or
- Free Chocolate Nutritional Shake (Yes, you could also choose Strawberry, Orange or Vanilla)
Or
- Free Body Wrap (Lose $\frac{1}{2}$ Dress Size in one Wrap!)

Will We Be Bothering People You Refer? No! They will receive something in the mail...that's all! All we need from you is the name and mailing address for the people you'd like to refer. We won't call, email or bother your friends. We'll simply send them something interesting in the mail. If they are interested, they'll respond; if they aren't, we won't be contacting them by any other means!

How Many People Can You Refer? We'd love all the referrals you'd like to give! We've had some patients that have referred so many that they've had lots and lots of credit in our office for products and services. That makes us happy, them happy and their referred friends happy!

How Will You Know If Your Referrals Come in? We make a point to find out where every patient comes from, so we can thank you and get your referral bonuses to you!

I want to thank you again for being a patient and placing your trust in us.

Thank you for taking the time to read through this letter and please feel free to call me if you'd like to discuss this, or if I can answer any of your health concerns.

You can contact me at (222) 222-2222.

Yours in Terrific Health,

Dr. XYZ