Dear [name],

I wanted to take a few minutes to connect with you and thank you for the great work that you do in our market area. Since our spheres of influence seem to intersect from time to time, I wanted to say how glad I am to have you in my network of trusted professionals to which I can feel confident in referring my clients.

I’ve found these days with so much change in the world, so many people have questions and need someone they can trust to give them straight-forward, honest answers about the things that matter most to their families. I know that has been true of the real estate market, and I’m sure you’ve seen much of the same with your industry. My mission is to serve, not sell, and be a resource for everyone in our community, and I believe you have a similar commitment.

I suspect there may be people that cross your path that may have real estate questions about what their home may be worth or their potential buying power in a changing market who could benefit from my knowledge and commitment to service. If so, I would be honored to be introduced to anyone you believe I could be of use to. I promise you that I would handle any referrals with as much care and integrity as I know you show your clients.

I’m happy to do the same for you – should I come across anyone who seems like a perfect fit for your services – I’d be delighted to send them your way. Please let me know the best way to send you referrals!

Here’s to our mutual success! Let’s not keep each other a secret!

Sincerely,

[your name]

Company