

## Follow Up AFTER the Consultation with This Strategy

**Directions:** Using the example copy below, send a handwritten thank you note in a handwritten envelope with a stamp to go out that same day as the consultation. You will stand out from your competitors and have a better chance to get the YES!!



Dear Karen,

It was such a pleasure to get to you better today during your consultation.

Dr. Smith says you are the perfect candidate for [procedure] so I'll call you on Friday at 10 am as we agreed.

We can talk about the next step to take on your exciting journey to look great and feel fantastic!

Talk soon -

Karen  
(877) 339-8833  
[Karen@DrSmith.com](mailto:Karen@DrSmith.com)

BTW, congratulations on your job promotion. It sounds like a great opportunity for you. Or.... P.S. Enclosed are skin care samples I thought you might like to try.

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