




## EMAIL INTRODUCTION FROM REFERRAL

To:	<input type="text" value="tom@XYZcompany.com"/>	
Cc:	<input type="text"/>	
Bcc:	<input type="text"/>	
Subject:	<input type="text" value="Our friend Bill Greene"/>	

Tom,

I was talking with Bill Greene recently and your name came up. Bill spoke very highly of you and the organization you've built, and suggested we connect.

I work with organizations like yours to improve performance through more effective execution utilizing a proven, proprietary process, The 12 Week Year.

The 12 Week Year has helped hundreds of organizations, and thousands of individuals improve their performance by **30% or more in just 12 weeks**.

I would like to get together with you to talk further about how the 12 Week Year functions, and how it might be of value to you and your team.

I'm available next Tuesday, the 4<sup>th</sup> at 1 pm, or Wednesday, the 5<sup>th</sup> at 9 am. If those times don't work for you, send over a few days/times that do.

I look forward to visiting with you.

Best Regards,  
Susan