**Thank You for Referral**

**Rebranding STEP 1**

Use the following as a sample script to show your Financial Planning Team gratitude for their trust in you, in addition to their introduction. It is not easy for most Financial Planners to give clients away, so it’s important that we acknowledge this and assure them we understand the wealth continuum.

*Dear [Financial Planning Team],*

*I want to thank you for realigning [name of client] to me recently.*

*I promise I will take great care of them and of course, should I come across anyone who is better suited to be working with a Financial Planner, I will most certainly send them your way.*

*I want you to know how grateful I am for our partnership!*

*Sincerely,*

*MFIS's Signature*