Exercise

# 30. Email Follow Up – Customer Care

John is a real estate agent and sold a buyer a new home. He is sending an email thanking them for their business and letting them know that he is there to take care of them with anything they may need. How should John end the email?

a. PS – Enjoy your home! You got a great deal on it!

b. PS – If you ever need anything, call your home warranty company. They should be able to take care of you. If you find out anything that is defective in the home, contact your attorney.

c. PS – Who else do you now that is in the market for a home right now (friend, family member, co-worker)? Let me know who and I promise to contact them and take excellent care of them. Thank you!