

# ANNUAL MAILINGS TO PAST CUSTOMERS



**It is 8x more expensive to bring on a new customer than retain an old one. Focus your marketing to turn a one-time customer into a repeat customer.**

A simple annual spring postcard mailing to your past customers is a great way to ask for their repeat business or a referral.

If your past customers are planning another move this year, the postcard will remind them to call you. If they aren't planning a move, you can encourage them to refer you to their friends or family.

**Ask us about setting up your past customer mailing.**



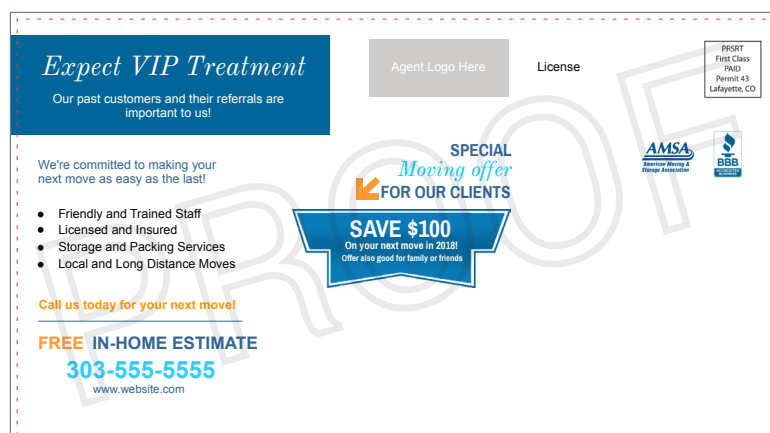
**A.R.R.W**  
(Ask-Repeat-Refer to Win)



Remind them you moved them before!

Ask for their repeat business

Ask for referrals



**CONTACT US TODAY!**

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