**Send a handwritten note with a qr code that provides information concerning the FSSR seminar.**

**Note:**

Jane,

As the holidays approach, I was thinking it might be a great time to invite you to a casual fun seminar called "Financial Strategies for Success Retirement" on Tuesday, December 6th and 13th at the Clinton Library, 123 Front Street in Clinton. Each session begins at 6 p.m. and will end no later than 8:30 p.m. As a client, there is no cost and I will provide a 222 page workbook that you can use as a reference.

This fun, interactive workshop will catch you up to date on new tax law changes and help you with many financial terms. I know you will love it. Just scan the qr code below to learn more about the various topics!

I'll give you a ring to make sure you can join me!

**Follow up call:**

Hi Jane, this is \_\_\_\_\_. Did you get my note I sent last week? Great. I've got your seat reserved for the workshop and just verifying that you and \_\_\_\_ can attend.

**I'm not sure we need this.**

Many of my clients think that as well, \_\_\_\_ but they just don't realize how important this value add is to your overall financial picture. Some walk away with a brand new look about their finances and there plan when they complete the course. Plus, it's fun! Did you get an opportunity to look over the subject topics?