

<Date>

Dear Dr. (Smith),

Thank you for your ongoing referrals. I am honored that you consider me for some of your patients with neck & back pain.

I recognize that you're placing your offices' reputation on the line every time you refer a patient. When you send a patient to my office, we will strive to provide the same excellence that your patients have come to expect. We don't keep patients coming back for lifetime care...we simply get the job done and return the patient to you.

You may be surprised to learn that our offices share over 38 common patients. That's quite a connection, but unfortunately you and I have not personally met. The purpose of this letter is to find out if you would allow my partner and I to bring lunch to your office sometime. I'll call your office manager next week to check availability.

We look forward to personally meeting you and continuing to build a strong relationship based on excellence in case management and mutual respect of each other's roles.

Respectfully,

<dr name>, <degree>