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**THE CLARENDON NEWSLETTERS**

Dear Chris

Many thanks for your hard work in creating, writing and delivering on the Clarendon Newsletters. You presented the email Newsletter concept to us as "marketing that generates sales" and we have found that this actually works!

I am delighted to let you know that, after only six months of this campaign, we have received a number of very interesting enquiries from the Newsletters. More importantly, we have closed new business worth over **£23,000** so far – this demonstrates an excellent return on our investment. In fact, one of our new clients specifically mentioned that it was receiving the Newsletter that prompted her to ring our offices.

I would be delighted recommend your company and services to other organisations wanting to increase their sales or to launch a successful marketing campaign.

With many thanks.

Yours sincerely

Candy Woodington  
Commercial Manager  
Clarendon Enterprise Centre

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