Hi [Customer Name],

I hope your last few [weeks/months] have gone well!

I’m so glad to hear that our [work/service/product] has been working so well for you and your team. I knew that by working together, we’d be able to drive significant impact for [insert their brand’s name].

Given the success you’ve seen, I wondered if you might know of any [friends/colleagues/other companies in the area] who are also looking to [insert core value proposition of your product or service -- e.g. “improve their blog’s SEO”]. I would love to help them achieve the same results you’ve seen.

Kind regards,

[Your Name]

