Hi Tanner,

Thank you so much for meeting with me today. I really enjoyed learning more about your career trajectory at CarRuns (and hearing what it was like to join as the fifth employee—so impressive!) and where you see the company going in the next couple years.

To follow up on our conversation about churned clients, I’ve attached a short deck I mocked up on my initial ideas for increasing renewals. Happy to discuss further if you see it being a helpful resource.

I can tell CarRuns is a special place to work, and I would be thrilled to join such an innovative, hardworking, and passionate team of individuals. Please let me know if there’s anything else I can provide to make your hiring decision easier.

Best regards,  
Adelaide Jenkins