

## ASSUMPTIVE APPROACH SCRIPT #1

**Introduction:** *"Hello (name), it's (name/firm). I am a search professional specializing in the commercial construction industry in the Midwest. I'm calling because I saw on (your website, job board, etc) that you have a need for a (title)."*

**Body:** *"I am networked with some highly qualified candidates at the moment who, because they are passive and only keeping up with opportunities as I reach out to them, will probably not see your posting. My question is this: are you only interested in seeing the candidates who happen to see your posting, or are you also receptive to possibly seeing the ones who might not have seen your posting but are more qualified for the role than the active marketplace that you currently have access to?"*

**Close:** *"Talking with one of my candidates does not cost you a thing. Only if you decide that my candidate is superior to the ones you would otherwise have access to, would my fee even come into the conversation. Since it costs you nothing to have a conversation, would you be open to comparing my candidates to the ones you currently have access to?"*