ASSUMPTIVE APPROACH SCRIPT #4

Introduction: *"Hello (name), it's (name/firm). My area of expertise is (FILL) and I know that recently, (insert name of candidate) left your organization. I recently completed two (title) level searches in less than 90 days and want to talk with you about why, if you want this spot filled quickly, I am the person who can do that for you."*

Body: *"I know that (name of past candidate) had been with you for (# of) years and came from (previous organization). Tell me a little more about what he did well in his role and what you'd like to see in his replacement."*

Close: *"Tell you what – give me two days to demonstrate my capabilities. Lots of recruiters talk big – but fail to ever deliver. Before we go any further, let me put my three best candidates in front of you by Thursday at 4pm. If they aren't a good representation of the type of candidates you want to see for this position, you don't ever have to field my call again. If they are, you'll have a signed agreement back to me by 4pm on Friday. Sound fair?"*