

CONSULTANT APPROACH SCRIPT #4

Introduction: *"Hello (name), it's (name/firm). I work for a company that is hired by a selective group of (type of) firms to help them in locating talented _____ professionals. I want to let you know that I'm not calling to see if you'd like to have us work on any of your current openings. My guess is that you probably already have a group of recruiting firms that you're happy with. Is that an accurate assumption?"*

Body: *"The reason for my call is that I wanted to make you aware of a complimentary service that we offer to a select group of clients that I thought may be of interest for you. Some of our clients use us as talent scouts whereby we keep them informed of the best _____ that surface in the market- as they become available. The benefit for them is that they get a first look at our top tier of candidates before we send them out to their competitors. They have the option to pass or ask for more information if they have an interest."*

Close: *"Would you like to be kept informed of the best _____ that come across our desk?"*