

CONSULTANT APPROACH VOICEMAIL SCRIPTS

Example #1: *“(Client), (name) with (firm) and although I’m an executive recruiter in the (FILL) area, I want to actually talk with you about some competitive intelligence I’ve gathered that will be immediately impactful as you continue to navigate through these tougher economic times. All I do all day long is talk with your direct competition, and in those conversations I believe there is some knowledge that will allow your firm to break away ahead of the pack when the industry turns back around. Give me a call when you get a break in the action, and I’ll share with you the specifics of how I’ve provided some instant value to my clients, without even talking about future hires. You can reach me at (number) and again, it’s (name) with (firm), and you can reach me at (number). Talk with you shortly.”*

Example #2: *“(Client), (name) here, and I am an executive recruiter with (firm) specializing in the (FILL) market. I am not calling you to necessarily discuss hiring today. What I do want to talk about is the possibility of providing you some information on the trends within the industry that I am seeing since I spend all day speaking with your competitors. I feel this information could be valuable for you to know today. I look forward to talking with you. My direct line is (number). Again, it’s (name) with (firm), and you can reach me at (number). Looking forward to it –”*

Example #3: *“I’m (name), and I run the _____ Practice at (firm). I specialize in placing _____ and other _____ within (list types of organizations you work with). I want to talk to you about the possibility of providing you real-time market analysis and internal information from your competitors, all while allowing you to build up a credit for future searches performed by my team. Call me at (number), and I look forward to speaking to you today. Again, it’s (name) with (number). Thanks (client).”*

Example #4: *“(Client), it’s (name), and I am an executive recruiter and work solely in the _____ world. I want to speak with you soon about a service we are providing for our clients that is similar to that of a consulting firm. The key differences are twofold: one, we do it for a fraction of the price, and two, we do it significantly more expeditiously because we are experts in your marketplace and have been doing this for the last (# of) years and have built relationships with over (# of) candidates in your backyard. You can reach me at (number) and again, it’s (name) with (firm), and you can reach me at (number). Talk with you soon.”*