

GENERIC MPC SCRIPT #1

Introduction: *“Hello, this is (name) with (firm), and we specialize in (FILL). Our track record of success has allowed us to develop long term strategic staffing partnerships with clients such as (name drop), and (insert personal track record or team track record statistics).”*

Body: *“I have recently completed a search for a similar organization (maybe name particular competitor), and I recruited several talented individuals who are the kind of individuals not easily attracted. The reason I’m calling is that while most firms are operating in ‘defense’ mode right now, I strongly believe that these guys bring the ‘offense.’ The most recent search was not the right fit for them (maybe share the reasons why), but the prospect of considering change is still one that is fresh in their minds.”*

Close: *“Now, I realize that I am not aware of your current or future staffing needs, but if one of those individuals represented a potential solution to one of those needs, is there anything that would prevent you and me from signing an agreement and scheduling a meeting with the two of you?”*