

SELF AS MPC SCRIPT #1

Introduction: *"Hi (name) it's (recruiter) with (firm). I specialize in the (FILL) area."*

Body: *"My track record stretches over the last (#of) years as we've placed (# of) candidates in the last year alone. I align myself specifically with a select group of clients each year. In the last 12 months, I've worked with (name drop hiring authorities and clients) to successfully fill critical openings and topgrade their current team.*

In creating my business partnership plan for this year, I am calling you specifically because of your reputation in the industry. I know you have several key projects on the horizon with (insert your industry knowledge). My short-term objective is to get an understanding of how I can earn the right to be a valued consultant to (their firm) – if there are no critical hires that you have right now, I'm fine with this turning into a long-term objective. But at the end of the year, I want to have the kind of relationship with you that I've built with (other key clients)."

Close: *"Where do we start?"*