

GENERIC MPC SCRIPT #2

Introduction: *"Hello, this is (name) with (firm), and we specialize in (FILL)."*

Body: *"I'm calling you about a candidate I'm representing in your industry. There are circumstances, unknown to the market, at one of your competitors which have made this person available for the right opportunity. I don't know if your firm has that right opportunity, but I promise you that it will not be a waste of our time to talk about what it could look like. Based on the time I've spent with him and the other opportunities he is considering, I think your firm is the caliber of firm that would be of interest to him.*

I know you don't know me from Adam, but the last three candidates I placed each brought with them (\$ book of business/project experience of \$/came from firms like A, B, and C with average tenures of # of years)."

Close: *"Here's what I'd like to do. I need to get a better picture of what the opportunity would look like for a (type of candidate with type of experience), and I'll take that back to him. I understand that you need to know who he is, see his info, and make sure he's the kind of individual that would be a fit for your team. There's no doubt to me that he will be – and if he isn't, I give you permission to never answer a call from me again. However, if he is interested in speaking with you, is there any reason you wouldn't be able to meet with him in the next week?"*