

SELF AS MPC SCRIPT #2

Introduction: *"Hello (hiring manager), this is (name) with (firm), and I am calling because a colleague of yours told me that you were looking for a _____. I specialize in (FILL) positions and I would like to talk with you about any urgent or critical needs that we might assist you with."*

Body: *"Most of my clients don't work with me because they CAN'T fill the position on their own. They work with me because I am working within a different candidate pool. I am working with people that are currently employed, doing an outstanding job, and being well compensated for their efforts. These are people that are reasonably happy with their present situation. They are not reading your ads. They are not applying to your human resources department or sending out resumes. In short, there is an entire candidate pool of people that are incredibly well qualified that you are not able to reach on your own."*

It doesn't take a math major to know that if my candidate is equal to your candidate, then you are going to hire the one that does not have a fee attached to them. BUT, if my candidate is in fact the right person, and they will in fact bring more value to your hospital than my fee then it just makes sense to talk to them so you at least have given yourself that option."

Close: *"Would you agree that it would be a shame for you to miss out on the BEST candidate just because they don't know that your job exists?"*