

SELF AS MPC SCRIPT #3

- Introduction:** *“Hello (hiring manager), this is (name) with (firm), and I am an executive recruiter specializing in (FILL).”*
- Body:** *“Our industry has 90% turnover. This means that you will never hear from 90% of the recruiters that contact you ever again. I’m different because I’m a career recruiter – I’ve been a professional search consultant for (# of) years. We have placed hundreds of executives during that time frame. (Titles) across multiple vertical markets, (role) management professionals who farm those accounts, (title), (title), and (title). I realize that despite the rate compression and slim margins in our business, winning new business is paramount!*
- I recently had a client launch an extensive LinkedIn campaign before retaining me. Not only did the campaign fail to produce viable qualified and interested candidates, it cost valuable time and money. I was able to present (# of) candidates in less than (# of) days. I recently completed two (title) level searches in less than (# of) days.”*
- Close:** *“You did not get in the role you are in without taking a few calculated risks. I am sure that many of those resulted in profoundly positive changes or results. This is one of those times – in a short time I am sure you will be writing a testimonial on the value we have provided for your team. Are you open to learning more about how we can immediately impact your group?”*