MOST PLACEABLE CANDIDATE SCRIPT #4

Introduction: *"Hi, it's (name). I'm a search consultant with (firm). You may be aware that (firm) is the (track record) specializing in the (FILL), and we have placed over (x number of) professionals a year for the last (number of years) in your space. I typically don't make this type of call as we try not to be the "Jerry Maguire" type firm, but on a previous retained search for (name of past client company), we came across an individual who I believe is someone you should take a look at. We were retained to find an (title) to relocate to (area) and this candidate ultimately was not placed because they would like to stay in (hometown/state). This individual has extensive (marketable skill)."*

Body: *"Candidate has been with (company) for (x number) of years and has been a (title) for the last (x number of years). (Use this if it's a well known company and candidate has strong work history)*

This particular individual has five years of experience and was recently overseeing a (specific project, division, group). The scope included (roles, responsibilities). Additionally, he was directly responsible for managing all (roles, responsibilities). Every month the total volume of work was between ($ and $$).

He has extensive experience with (specific tasks and functions). His experience includes and is not limited to (specific tasks and functions). He has a Master's in (degree) from (school) and an undergraduate (degree) from (school)."

Close: *"How do you think someone like this would fit in with your team?"*

If the answer is NO: "What about this doesn't seem like a fit? What do you look for in (titles)? Do you have any needs today that you consider critical?"

If the answer is YES: "Great. What I'd like to do is send you the complete resume and profile and set up a time for you guys to meet. What does your calendar look like?" (Get some options) **"Ok, this is what I'm going to do. I'm going to send you an email with our fee agreement. It simply states you agree to pay our fee in the event you decide to hire a candidate through me. Sign that and fax it back to me. As soon as I receive it, I'll email you the resume and set up an interview. How does that sound? When will you be able to get the agreement back to me?"**