

SELF AS MPC VOICEMAIL SCRIPTS

Example #1: *"(Client's name), it's (name) with (firm). I am an executive recruiter specializing in _____ in the _____ market. (Insert referral, common acquaintance, market information or current project information if you have one).*

We are the (accolades of firm), and we place over (number of) (function, industry) professionals last year alone. I'd like to discuss our capabilities and how we could assist you in filling your most urgent and critical positions. I would also like the chance to answer your specific questions about our company and send you a list of references so you can check me out. Call me at (number). If I don't hear back from you today, I'll try you again at _____ - again it's (name) at (number)."

Example #2: *"(Client), it's (name) with (firm), and I specialize exclusively in placing _____. I run the national practice for one of the largest firms in the nation. I know this market like the back of my hand. There are three things I want to run by you today.*

First, I'm looking for a _____ for one of our best clients, and I wanted to give you the details and perhaps get a referral.

Second, I know from being in this market how tough it is to find a solid _____. I recently completed a search for one with (insert name of one of your clients), and as I result got to know someone that you really need to be aware of. He is (insert feature/achievement/benefit). This is someone that you should take a look at. When you call me back, I'll get you their info.

Lastly, _____ search is all I do. My clients are (x type of firms) and (y type of firms) of all sizes. As small as this world is, we are bound to cross paths many times. I'd love to meet you. Call me. Let's find out what is valuable to you in this marketplace and see how we can work together now or down the road. (Your name), (Your Industry), (Your Firm), (Number). I'm waiting to hear from you. (Number)."

Example #3: *"I'm (name) and I run the _____ Practice at (firm). I specialize in placing _____ and other _____ within (list types of organizations you work with). I know that you get calls from recruiters all the time, and after a while they all sound the same. The big difference between them and myself is that I specialize in doing one thing extremely well...that's (FILL). I'm also different because I specialize in getting things done. So far this year, I've placed people in senior positions throughout (name specific clients that you/your team have filled positions with) and others.*

I understand that you may be searching for a _____. That can be a tough search. I know because I recently placed one at _____. I look forward to talking to you about how we can work together now or down the road. (Your name), (Your Industry), (Your Firm), (Number). I'm waiting to hear from you. (Number)."

Example #4: *“(Client), it’s (name), and I am an executive recruiter and work solely in the _____ world. Congratulations on your recent (fill in the gap with research about company - something good from website or that you found out - insightful value add or high gain info) win. My company – (name of firm) and my team are very interested in doing business with you. We have helped (number of) companies just like you get much bigger and better. I have done a ton of research on your company and look forward to connecting with you live via telephone. (Your name), (Your Industry), (Your Firm), (Number). I’m waiting to hear from you. (Number).”*

Example #5: *“Hi, this is (name), and I’m an executive recruiter with (firm). We are (insert firm/team accolades), and I lead our firm’s (function, industry) practice in (location). I know of your firm and the successes you’ve had recently, and knowing that you are growing as fast as you can, you and I need to know each other. (This is where you would name drop anyone you could that may give you more credibility). From a credibility standpoint, our firm did (\$\$) Million last year, and our (FILL) practice was responsible for about 40% of that number. We’ll complete (number of) searches this year in (FILL). Personally, I’ve been recruiting since (year) and since (year), I’ve collected (\$\$) Million in placement fees. Long story short, if you have a need in my world, we could help each other. Please call me when you get this note, (number), again, (name) (number), and our website is (website address). Bye for now.”*