

CLIENT FOCUSED SEARCH SCRIPT #2

- Introduction:** *"Hello (name), it's (name/firm). I am a search professional specializing in the (FILL). I'm calling to share information about our partnership with many key players in the (type of) industry and our work in helping them anticipate some of the unique challenges in the introduction of new (products/projects/lines of business) into the marketplace."*
- Body:** *"As we both know the industry is highly competitive and with the major two leading players merging, it is critical for an organization such as yours to be able to ensure market penetration as quickly as possible to both the (type of) and (type of) organizations. The key to ensuring this is to have talented people in place. I am constantly talking to key players in the marketplace who are starting to consider their next career move, individuals who have significant success in this exact area."*
- Close:** *"It would be great to have the opportunity to spend 10 minutes with you to better understand your short-term/long-term hiring goals and identify how we can be of assistance in identifying key talent for your business. What kind of talent would you want to be made aware of that would add value to your business?"*