CLIENT FOCUSED SEARCH SCRIPT #3

Introduction: *"Hello (name), it's (name/firm). I am a search professional specializing in the (FILL). It's my understanding that you have a possible need in your (area) which is exactly the kind of work we specialize in. My team and I have over (#of) years of business experience identifying top talent for companies like yours and we will get this position filled for you."*

Body: *"When you engage us to work on this search, I will get off the phone and my team and I will be spending a minimum (#of) hours for the next (#of) days leveraging our contacts in the market for candidates with (list key specifics of the job order). These are people that are doing well in their current job and are a serious player in their own company. They will be referred to us by contacts we have and will only be considering your opportunity should they decide to make a change, until you exercise your right of first refusal.*

However, I need your commitment on one thing. When we identify the appropriate candidates and they engage in our process, they do so with the understanding that we have a committed relationship with our client. With respect to their time off work to interview and the associated risks, we are going to ask you and your hiring team to commit to the same with the same intent. To that end, we have perfected a hiring model over the last (#of) years whereby when I hang up with you, my team will be specifically devoting their time to you and only you over the next (#of days/weeks). I need you to block a three hour timeframe in two weeks that you will slot exclusively for interviewing our candidates. You will have more than enough people to consider, but I need to know that you are serious about allocating time to getting this filled."

Close: *"Is there any reason you would not be able to carve out your schedule for one afternoon in two weeks?"*