

## ALTERNATE CHOICE CLOSE

### CANDIDATE EXAMPLES

1) **SC to CANDIDATE:** *"Hi is this Robert? This is Christine with Next Level. I'm calling about a unique opportunity to grow and lead a department. Can you take a couple minutes and chat?"*

**CANDIDATE:** *"Not right now, I'm in a meeting."*

**SC:** *"I understand and am happy to call you back. Does 2:00 or 4:30 work better?"*

2) **SC to CANDIDATE:** *"Is it best for you to interview in the morning, or are afternoons usually better?"*

3) **SC to CANDIDATE:** *"Do you want to start at the end of May, or is the beginning of June better?"*

4) **SC to CANDIDATE:** *"Do you prefer a \$30,000 sign-on bonus that is paid over six months, or \$20,000 that is paid thirty days after you start?"*

5) **SC to CANDIDATE:** *"As you are evaluating opportunities, is the location or the step-up in responsibilities more important to you?"*

6) **SC to CANDIDATE:** *"The hiring manager is available to speak by phone on the 14<sup>th</sup>. Alternatively, he will be in your area on the 25<sup>th</sup> and available to meet over breakfast. What do you prefer?"*

7) **SC to CANDIDATE:** *"Can you see yourself relocating for a significant career enhancing opportunity, or do you need to stay within San Diego?"*

8) **SC to CANDIDATE:** *"Which do you prefer: Tuesday or Thursday for your on-site interview?"*

9) **SC to CANDIDATE:** *"Hi Peter. This is Chris with ABC Search Group."*

**CANDIDATE:** *"I'm on a teleconference and can't talk."*

**SC:** *"No problem-I assume you've got a bit of a commute-is it better for me to call you back on your drive home tonight, or are you a morning person?"*