

CONDITIONAL CLOSE

CLIENT EXAMPLES

- 1) **SC to CLIENT:** *“Operating under the premise that Mary Ellen can accelerate her start date to June 20 or June 27, will you extend her an offer today?”*
- 2) **SC TO CLIENT:** *“If I accept this search on a contingency basis, is there any reason you can’t get the signed agreement returned by close of business today?”*
- 3) **SC to CLIENT:** *“I understand the reasons why you have decided not to offer Roger the permanent position. If Roger is open to working on a contract basis, is there any reason why that wouldn’t be a viable alternative?”*
- 4) **SC to CLIENT:** *“Amber, if Rich is able to commute to Cincinnati and be on-site for five days a week, can you push an offer through for approval with that included in the offer letter?”*
- 5) **SC to CLIENT:** *“Assuming Tiffany’s references are all positive, is there anything else left in the process before making an offer?”*
- 6) **SC to CLIENT:** *“Eugene, if I could get my Managing Director to discount our service charge to 27.5%, would you agree to work with me exclusively on this search?”*