



IS IT CLOSE CLIENT EXAMPLE

CLIENT to SC: *"It's going to be a couple weeks before we can make a decision on Nick."*

SC: *"Mmm. His second interview was five days ago. Is it that the interview committee hasn't been able to get together?"*

CLIENT: *"No, we actually met yesterday."*

SC: *"Alright. Is it that you're missing some additional information on Nick?"*

CLIENT: *"We've got all the information we need."*

SC: *"I don't understand the reason for this delay. I'm concerned we could lose him as a candidate-he's at peak interest right now. Is it that he didn't do well on the interview?"*

CLIENT: *"Nick did well on the interview. We just need a couple more weeks. The Director role is a critical hire and this is a big decision."*

SC: *"I can appreciate that, but we originally talked about having a final decision this week. Is the delay due to another candidate entering the process at the last minute?"*

CLIENT: *"Yes that's actually what has happened, but I don't want Nick to know in case it doesn't work out. Someone from another department has come forth and asked to be considered for the role. We need a couple weeks to put her through the interview process..."*