

## TAKEAWAY CLOSE

### CANDIDATE EXAMPLES

- 1) SC to CANDIDATE:** *“Barbara, I certainly understand your reluctance to make a decision. However, put yourself in Tom’s shoes. He committed to himself -and to his board-to having this position filled by the end of Q2. Surely you can appreciate that he places a lot of weight on hiring a decisive individual-someone that is up for the challenge and truly committed to work for him and his company. If you are not able to accept this position by today, Tom is going to move on to the other candidate. Naturally he wants someone that is excited about this new role. Are okay with the company moving forward with the other individual?”*
- 2) SC to CANDIDATE:** *“Hi Brett, how have you been? I’ve seriously been worried about you! I’ve been trying to get in touch with you about scheduling an interview with Next Level. Are you still interested?”*

**CANDIDATE:** *“Hey thanks. I am but I’ve been super busy at work.”*

**SC:** *“I certainly know the feeling! Candidly, unless you can commit to an on-site interview late this week or next, Next Level is going to move ahead with other candidates. What day are you willing to interview?”*

**CANDIDATE:** *“Well I really can’t get over there this week or next. I’m still sort of interested but I’ve got a lot of stuff going on right now at ABC.”*

**SC:** *“Alright. So you are okay with me letting them know that you can’t interview this week or next them proceeding with other candidates?”*
- 3) SC to CANDIDATE:** *“Hi Desiree. I’m following up because I haven’t received your resume yet. As you know, my client is interviewing this week. Can you get me your resume today, or are you okay with potentially missing out on this opportunity?”*
- 4) SC to CANDIDATE:** *“Krista, I know that you want to make six-figures. However, given that your current salary is \$75,000, it’s simply not realistic to expect a new company to increase your salary by almost 34%! Unless you are truly willing to look at the overall package and recognize that the increase in salary will likely be 8-10%, we should pass. Are you fine passing on this opportunity?”*



5) **SC to CANDIDATE:** *“You haven’t returned any of my calls in the last week, so based on this lack of response, I’m going to have to advise my client to move forward with the other candidates, and withdraw you from consideration at this time. If for any reason I’m mistaken in my assumption that you are no longer interested, please call me by close of business today.”*

