

IF THEN CLOSE

CANDIDATE EXAMPLES

- 1) **SC to CANDIDATE:** *"If I send you an email, will you attach your resume and send it right back?"*
- 2) **SC to CANDIDATE:** *"If I present you to our client and get a favorable response, will you be able to interview next week?"*
- 3) **SC to CANDIDATE:** *"If I compile a list of ten companies to market to on your behalf (MPC), will you work exclusively with me on any opportunity you uncover elsewhere?"*
- 4) **SC to CANDIDATE:** *"If my client is open to covering some relocation expenses, would you agree to be presented this week?"*
- 5) **SC to CANDIDATE:** *"If I call you at seven tonight, will you ensure that you are able to speak freely?"*
- 6) **SC to CANDIDATE:** *"If I send you this job description when we hang up, will you send me ten bullet points that illustrate why you believe you fit the position by the end of today?"*
- 7) **SC to CANDIDATE:** *"If I get the hiring manager to grant permission for you to take your vacation (thirty days after target start-date), will you agree to take that as unpaid time-off?"*
- 8) **SC to CANDIDATE:** *"When I send you the interview preparation information, will you respond with your list of referrals?"*
- 9) **SC to CANDIDATE:** *"If I review your resume today and offer suggestions to improve it, will you make those changes and get the revised version to me tomorrow morning?"*
- 10) **SC to CANDIDATE:** *"If I am able to get the company to extend your temporary housing to ninety days, will you accept their offer?"*
- 11) **SC to CANDIDATE:** *"If go to bat for you and am able to secure an \$85,000 base salary, do I have your word that you'll accept the position immediately?"*