



MINOR POINTS CLOSE

CANDIDATE EXAMPLE

SC to CANDIDATE: *"Great news. I've received the green light to officially extend you the verbal offer. You're going to be pleased!"*

CANDIDATE: *"Sounds good!"*

SC: *"Richard said he is fine with you taking your planned vacation to Jamaica, even though it's six weeks after you start."*

CANDIDATE: *"Glad to hear that- I would hate to lose the money I already paid for that trip."*

SC: *"Vacation will be prorated to reflect two weeks during your first twelve months with the company. You will officially start accruing vacation once you return from Jamaica. Fair?"*

CANDIDATE: *"Yeah, that makes sense."*

SC: *"You also have nine standard paid holidays plus three sick days per calendar year."*

CANDIDATE: *"Works for me."*

SC: *"The company doesn't currently have a 401K program, but it's under consideration. I recommend that you get with your bank or financial advisor and set up an IRA. Does that sound reasonable?"*

CANDIDATE: *"That's fine. Hopefully they'll get a 401K soon though."*

SC: *"Dental and vision insurance is not offered, so you will want to get individual coverage if important to you."*

CANDIDATE: *"Alright. I can handle that."*

SC: *"Here is some great news-medical coverage premiums for the employee are one-hundred percent paid by the company!"*

CANDIDATE: *"Now I really like that!"*