

PUPPY DOG CLOSE

CANDIDATE EXAMPLES

- 1) **SC to CANDIDATE:** *"I can understand your reluctance to take a full day off of work for an on-site interview, when you haven't even spoken with the hiring manager yet. Why don't I set the two of you up for a telephone interview this week? Once you've spoken with Mario and gotten a better feel for the opportunity, we can re-visit going on-site. Sound reasonable?"*
- 2) **SC to CANDIDATE:** *"I get that you are crazy busy and don't have time to update your resume. Why don't we just do a brief bio to present to the company to show that you are interested in exploring this opportunity?"*
- 3) **SC to CANDIDATE:** *"I'm certainly not suggesting that you quit your job today and go work for my client! I'm suggesting that you gather your own information by agreeing to speak with the VP. Don't base this decision off of what I say, go see for yourself what kind of career move this could possibly represent for you!"*
- 4) **SC to CANDIDATE:** *"Finding a new home and getting settled in a new and unknown city is no easy task. I completely understand! I'm offering to connect you with a realtor so you can get a feel for what life might be like in the new company's location. We are simply in information gathering, not decision making, mode right now. Is there any reason you wouldn't want to have an initial conversation with a realtor?"*
- 5) **SC to CANDIDATE:** *"I can only imagine that relocating from New York to San Francisco is no easy task for you and your wife. I've been thinking of proposing to the client that they bring you on as a Consultant versus a permanent employee. I can suggest that you work remotely three of four weeks, but agree to be on-site in San Francisco one week per month. If the President agrees to this arrangement, it gives you both an opportunity to "try each other out" so to speak. Sound reasonable?"*