

## CONDITIONAL CLOSE

### CANDIDATE EXAMPLES

- 1) **SC to CANDIDATE:** *“Assuming we can match your current vacation allowance, is there anything else that would prohibit you from accepting the offer as soon as it’s extended?”*
- 2) **SC to CANDIDATE:** *“If we can get the company to offer a sign-on bonus to offset the one you will be leaving on the table with your current organization, is there any reason why you wouldn’t accept this offer?”*
- 3) **SC to CANDIDATE:** *“Assuming your company can bring someone else in to finish your project, is there any other reason you wouldn’t explore this opportunity further?”*
- 4) **SC to CANDIDATE:** *“I know you are reluctant to interview during the day. If the hiring manager agrees to stay late and meet you at 6:30 for an interview, will you leave work early and arrive by 6pm?”*
- 5) **SC to CANDIDATE:** *“I can appreciate the challenges associated with moving a family. If we can get your temporary housing extended, is there any reason why you wouldn’t be prepared to take this offer?”*
- 6) **SC to CANDIDATE:** *“If the hiring manager agrees to push back your start date by one week, will you accept the offer?”*
- 7) **SC to CANDIDATE:** *“Thank you for sharing with me your compensation expectations for your next career move. Assuming the company is in a position to meet your needs, are you available to interview next week?”*
- 8) **SC to CANDIDATE:** *“If we could find a way around you having to be in the office five full days a week, would you go ahead with the on-site interview?”*