

## RISK REWARD CLOSE

### CANDIDATE EXAMPLES

- 1) **SC to CANDIDATE:** *“Think of me as an options broker. What I’m doing is providing you an opportunity to gain insight and learn about your market from someone who speaks with your competitors all day long. The risk is that we spend fifteen minutes together, and nothing comes from it directly or even indirectly. The reward is that, possibly either now or in the future, that investment of time results in a profoundly positive life changing experience. Do you feel as though the reward could possibly outweigh the risk?”*
- 2) **SC to CANDIDATE:** *“I would hate for something to be lost in the translation of what my client’s opportunity is, compared to how I’ve described it to you. Although I place scientists for a living, I don’t profess to be one! Why don’t I set you up for a telephone conversation with the Head of R&D? The risk is that you invest thirty minutes of your time discussing a position that isn’t right for you – which you’d spend watching your favorite sitcom so no harm done. On the other hand, you may be pleasantly surprised and find yourself wanting to pursue this opportunity! Are you open to getting on the phone with the department head, if she is open to talking with you?”*
- 3) **SC to CANDIDATE:** *“The risk is that you spend a few minutes interviewing with them and ultimately realize that where you are is exactly where you want to be. The possible reward is that you reflect one day on your time at (current company) as being great preparation for being in a senior leadership role with one of the (key accolade) organizations in our space, and that what you are doing now is merely serving as a stepping stone for that leadership role. From your perspective, would the few minutes spent talking with them be worth the possible upside?”*