

RISK REWARD CLOSE

CLIENT EXAMPLES

- 1) **SC to CLIENT:** *“I understand you are on the fence about interviewing this candidate. Realistically the most undesirable outcome from having telephone interview with this candidate is that one or both of you decide not to move forward, but this is an individual that I think is worth spending just a few minutes with to make sure you aren’t ruling him out completely. The risk is a few minutes, and the possible reward is that his background is better than you think and he’s a strong candidate for consideration. Are you open to investing just those few minutes to decide for yourself?”*
- 2) **SC to CLIENT:** *“What I’m suggesting is that you speak with this well-respected industry expert on an exploratory basis. Given Landon’s current position and compensation, I bet we both agree he will be tough to land. The worst thing that could happen is that you invest your time to interview him and he doesn’t agree to move forward in the process, yet you gain some valuable insights about the market that you did not know. The risk is spending your time, yet an even greater reward would be if through your discussion, Landon interest piques enough to move forward. Does that seem like a fair enough approach?”*
- 3) **SC to CLIENT:** *“Please know that we are in agreement that our firm is engaged to find you a full-time permanent employee; that is our number one mission. I believe we would also agree that the current requirements for the position are very narrow. As the position is currently defined, there are less than X (number) of people that are potentially qualified for this role. My suggestion is that you consider talking to this consultant. The risk is that you speak with Dennis and decide to pass and hold out for the ideal permanent employee. The possible reward is that you end up hiring him as a consultant and he is able to take some projects off your plate as we continue to search for someone full-time. Does that sound reasonable?”*