IF THEN CLOSE

CLIENT EXAMPLES

1) **SC to CLIENT:** *"If I accept this search on a contingency basis and present three qualified candidates to you in two weeks, will you work with me on an exclusive basis moving forward?"*

2) **SC to CLIENT:** *"If what I just shared with you matches what is on Jerry's resume, is there any reason you wouldn't want to have a cup of coffee with him?"*

3) **SC to CLIENT:** *"If I amend the search agreement per our discussion and send it back to you today, will you sign and return your copy by close of business today?"*

4) **SC to CLIENT:** *"If I clear my desk and work on this search for the next week, will you create blocks of time on your calendar right now for the week of July 18 to conduct first round interviews?"*

5) **SC to CLIENT:** *"If I can get approval to extend our replacement guarantee to 120 days, will you agree to pay our invoice within ten days upon offer and acceptance of the candidate?"*

6) **SC to CLIENT:** *"If I agree to work through human resources, will you introduce me; letting her know that you are requesting my assistance on your search?"*

7) **SC to CLIENT:** *"If we are able to get an offer and acceptance on your position in sixty days or less, will you agree to the 35% service charge?"*

8) **SC to CLIENT:** *"If I agree to start this search Friday, will you make sure we receive a wire-transfer for the engagement fee by close of business next Tuesday?"*

9) **SC to CLIENT:** *"If I exceed your expectations on this search on a contingent basis, will you consider working together under a financially committed model on the following search?"*