

PUPPY DOG CLOSE

CLIENT EXAMPLES

- 1) **SC to CLIENT:** *"I understand your hesitation in making Madison an offer as a full-time employee, given that two people on your team expressed concern about her ability to function in a fast-paced environment. If I could get Madison to agree to come on board as a Consultant (1099 contractor etc.) for a period of six months, would you be willing to consider this as an alternative? You've got an urgent and critical need; by bringing her on-board as a Consultant, you get to experience first-hand whether or not she is right for your team. In the meantime, we will continue to look for additional candidates to consider on a permanent basis. Thoughts?"*

- 2) **SC to CLIENT:** *"I recognize that I'm asking to work exclusively on this search for the next two weeks, yet we have not done work together before. I'm confident in my ability to deliver at least two qualified and interested candidates by two weeks from today. If I don't identify and attract two candidates in two weeks, you can choose not to work with me again! Will you agree to that?"*

- 3) **SC to CLIENT:** *"I see why you might be a little hesitant about Paul. My suggestion is to simply agree to a brief thirty minute interview by phone to gather your own information. I have a feeling you are going to be pleasantly surprised, but you be the judge and then let's go from there!"*

- 4) **SC to CLIENT:** *"Mike is actually going to be at the same conference as you next week. Why don't I set the two of you up for coffee meeting to determine mutual interest?"*

- 5) **SC to CLIENT:** *"I understand you're still on the fence. I encourage you to simply have a fifteen minute initial conversation. I've spent (# of hours) speaking with viable candidates in your space, and I do not take this recommendation lightly. The worst case scenario is that you talk with Ben and don't move forward. Best case scenario is that he is your next superstar, and your hiring need is fulfilled! When is a good time for you to have an exploratory dialog with Ben?"*