Candidate:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Industry:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Position:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Introduction** -- My name is (NAME), I’m calling from CareerpathsNW.

Value/Benefit Statement:

a.)“*The reason for my phone call is that I am working with a candidate that I thought you would have interest in*.”

b.)“*The reason for my phone call is that I am working with a candidate that I thought could make you money.”*

*c.)” The reason for my phone call is that I am working with a candidate that I thought you could save you a lot of money*.”

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1. **Supporting Facts** (These are proven. Use Accomplishments, Skills, Experience, Industry and/or reference information. Use numbers as much as possible.)

a.)”*This candidate has been working in your industry for 5 years. In her last positon, she was able to achieve 133% of her sales quota and finished the year ranked 2nd in the nation.”*

b*.)”This candidate has been selling to contractors for 8 years. In fact, when I spoke to his former manager, he told me that this candidate always led the team in sales and was a lifesaver in critical moments.”*

c.)*”This candidate managed a 5 state territory and was able to improve sales from $800,000 to 2.2 million in her first year.”*

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1. **CLOSE** for the Interview

*“I’m setting this candidate up for interviews this week and next, and I wanted to give you an opportunity to meet with them while they are still on the market.”*

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**OBJECTIONS**:

**Not hiring** – *“I didn’t necessarily think you would be, I just thought that since my candidate has (repeat accomplishments) that you might have some interest in meeting with them.”*

**No recruiters/Cost too much** – *“ I agree and understand we are not cheap. That’s why we work on contingency, the only time you will incur a service charge is if you hire the candidate. To meet them is free.”*

**Send me a resume** – “ *I can do that. Before I send it over, let me make sure it’s a good fit. Can you cover the position you would be considering her for with me?”*

**Additional objectives**

“*Are there any other openings you would like to see more candidates for“*

*“You are much more educated on this industry than I am, what other companies are there in this space that I could reach out to*?