* “A” player approach
* Saw a posting
* Just worked a search for your competitor
* Vertical Market - Insight
* Combination
* Flip Reference Check
* Flip Recruiting Call
* Strike a deal
* Value Proposition
* Calling about a Posting
* Exclusivity Approach
* Internal Referral
* C Level Approach
* Question based approach

**Key -Making the Calls and Sharing your Value Proposition**