**Scenario - You are reaching out to a C-level person in an organization to pitch them on working with CECS for WIL placements.**

**Ideal Result: The prospect follows up and wants more information [send a resource in your follow-up depending on the response] or set up a meeting.**

**Script Structure:**

Name

Hi, I am the [what you do] from [what organization] that is recognized [credibility and build interest] for [what audiences] and [why].

My team works with [who you work with] who benefit from [what is the value you are offering].

Would you be interested in talking about partnership opportunities between [their company] and [your organization].

Looking forward to connecting,

[Name]

**BUSINESS**

Hi [Name],

I am the business Employment Facilitator with Co-operative Education & Career Services at Camosun College, which is recognized for supplying organizations with students who have applied skills relevant to today's jobs.

My team works with human resource managers, business owners, directors, and managers [use the hiring contact most relevant] benefiting from leveraging **applied business skills** like business technologies, HR management, advanced accounting, marketing, and digital technologies. [use the specific skills especially relevant to this organization]

Federal and provincial governments offer various funding programs to subsidize your student hire's wages. A student wage is much less than you would pay to bring in later-career workers.

Would you be interested in learning more and if there is a potential for us to work together?

Looking forward to connecting,

[Name]

**TECH**

Hi [Name],

I am the technologies Employment Facilitator with Co-operative Education & Career Services at Camosun College, which is recognized for supplying organizations with students who have applied skills relevant to today's jobs.

My team works with human resource managers, business owners, directors, and managers [use the hiring contact most relevant] benefiting from leveraging **applied technology skills** like interactive media design, software and web programming (.NET, C#, C, Python, Javascript). [use the specific skills especially relevant to this organization]

Federal and provincial governments offer various funding programs to subsidize your student hire's wages. A student wage is much less than you would pay to bring in later-career workers.

Would you be interested in learning more and if there is a potential for us to work together?

Looking forward to connecting,

[Name]

**ENGINEERING**

Hi [Name],

I am the engineering Employment Facilitator with Co-operative Education & Career Services at Camosun College, which is recognized for supplying organizations with students who have applied skills relevant to today's jobs.

My team works with human resource managers, business owners, directors, and managers [use the hiring contact most relevant] benefiting from leveraging **applied engineering skills** like computer modelling, advanced math, and process control [use the specific skills especially relevant to this organization and specific to which type of engineering].

Federal and provincial governments offer various funding programs to subsidize your student hire's wages. A student wage is much less than you would pay to bring in later-career workers.

Would you be interested in learning more and if there is a potential for us to work together?

Looking forward to connecting,

[Name]

**ARTS**

Hi [Name],

I am the humanities Employment Facilitator with Co-operative Education & Career Services at Camosun College, which is recognized for supplying organizations with students who have applied skills relevant to today's jobs.

My team works with human resource managers, community coordinators, directors, and managers [use the hiring contact most relevant] benefiting from leveraging **applied humanities skills** like intercultural and interpersonal competencies. Our students learn essential human skills like sociability, written and oral communications, critical reading, and reflection [use the specific skills especially relevant to this organization].

Federal and provincial governments offer various funding programs to subsidize your student hire's wages. A student wage is much less than you would pay to bring in later-career workers.

Would you be interested in learning more and if there is a potential for us to work together?

Looking forward to connecting,

[Name]

**SCIENCE**

Hi [Name],

I am the science Employment Facilitator with Co-operative Education & Career Services at Camosun College, which is recognized for supplying organizations with students who have applied skills relevant to today's jobs.

My team works with human resource managers, community coordinators, directors, and managers [use the hiring contact most relevant], benefiting from leveraging **applied science skills** like observation, classification, quantifying, prediction/math, interpreting and forming conclusions [use the specific skills especially relevant to this organization].

Federal and provincial governments offer various funding programs to subsidize your student hire's wages. A student wage is much less than you would pay to bring in later-career workers.

Would you be interested in learning more and if there is a potential for us to work together?

Looking forward to connecting,

[Name]

**WITH FUNDING MESSAGE**

**BUSINESS**

Hi [Name],

I am the hospitality and tourism Employment Facilitator with Co-operative Education & Career Services at Camosun College, which is recognized for supplying organizations with students who have applied skills relevant to today's jobs.

My team works with human resource managers, business owners, directors, and managers [use the hiring contact most relevant] benefiting from leveraging **applied hospitality skills** like business technologies, HR management, advanced accounting, marketing, and digital technologies. [use the specific skills especially relevant to this organization]

I just wanted to let you know that as part of the Government of **Canada's**[**Student Work Placement Program**](https://www.canada.ca/en/employment-social-development/programs/work-integrated-learning.html) (SWPP), a variety of funding opportunities are available for employers to hire students for work-integrated learning. **You may be eligible to receive up to $7,500 in wage subsidies!**

An example would be if you hire a student to work 35 hours a week at $17.00/hour for 12 weeks; normally, your total cost for wages will be $7,140.

But with SWPP, **your total cost would be $1,785**.

Would you be interested in learning more and if there is a potential for us to work together?

Looking forward to connecting,

[Name]