

## Develop Your Recruiting Culture

➤ **It starts with you!**

- Block time for recruiting activities
- Develop good habits
  - Look the part
  - Keep your funnels full
  - “Just Ask”
  - Ask for referrals
  - Follow up!
  - Develop your interview skills



➤ **Expect your team to share the business opportunity!**

- Make recruiting an “equal time” activity
- Create a “buzz” about recruiting!
- Develop a “recruiting mindset” in your team



- ENOUGH!
- Stress activity over results
- Parties are paid prospecting appointments
- Recognize green flags
- Follow up systems
- Alleviate fears
- Sort, don't convince

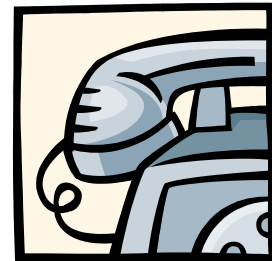
➤ Venues to develop the mindset

- New Start Training
  
- At meetings
  - Make it easy for your team to bring guests
  
  - Activities to engage their minds and hearts
    - Illustrate the variety of people who join your company
  
    - Reconnect them to their “heart tug”
  
    - Develop written and verbal “WHY Stories”
  
    - Use fun visuals
  
  - Develop positive attitudes and habits
    - Share your income history
  
    - “What would happen if...?”
  
    - “It’s the same thing...”
  
    - Your business opportunity is your most important product
  
    - Pay it forward
  
    - Sort – don’t convince!



## Get Good At It! – CD 2 Workbook

- Teach them:
    - Fool-proof words to say
    - Listening skills
    - “How to” ideas
      - Address common concerns
      - Develop a group of “talent scouts”
      - Be prepared
      - Develop a “fool-proof” follow up system
      - Create visuals
  - Suggest reading and listening materials
  - Encourage them to start their own “home team” meetings
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- On coaching calls
    - Who?
    - What?
    - When?
  - Shadowing
    - On the telephone
    - In person



What will you do to develop a Recruiting Culture on your team???

W.O.W. ... Within One Week