

Start with Heart!

Recruiting Confidence begins in your heart!

- Rate your Recruiting Confidence 1 – 5 (with 5 being the highest) _____
- WHY did you join your company?
- Close your eyes...picture one excellent recruiting moment in your career. Describe what happened and how it felt.
- What are the benefits of recruiting?
- What obstacles stand in the way of you becoming an excellent recruiter?
- What is your #1 WHY to recruit?



Fill in the following chart: In the first column, write down what skills will help you become an excellent recruiter. In the second column, write down what attitudes will help you become an excellent recruiter. Star the ones you need to work on.

Skill	Will

Habits of Successful Recruiters

- They F.A.Y.C.
- They prospect without prejudging
- They are friendly and “attractive”
- They listen more than they talk!
- They are informed about their company
- They consistently hold parties/selling events each week
- They have fun at their parties/selling events
- They share their story, personalizing the benefits
- They are always watching and listening for “green flags”
- They don’t overwhelm people with information
- They aren’t intimidated by concerns
- They don’t take “no” personally
- They are organized about their follow-up with prospects
- They set goals for themselves
- They always ask for referrals



Referral Information

Please take a minute and write down the name, phone number and relationship you have with several people you think may be interested in finding out more about any of my services:

- Purchasing product
- Having a party and enjoying a free shopping spree
- Joining my team

	Name	Phone #	Relationship
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____

Are You 100% Prospect Conscious?

- Who would benefit from having your company in his/her life?

- How will you recognize a prospect?

- What tools will you use?

- How can you make prospecting fun?



21-Day Prospecting Success Challenge

DAY 1	DAY 2	DAY 3	DAY 4	DAY 5	DAY 6	DAY 7
1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
DAY 8	DAY 9	DAY 10	DAY 11	DAY 12	DAY 13	DAY 14
1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
DAY 15	DAY 16	DAY 17	DAY 18	DAY 19	DAY 20	DAY 21
1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.

Keep track of your contacts. Make at least five contacts each day. If you get behind, make more contacts the following day until you get caught up.

This is a fantastic opportunity to fine-tune your listening skills and build your business.

After 21 days, you will become an excellent prospector, earn significant income and find lots of people who need your services.

