



After Action Report

**“Overcoming Parental Objections” Program
Presented to the South Carolina Army National Guard on 4/29/06**

Results of the evaluation conducted at the end of the program.

- 57% of the attendees rated the value of the content outstanding
- 35% of the attendees rated the value of the content great
- 71% of the attendees rated the speaker delivery outstanding
- 20% of the attendees rated the speaker delivery great
- 51% of the attendees rated the audience participation outstanding
- 33% of the attendees rated the audience participation great

	5 High (Outstanding)	4 (Great)	3 (Good)	2 (Poor)	1 Low (Terrible)
Content	28	17	4	-	-
Speaker Delivery	35	10	4	-	-
Audience Participation	25	16	8	-	-

Please comment on how this seminar has helped you:

1. Helped me refocus
2. Helped in understanding parents
3. Some new ideas and places to go
4. Opened my eyes to new ways of communication
5. Talking to parents
6. Understanding parents
7. New perspective from the parents point of view
8. To include the parents
9. It has given me the knowledge on how important it is to sell the Guard to the parents
10. Gave me lots of new ideas
11. Helped me think about recruiting from a different perspective
12. Insight from the parents point of view
13. Opened my mind to a new recruiting state of mind
14. Good view point from a parent
15. Opened my eyes to things I’ve been missing
16. I will take the info and apply it
17. Great tips

18. Ideas on how to work with parents
19. Helped me understand how parents and family view things and how that effects their kids lives
20. Sparked ideas that had been forgotten
21. I can apply this to my job
22. It was a good exchange of ideas/practices
23. It gave me a new look at myself
24. A lot of valuable info
25. It has helped by enlightening me on how to be a better listener and less of a talker
26. Many good ideas
27. I think it was great
28. To understand how we affect others lives
29. It helped me consider how to be a better listener
30. How to approach and deal with objections of family members
31. Very motivating speaker and materials
32. Learned new things
33. It opened my eyes to new ways of doing my job
34. Great ideas
35. Networking
36. New ideas
37. Marketing
38. It let me know that I was on the right track in trying to help young adults
39. Helped me to better understand community and families
40. Helped me understand and see things that I had not thought about
41. I learned how to make parents and others who may object to myself feel more comfortable
42. It opened my eyes to the parental perspective
43. Good marketing ideas
44. Gave me some new ideas
45. Great perspective from parents point of view
46. It has extended my thinking and will help me deal a lot better with parents
47. New ideas for doing my job
48. It has given me ideas on perception of civilian community
49. Many new ideas
50. New way of thinking
51. New ideas
52. Great info on talking to parents
53. Gave me ideas on how to come up with leads
54. Opened my eyes
55. Lots of new ideas and new perspective on how I'm viewed

What will you do as a result of this seminar?

1. Market more; focus more on "family" viewpoint
2. Change some of my approach
3. Participate in business meetings
4. Use some of the new ideas
5. Implement them in the community and local high school
6. Be more open minded towards parents/community
7. Talk with my parents differently
8. Apply different presented ideas
9. Use the information to help others
10. I will increase my numbers more, because closing on parents is important
11. Acknowledge parents, families and community members more consistently
12. Use some of the practices discussed
13. Concentrate more on dealing with the family of recruits
14. Implement it into my work
15. Try the new ideas
16. Reevaluate my approach with recruits
17. Establish relationships
18. Try new ideas
19. Try some of the things I learned
20. Target other areas of interest
21. Work better with parents
22. Implement what I learned
23. Apply it to my job
24. Include the parents and talk to more COI's and VIP's
25. I will focus more attention on using the parents as recruiting tools
26. Try some new ideas
27. Try some of the ideas that were discussed
28. Use soldiers parents to get more leads
29. I will pay more attention to the recruits' parents
30. Apply them to my job
31. Get more enlistments
32. Better networking
33. Use parents more in recruiting
34. Apply the information to help improve my recruiting efforts
35. Put new ideas into play
36. Use this information
37. Enlistment posters, goody bag for family
38. I will go and try to become a better recruiter and a better friend
39. Pass some of the information on to others
40. Understand civilians' thoughts better
41. Get out and network better
42. Be a better listener
43. Change my approach to parents
44. Enthusiastically pursue recruiting
45. Work more proficiently

46. Implement
47. Create better contacts
48. Use new info
49. Explore networking
50. Dissect the parts I want to use
51. Improve my focus on key people I want to influence

What did you like best about the training?

1. The parent's perspective
2. I liked the speakers' enthusiasm and her ability to keep the audiences attention
3. Enthusiasm and passion expressed by the speaker
4. That it was tailored towards the military
5. It was not too long
6. Personal relation to mother vs. recruiter
7. Parent connections
8. Interactions
9. Straight forward
10. Laid back
11. Brainstorming
12. The speaker
13. Everything
14. Speaker
15. All the info was helpful
16. Speaker on family
17. Speaker presentation
18. Reading body/voice language
19. Speaker
20. The energy of the speaker
21. Interesting
22. The speaker
23. Group participation
24. Information on civilian views of the military
25. Her personality
26. The participation and sincerity of the speaker
27. All the comedy and good info
28. The content of the seminar
29. The humor
30. The fact that the speaker is a motivator
31. Everything
32. It was fun
33. Speaker's enthusiasm
34. Laugh



35. Everything
36. The presenter's positive mental attitude
37. Participation
38. The speaker kept me interested
39. The positive, enthusiastic and meaningful way Pegine presented
40. The music
41. Sincerity of Mrs. Pegine
42. Humor
43. The presenter
44. The presenter made me feel good about myself and my job
45. Interaction
46. Idea, ideas, ideas
47. Kept the seminar interesting
48. The liveliness
49. Personal experiences as they relate to the Guard

What will you tell others about Pegine's presentation?

1. More than would fit on this page
2. It was good
3. Great way to get on track or help you stay on track
4. It's awesome
5. Great stuff
6. Enthusiastic
7. Take the time, it will help you if you use it
8. That I enjoyed the presentation
9. That it was helpful and informative as well as an energetic presentation
10. Very helpful, energetic
11. Outstanding presentation
12. It was inspirational
13. Great and informative
14. Lots of information
15. Good presentation
16. To check it out
17. Suggest to have it for others organizations
18. Great!
19. Interesting
20. She is a nut!
21. She can talk and knows her stuff
22. Very informative and passionate
23. Need to point out more and even to individual schools to help us and most importantly, helps students, teachers and parents learn more about the Guard
24. That it is a good way to learn from each other
25. It was a fun motivating day

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- 26. Good thing
- 27. Get it!
- 28. Very motivational
- 29. Very useful in how to communicate great ideas
- 30. Very alive-you wouldn't want to miss it
- 31. Great class
- 32. It's the best option for a necessary evil
- 33. That it is a wonderful program
- 34. She is great
- 35. To check out her web site and think about having Pegine speak!
- 36. Take the program to heart
- 37. Very energetic and very comical
- 38. It will help in considering things from a non military stand point
- 39. It was great
- 40. It was fun and high energy
- 41. Must see
- 42. Very good
- 43. Go online, check her out
- 44. Good presentation for all areas of work

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Suggestions for future topics:

Title	Requested
How To Be A Better Manager	9
Coping With Change	7
How To Communicate Effectively So Others Will Listen	17
Raising The Bar By One Percent	9
Building A Referral Program	20
Diversifying Your Workforce	5