

After Action Report
On “Overcoming Parental Objections” Program Presented To CA NGB on 11.3.2006

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

- 66% of the attendees rated the value of the content outstanding
- 29% of the attendees rated the value of the content great
- **95% RATED THE VALUE OUTSTANDING or GREAT**
- 85% of the attendees rated the presenter outstanding
- 12% of the attendees rated the presenter great
- **97% OF THE ATTENDEES RATED THE PRESENTER OUTSTANDING or GREAT**
- 58% of the attendees rated the audience participation outstanding
- 29% of the attendees rated the audience participation great
- **87% OF THE ATTENDEES RATED THE AUDIENCE PARTICIPATION OUTSTANDING or GREAT**

What will you do as a result of this program?

Practice what was taught.
A lot more work - inspired
Relate to parents better.
Make mission.
Have more patience with parents.
Insure to watch parents better.
Approach parents differently.
Be more attentive.
Change my prospective.
Remember why I am here as a recruiter.
More persistent with parents after a “no” response.
Play Indiana Jones music in my head and more Mexican Hat Dances (meet more people!)
Try to focus and pay more attention to body language and understanding of parents.
Kick my own butt.
Better plan approaching parents.
Keep in mind the purpose of my job; make it known to recruits.
Find ways to motivate myself and others.
Be able to communicate with parents more effectively.
Practice it.
Won't give up!
Go forth and conquer.
Watch more for body language.
Use it in my everyday recruiting.
Be more persistent.
Be more aggressive.

I will think about my audience perspective more instead of “the mission.”
Talk to more parents.

What will you do as a result of this program? (Continued)

Take it and run.
Remember I am a transformer.
Have my parents write those letters for me.
Looking at speaking to parents in a different way.
Work better with parents.
Continue to work and progress by incorporating some ideas/methods from this program.
Leave with a positive outlook.
Voice control, add statistics to presentation, but mostly tell my story.
Be able to communicate with and understand parents better.

What did you like best about the program?

Very interactive.
Speaker.
Interaction.
The energy.
Full of energy.
How motivating the speech was and how much it meant to her.
Active participation.
Her sincerity.
It came from the heart; very motivational.
Speakers enthusiasm – good use of “Musical Props.”
It was all good.
Family.
Realization of people perception toward us.
Energy level.
Enthusiastic and moving.
Her energy.
Interactive.
Motivation!
The enthusiasm.
Getting it from a parent.
Parent experience.
Put good, positive ideas in my head.
All.
The fact that her son is in the NG and she can personally relate.
Parents view.
The instructor’s presentation.

Parents viewpoint.
The audience interaction.
Tea pot.
The real life experience.

What will you tell others about Pegine's presentation?

Entertaining.
Outstanding.
Great presentation.
It was great.
Emotional.
Yes!
Good for figuring out people.
Sure.
Awesome.
She's entertaining.
Fun and bottom line sense.
The great info you gave.
Great presenter; lot of energy and emotion.
Attend.
Enjoyable.
Very motivational.
Buy her book!
Use it or lose it.
Dynamic.
Recommend.
Interesting.
She has personal experience.
That she is very energetic and she has some really good points about dealing with parents.
It was really good.
Provide new perspective.
She is a very emotional speaker.
Must sit, stand, clap, sing, dance and explore with her.
I liked the class, had fun while feeling foolish, I wanted more.
Worth listening to.
It was wonderful.

Anything else you would like to share?

Best one I've seen.
Send me the testimonial.
Made me realize that the experiences as a soldier mean a lot.
Don't take no right away.

Thanks!

Future Guard training that would benefit us: "How To Communicate Your Value" and "How to Network Effectively"

I wish the best for you and your son.

Can you send me a letter?

	5 High (Outstanding)	4 (Great)	3 (Good)	2 (Poor)	1 Low (Terrible)
Content	27	12	1		
Speaker Delivery	35	5			
Audience Participation	24	12	4		

Suggestions for future topics:

Play BIG – Take Charge of Your Potential	4
How To Communicate Your Value	6
How To Speak Effectively So Others Listen	7
Overcoming Parental Objections	5
How to Network Effectively	8
Working with the Community and High Schools	8
Presenting with Power	6

I am interested in having Team Pegine train or present to our group within...

3	3	1