



## After Action Report

**“Overcoming Parental Objections” Presented To NJ NGB on 5-20-2007**  
**Results of the evaluation conducted at the end of the program**

- 49 % of the attendees rated the content of the content outstanding
- 28% of the attendees rated the content of the content great
- **77% RATED THE CONTENT OUTSTANDING or GREAT**

- 61% of the attendees rated the presenter outstanding
- 23% of the attendees rated the presenter great
- **84% OF THE ATTENDEES RATED THE PRESENTER OUTSTANDING or GREAT**

|                        | <b>5 High<br/>(Outstanding)</b> | <b>4<br/>(Great)</b> | <b>3<br/>(Good)</b> | <b>2<br/>(Poor)</b> | <b>1 Low<br/>(Terrible)</b> |
|------------------------|---------------------------------|----------------------|---------------------|---------------------|-----------------------------|
| Content                | 28                              | 16                   | 12                  | 1                   | -                           |
| Speaker Delivery       | 35                              | 13                   | 9                   | -                   | -                           |
| Audience Participation | 20                              | 18                   | 17                  | 2                   | -                           |

### Suggestions for future topics:

| Title   | Requested |
|---|-----------|
| Coping With Change                              | 3         |
| How To Communicate Effectively So Others Listen | 9         |
| Play BIG – Take Charge of Your Potential        | 6         |
| How To Communicate Your Value                   | 6         |

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

| 6 Months | 12 Months |
|----------|-----------|
| 6        | 10        |



### **What will you do as a result of this program?**

Reconsider how I approach people  
Listen more to the parents  
Talk more to the parents after the enlistment  
Help recruiters focus with ideas  
Expanded closes and deliveries  
Reach out to parents more  
Go to work  
Flip burgers  
Put it to use, implement the ideas gained through you  
Try and talk to parents more  
Listen  
Listen more to parents  
Nothing  
Talk to more parents  
Follow the advice  
Work at the concession stand  
Use some of the items in the future  
Utilize some shared techniques  
Be involved in school  
Approach recruiting differently  
Volunteer for school programs  
Incorporate learning into my job  
Step-up my game with the parents  
Form a different way to sell the Guard  
Go get 'em  
Use what works  
Continue to be a transformer  
Work today  
Be a better listener  
Use the information to help make me a better recruiter/career counselor  
Be more involved with parents  
Be more involved  
Change the way I relate to parents  
Better listener  
Get involved with more parents  
Implement some of the tools taught  
Use some of the techniques talking with parents  
Definitely speak about my experiences more  
Use the info about parents  
Apply methods learned in periods of instruction  
Get involved with some school luncheons  
Will take the info into consideration  
Try to implement her ideas



Refresh my approach towards parents  
Listen more

**What did you like best about the program?**

The heartfelt personal stories  
Getting insights on parent's point of view  
The excitement  
The interaction  
New insight on parents  
The interaction  
Great sincerity  
Heartfelt  
The tips and techniques  
Her support to the Guard  
It was exciting  
The delivery  
Everything  
Laughter  
Informative  
Meeting with fellow recruiters  
Everything  
Music  
The way we were involved with each other  
The perspective  
Good speaker  
Teambuilding activities  
Listen better, ask more questions  
Talk to parents in a different way  
Speaker enthusiasm  
The information  
The insight from a civilian's point of view  
Her enthusiasm and motivation  
How to talk to parents  
Good info  
History of generations  
Parent's perspective on the military and how I can become better  
Your passion  
Great presentation  
Speaker delivery, enthusiasm  
The participation  
The different approaches to reaching parents  
Jokes  
Interaction  
Outstanding



Great speaker  
The new ideas are good to hear  
Become more involved with the parents  
A parent's perspective on the military  
Info about parents and family  
How to deal with parents  
Personal experience  
The end  
Very motivational  
Pegine's experience with her son's recruiter  
Speaker

**What will you tell others about Pegine's presentation?**

The inside scoop on "reluctant to sign" parents  
She knows what she is talking about and she really believes in the Guard  
Her thoughts on recruiting from the mom's side  
A great speaker  
I learned a lot and understand the way parents think  
It was well done  
It was good  
She was energetic and informative  
Good class  
Good  
Informative/constructive  
Good  
Great  
Very informative  
It has good ideas  
The advice  
Good speaker  
To listen to her ideas  
It was informative  
Good, there emotionally  
Everything  
Great  
How she doubted the Guard but now embraces us  
Great  
Worth the time  
Right on time  
Nothing-I will keep the good information to myself so I can out do the competition – sorry  
Good info  
Very active  
Great  
Of course



She refreshes your thinking on recruiting  
That it was personal so that it was easier to relate and actually take in what she was saying  
Informative  
That it's a very good instructor  
To order it  
It was down-to-earth, passionate  
Informative

**Is There anything else you would like to share?**

Thank you for your support. God bless your son!  
Let me ask a question. Why do women still wear shoes that hurt their feet?  
A must for all recruiters  
It was a great seminar  
Thanks, it wasn't a waste of time!  
Provide refreshments  
Loved it!  
Thank you  
Great knowledge  
Very informative would love to see follow up ideas!  
I just felt that the info given was irrelevant to my recruiting strategy



## It Drives Me Crazy

### **What drives me crazy about Teenagers and Potential Recruits?**

Drugs/Lack of sense of urgency  
Lack of commitment and urgency and unrealistic goals  
Unreliable  
No direction  
Can't think for themselves  
Lack of commitment  
Peer pressure  
Changing their mind  
Procrastination  
They know everything/No commitment  
Too much outside influence from people that don't know anything about the military  
Lack of commitment  
Parent's pay for everything  
Not responsible

### **What drives me crazy about Parents?**

Easily influenced by the media  
Lack of knowledge about their own kids and making decisions for them  
They think we are all liars  
Sons and daughters are too good for military service  
Uninformed and overprotective  
My child is too good for this  
Death  
Lack of knowledge  
Recruiters lie  
Ignorant-they don't understand the programs  
Close minded parents  
Lack of knowledge of what the NJANG has to offer  
Say they will support the military but don't  
They don't discipline

### **What drives me crazy about the Community?**

Good for others but not our kids  
Lack of support  
Two-faced support  
Too politically correct  
Not supporting the military  
Backlash on recruiters  
Propaganda



Judgmental  
Lack of education  
False patriotism  
Want all the protection and services that we offer, but we get no support  
Naive to the military

**What drives me crazy about Civilians?**

Stereotypes  
Ungrateful and poor attitudes  
Negative political opinions  
Believe the media  
Clueless about the military  
Civilians think we are liars  
Preconception of media  
Improper display of the US flag  
Lack of support  
Lack of education