



Recruitment Tip

QUESTIONS TO ASK YOURSELF WHEN PROSPECTING RECRUITS

It takes one-minute prospecting to get one referral and with preparation you'll get the referrals you need. It just takes time, but if you want to grow and get results, ask yourself these relevant Q's:

1

Who have I met with who's not happy with his/her current occupation?

2

Who have I met with who's not going to get the quality of life he/she desires out of his/her current occupation?

3

Who have I met with who's travelling for work more than he/she wants to?

Source: Peter Hoopie, LAMP Main Platform



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3 TIPS FOR CHOOSING THE RIGHT RECRUIT

- 1** Focus on your candidate's specific experiences and accomplishments – to identify his/her desire to succeed, openness to continuous learning and relevant skillset.
- 2** Evaluate the candidate's work ethic and attitude – to make sure that he/she will be a long-term fit for your team.
- 3** Give your candidate a “trial run” or problem to solve – to determine how he/she develop processes and how he/she goes about finding client solutions.

Source: <https://hpuniveristy.com/session/traits-to-identify-in-the-selection-process/course/selection-301/>
<https://www.celarity.com/blog/9-tips-for-choosing-the-right-candidate/>



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Recruitment Tip

HOW TO ASK RECRUIT REFERRALS FROM FRIENDS

1

Timing

The best time to ask for a referral is after someone has benefited from your product/service. A great cue is after he/she gives you a compliment.

2

Ask for help

People want to be helpful if they are able. “I would really appreciate your help...”

3

Make it easy

Be specific with your request. Prepare a short description of the type of referral you want. This makes it easier for someone to help you.

Source: <https://www.salesreadinessgroup.com/blog/6-key-tactics-for-getting-high-quality-sales-referrals>



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Recruitment Tip

4-STEP SELECTION PROCESS

1

Opening Interview

Present idea that summarizes everything about the industry (can be done as a seminar or one-on-one)

2

Tactical Interview

Dig in the resume and the candidate's history.

3

Business Planning Interview

Talk about revenue, expense, and income they would have, converting goals to task, marketing plan of who you're going to go after, and time management.

4

Final Interview

Introduce offers and benefits to the candidate.

Source: <https://hpuniversity.com/session/a-four-step-selection-process/course/selection-201>



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