

**ON - THE - JOB TRAINING RECORD  
CONTINUATION SHEET**

Date of Training: \_\_\_\_\_

Lesson Category: Bonus Material

Lesson Title: Recruiting, Stress and Pressure Student Materials/

Activities:

1. Students were instructed to listen to the audio "Recruiting, Stress and Pressure."
2. Students were instructed to complete the Sales Success Worksheet.

Learning Objectives:

1. To identify and discuss some of the causes of stress for a recruiter.
2. To identify and discuss some of the consequences of not being able to handle stress.
3. To identify and discuss ways recruiters can build resistance to stress.
4. To have the participants discuss some of the ways they experience and handle stress in the workplace.

Lesson Outline:

1. Identify and discuss some of the causes of stress for a recruiter.
  - a. The work is not routine
  - b. Constantly dealing with strangers
  - c. Achieving goals and meeting suspense
  - d. Coordinating schedules
  - e. Long duty days and weekend work
  - f. Time away from family
  - g. Having to handle refusal and rejection
  - h. Unpredictable mission changes
  - i. New eligibility requirements
  - j. Hiccups in the recruiting environment
  - k. Having to master many features and benefits
2. Identify and discuss some of the consequences of not being able to handle stress.
  - a. Negative impact on combat readiness
  - b. Lost recruiting opportunities
  - c. Deprives qualified applicants the chance to enjoy the Air Force Reserve lifestyle
  - d. Removal from recruiting duty
3. Identify and discuss ways recruiters can build resistance to stress.
  - a. Establish clear goals, objectives and strategies
  - b. Stay balanced personally, professionally, physically and emotionally
  - c. Set priorities
  - d. Maintain a sense of humor, humility and balance
4. Using the Sales Success Worksheet and the discussion questions on page two of the Manager's Meeting Guide, conduct a guided discussion about the ways recruiters experience and handle stress in the workplace.

LAST NAME - FIRST NAME - MIDDLE INITIAL