

SALES SUCCESS WORKSHEET

A RECRUITER'S SINGLE GREATEST WEAPON

I listened to "A Recruiter's Single Greatest Weapon."

- **Make a list of at least 5 good questions you could ask a current lead or applicant. Use at least 3 of the following models and identify the model you used after each question:**
 - Open-ended Question ("What are you looking for that you haven't found?")
 - Reflective Question ("So what you're telling me is... Is that correct?")
 - Directive Question ("Can you tell me more about that situation?")
 - Multiple Choice Question ("Would you prefer to work indoors or outdoors?")
 - Closed-ended Question ("Do you have any unpaid parking tickets?")
 - Throwback Question ("How important is that to you?")
 - Feedback Question ("Does this look like it may work for you?")

Lead or Applicant's Name:

Questions:

1.

2.

3.

4.

5.

- **Bring this worksheet to the next training meeting and be prepared to discuss your answers.**