

# SALES SUCCESS WORKSHEET

## HOW MUCH VALUE DO YOU BRING TO YOUR APPLICANTS?

I listened to *“How Much Value Do You Bring to Your Applicants?”*

- Are you, personally, a reason why your applicants join the Air Force Reserve? Or do you perceive yourself as a go-between for your unit and the applicant?

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- If not, how can you become a reason your applicant commits? List at least two ideas you learned during this audio for improving the level of value you bring to your applicants.

Idea # 1:

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Idea # 2:

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