

Silpada Designs

Build Your Recruiting Confidence

At-a-Glance

Class	Objectives	Key Elements	Tools & Assignments
1	Start with Heart Participants examine their attitudes about recruiting. They are invited to replace fears and hesitations with confidence and caring.	<input type="checkbox"/> Welcome <input type="checkbox"/> Program overview <input type="checkbox"/> Participants rate recruiting skill and self-confidence – 1 to 5 <input type="checkbox"/> “Start with heart” <ul style="list-style-type: none"> • Participants share recruiting “heart tugs” • “What slows you down?” <input type="checkbox"/> Find YOUR WHY to recruit? <input type="checkbox"/> “Skill – Will” chart <input type="checkbox"/> Habits of Successful Recruiters <input type="checkbox"/> Invite concerns <input type="checkbox"/> “21-Day Challenge”	Tools <input type="checkbox"/> <i>Silpada Learning System</i> binder: “Developing Your Business,” p.19 “Career & Compensation Plan,” pp.6-7 <input type="checkbox"/> Week 1 handout Assignments <input type="checkbox"/> Create a “Dream Book” to illustrate the benefits <i>Silpada</i> brings to your life. <input type="checkbox"/> Develop a support system. <input type="checkbox"/> Personalize your recruiting plan <input type="checkbox"/> Listen to “Sharing the Opportunity” audio.
2	Inform and Invite Participants develop skill and confidence in offering the business opportunity without prejudging.	<input type="checkbox"/> Review progress <input type="checkbox"/> Practice the 4 approaches <input type="checkbox"/> Techniques for Informing & Inviting <ul style="list-style-type: none"> • At your Parties <ul style="list-style-type: none"> ▪ Hostess ▪ Guests • Outside of Parties <ul style="list-style-type: none"> ▪ Friends & Acquaintances ▪ Strangers <input type="checkbox"/> Invite concerns <input type="checkbox"/> Ask for a commitment to inform and invite without prejudging	Tools <input type="checkbox"/> <i>Silpada Learning System</i> binder: “Developing Your Business,” pp.20-25 “it’s Showtime,” pp. 10-12 “Success Tools,” pp.7,9 <input type="checkbox"/> “Sharing the Opportunity” audio <input type="checkbox"/> Imagine brochure; Business Opportunity Packet Assignments <input type="checkbox"/> Inform and invite every Hostess <input type="checkbox"/> Inform and invite guests <input type="checkbox"/> Listen to “Finding Their WHY” audio.
3	Find Their Why Participants learn to conduct an interview to get informed about the prospect and inform the prospect about <i>Silpada</i> .	<input type="checkbox"/> Review progress <input type="checkbox"/> Outline the steps of the Interview <input type="checkbox"/> Review interview tools <input type="checkbox"/> Role play annotated interviews <input type="checkbox"/> Review follow-up techniques <input type="checkbox"/> Invite concerns <input type="checkbox"/> Ask for a commitment to interview this week	Tools <input type="checkbox"/> <i>Silpada Learning System</i> binder: “Developing Your Business,” pp.26-30 “Success Tools,” pp.7,9 Assignments <input type="checkbox"/> Practice interviewing <ul style="list-style-type: none"> • Two Hostesses • Someone from Follow-up Log <input type="checkbox"/> Review technique with your buddy
4	Address Concerns Participants get comfortable addressing concerns, hesitations and objections that may arise anytime during the process.	<input type="checkbox"/> Review progress <input type="checkbox"/> Share concerns, hesitations & objections that were uncovered during the interviews <input type="checkbox"/> Learn to address concerns using the QUAD method <input type="checkbox"/> Rate recruiting skill and self-confidence – 1 to 5 <input type="checkbox"/> “The most important things I learned...” <input type="checkbox"/> Ask for a commitment to continue sharing the Business Opportunity	Tools <input type="checkbox"/> <i>Silpada Learning System</i> binder: “Developing Your Business,” pp.31-33 <input type="checkbox"/> Week 4 handout Assignments <input type="checkbox"/> Complete Recruiting Goal Sheet <input type="checkbox"/> Check in weekly with your recruiting buddy <input type="checkbox"/> Participate in the Recruiting Confidence review call in one month