

MRE PERFORMANCE IMPROVEMENT WORKSHEET

	PERFORMANCE	IMPROVEMENT	PLAN
PROSPECTING	One school program conducted 50% contact on surveys 300 Initial contacts made 10 Interviews set 3 Interviews conducted	Conduct program in each school Contact on 100% surveys (48hrs) Set interviews under 48 hrs Set more interviews	Set up programs at all schools Don't beg for interviews Sense of urgency on warm leads Less cold calling Plan & conduct event @ Armory no later than 08/20/18
INTERVIEWING	3 interviews 2 Practice test fails 1 Qualified & committed	More interviews! Better prospecting pool	One stop close Test close on front end More selective in setting interviews/pre-qual & interest
PROCESSING	1 for 1 at MEPS Applicant was color blind & needed to be resold on new job	Need more opportunities! Control all the controlables	Don't sell MOS, sell membership and benefits that fill needs