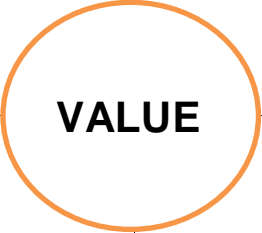


RECRUITER _____ OBSERVER _____ NRS / DIV _____ DATE _____
(GIVE RECRUITER A BACKGROUND ON PROSPECT, ED CODE, AGE, LIFE SITUATION ALREADY UNCOVERED DURING SKILL OF ENGAGE)

| | | |
|--|--|----------------------------|
| PRESSURES - - - | PROBLEMS - - - | |
| PLANS - - - | | |
|  | | |
| UNIQUE VALUE - - - | NAVY OPPORTUNITIES - - - | |
| <table border="1"><tr><td>REFERENCE - -</td></tr></table> | | REFERENCE - - |
| REFERENCE - - | | |
| | NAVY ADVANTAGES - - - | |

(FILL OUT WHITEBOARD AS RECRUITER (COLLABORATES WITH YOU AS THE PROSPECT))

RATE THE RECRUITER'S ABILITY TO EXECUTE THE FOLLOWING SKILLS AND MILESTONES ON A SCALE OF 1 TO 5, 5 BEING THE BEST.

DISCOVERY

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

Specific feedback

ALIGNMENT

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

Specific feedback

POSITIONING

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

Specific feedback

DISTINCTION

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

Specific feedback

COLLABORATION

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

Specific feedback

OBJECTION

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

HANDLING (#1)

CIRCLE TYPE OF OBJECTION **APATHY DOUBT CONFUSION OBSTACLE**

DID RECRUITER PROPERLY HANDLE OBJECTION UTILIZIING THE STEPS OF:

RECOGNIZE, RELATE, REALIZE, RESPOND, REINFORCE

Specific feedback

OBJECTION

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

HANDLING (#2)

CIRCLE TYPE OF OBJECTION **APATHY DOUBT CONFUSION OBSTACLE**

DID RECRUITER PROPERLY HANDLE OBJECTION UTILIZIING THE STEPS OF: **RECOGNIZE, RELATE,**

REALIZE, RESPOND, REINFORCE

Specific feedback

Additional Feedback

OVERALL SCORE _____

MAXIMUM SCORE IS 35,