

Prime Directives

How do I know if I've had a successful day?

The Prime Directives are created with the thought that not a day should go by that you don't register a check in the "win" column. Of course, we'd love to hit Prime Directive #1 every day, but it's probably not realistic. So if you don't make a placement, your second goal for the day should be to set up a first time interview. If you don't hit #1 or #2, move on down the list.

The first prime directive on this list is 'results' oriented. Results are the most important thing in our business. Prime directives #2 and #3 are activity oriented – activity breeds results. The last three Prime Directives are 'energy' oriented – even if we don't achieve our desired results or activities, our energy is 100% within our control.

Don't use these as a suggestion – use these as a hard and fast rule. Make sure that not a day goes by that at least one is not achieved – it is completely within your control!

Prime Directive #1: Make a placement otherwise

Prime Directive #2: Get a send-out otherwise

Prime Directive #3: Recruit at least 2 placeable candidates otherwise

Prime Directive #4: Make at least 15 presentations otherwise

Prime Directive #5: Have at least 4 hours phone time otherwise

Prime Directive #6: Make at least 100 attempted calls