



Team Pegine  
437 South Mill View Way  
Ponte Vedra Beach, FL 32082  
www.pegine.com (904) 280-8806

**AAR**  
**Tampa Recruiting Battalion**  
**April 22<sup>nd</sup>, 2006 presentation by Team Pegine**

Team Pegine founder, Pegine Echevarria conducted a half day presentation to the Tampa Recruiting Battalion

Each participant was asked to rate the program according to the following scale  
(**excellent**) 5 4 3 2 1 (**poor**)

The results are follows.

Ratings	5	4	3	2	1
<b>Content:</b>	16	1	-	-	-
<b>Speaker Delivery:</b>	16	1	-	-	-
<b>Exercises:</b>	15	1	1	-	-

There were four question respondents were requested to answer. They were:

1. What will you do as a result of this presentation?
2. What did you like best about the presentation?
3. What will you tell others about this presentation?
4. Anything else you would like to share?

The following pages contain the responses to these questions.

**What will you do as a result of this program?**

- Look at objections more positively
- Listen
- Share the training with my soldiers
- Tell all my recruiters
- Use this info to my advantage
- Teach my recruiters these methods
- Learned valuable parent information
- Utilize the information to help train my recruiters and help me in my daily functions
- Speak with parents more



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- Personal use and train my soldiers
- Use what you taught and teach my recruiters
- Train my soldiers
- Work more with parents
- Use other approaches, listen better
- Think outside the box
- Use better skills with parents

### **What did you like best about the presentation?**

- Fun
- Participation
- What it means to civilians about our posturing
- Energy
- Participation
- The facilitator
- New ideas
- Learning what parents think
- All
- Speakers ability to present sound information
- The civilian perspective about what we do and don't do
- Parent objections
- Mother insight
- The civilian perspective
- Presentation
- The speakers personal experience and civilian view of the military life
- Opened my eyes to how parents are really thinking today
- Participation
- The energy and the message about why parents feel the way they do about the Army



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### **What will you tell others about Pegine's presentation?**

- Great class
- Listen and use her
- Ideas to help recruiting
- You definitely won't fall asleep
- What a great and refreshing way of doing our job
- Use her for training
- Great presentation for recruiters
- Excellent program
- Awesome
- Outstanding motivator and full of great information
- You will learn a few things
- Very good
- It is great information and great motivation
- They need to hear about you
- You will be surprised

### **Anything else you would like to share?**

- Loved her
- Best one ever
- Best one ever!

### **Team Pegine suggestions for future meetings:**

For this particular group Team Pegine suggests the following ½ day programs

- Shackleton's Leadership Program a leadership program for station commanders and above.

For the battalion we suggest the following ½ day programs

- How to Network & Get Referrals within the community
- How to Work with High Schools and Youth Agencies
- How to Overcome Parent Objections



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## Logistics

- The environment and seating arrangements worked well.