



## After Action Report

Shackleton's Antarctic Adventure" Program Presented to the New York State Army National Guard on 6/21/07

### Results of the evaluation conducted at the end of the program

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- 93% of the attendees rated the value of the content outstanding
  - 7% of the attendees rated the value of the content great
  - **100% RATED THE VALUE OF THE CONTENT OUTSTANDING OR GREAT**
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- **100% OF THE ATTENDEES RATED THE PRESENTER OUTSTANDING**
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### Please comment on how this training has helped you?

- It was very motivational
- To see myself as others see me. This class will help me more in my personal life which will enhance my military life
- This really helped us understand and cope with some of the negative responses we have been dealing with in our mission to recruit
- Very to the point, tangible and realistic
- Helped to explain how parents and civilians see us
- It has helped me by showing that I need to be able to react differently to different situations
- Made me more aware of certain things I knew already
- Different perspective on tools for recruiters
- I will utilize a lot of the techniques spoken about
- It brought realistic suggestions to us
- Helped me realize things in the book helped my team learn about teambuilding

### What will you do as a result of this seminar?

- Be more in touch with my leads
- Help remember to stay motivated
- Be more personable and more aware of my interactions with applicants and families
- Be more in touch with my leads. Try to look over my conduct. Body language and speech and attention span to do a better job recruiting
- Apply many of the ideas here
- Address parents and community leaders in a more confident manner
- Use it!
- Try out the techniques
- Use the techniques



- Put what I have learned to use and help those in my community
- Reinforce your teaching again to our recruiters
- Try to be more understanding of the parents concerns
- Do better at my job

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

- The vibe, interaction and participation
- The motivation put out by Pegine was amazing. She kept me motivated and interested the whole time
- Very different and extremely important to our recruiting force
- The interaction
- It was fun
- The activities and the movie
- Techniques to use in recruiting-especially statistics an the things that happen right here in New York City
- Great ideas
- Very motivational
- It was practical
- The fact that we are getting a civilians point of view so that the command can see what the challenges are and understand that just sales is not going to get the job done. Thank you for your inside scoop
- The speakers delivery
- You opened my eyes with your personal experiences and emotion
- To love what we do and what we stand for. It is not usual that we get a class on hoe to sell with motivation. Treat people as people first and military second

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

- The most dynamic speaker of any class I have had in my recruiting career
- Loved it
- It was a great presentation
- It helped to bring reality to the table
- Get it
- Great
- Good to go
- Try this different approach
- One of the best
- It was wonderful
- Excellent
- Go to it



Rating	5(Outstanding)	4(Great)	3(Good)	2(Poor)	1(Terrible)
Content	13	1	-	-	-
Speaker Delivery	14	-	-	-	-
Technology	10	1	2	1	

**Suggestions for future topics:**

Topic	Requests For Program
Raising The Bar By 1 Percent	7
I Can, I Want To, I Will – Taking Myself To The Next Level	7
Carry The TORCH. Be the leader they want to follow	5
How To Communicate Your Value	7