



After Action Report Virginia Army National Guard

"Overcoming Parental Objections" Program presented to the Virginia Army National Guard on 10/18/08

Results of the evaluation conducted at the end of the program

- 39% of the attendees rated the value of the content outstanding
 - **86% RATED THE VALUE OF THE CONTENT OUTSTANDING OR GREAT**
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- 63% OF THE ATTENDEES RATED THE PRESENTER OUTSTANDING
 - **91% OF THE ATTENDEES RATED THE PRESENTER OUTSTANDING OR GREAT**
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What will you do as a result of this program?

- I will stand different now
- Think more than just mission
- Pay more attention to expressions and body language
- I will try to implement what she taught
- Talk more freely to parents, understand their motives
- Re-evaluate my parental approach. I am so thankful for your candid and professional presentation
- Recruit whole families
- Use some of the objection techniques
- Institute into interview process
- Implement it
- Continue my parent relationship and grow it
- I will apply the applications that I learned to my recruiting program
- Apply adjustments to my program adding several aspects of this presentation
- Add things to program involving parents
- Change the way I communicate with parents
- Spend more time and have more patients with parents
- Use everything that was presented
- Work more with parents, never thought of their involvement since I am new and still looking for my first enlistment
- Be more passionate in my work
- Change the way I recruit parents
- Get involved with more "other" activities in the local community
- Apply what I learned
- Apply the practices
- Apply what I learned
- Have a more positive attitude about parents
- Have a different outlook when dealing with influencers



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- Concentrate and develop key points from presentation
- Understand concerns of parents, before personable with parents
- Revamp my sales approach
- Implement the C.O.A.C.H. model in my association with the parents
- Have a better understanding of parents. Not give up because parents "think" their kids are the next Einstein.
- Work more diligently with parents
- Apply some concepts toward my recruiting
- Changing program for a parent community structure
- Succeed
- Read body description
- Spend more time with parents
- Use the information given/provided
- Re-evaluate myself and the way I approach an applicant's family
- Take better considerations of the parents' point of view
- Utilize information in the Field
- Apply what I learned
- Apply this new knowledge
- Try to incorporate families into more recruiting activities
- Keep the things that apply and implement
- Use it to continue and renew my own motivation
- Communicate more with parents
- Continue to put them in boots
- Collect on the principles (Take in the meat and throw out the bone)
- Be more relaxed

What did you like best about the program?

- The speaker
- The last part concerning circle of influence
- It was very interactive
- Her perspective
- The motivation
- The personal story from your own family
- Speaker, no doubt. A Mother's point of view
- Very inspirational and enthusiastic presentation
- New ideas. What to look out for
- Enthusiasm
- New ideas
- Audience interaction with each other and the speaker
- All information was great and in different perspective. Much needed
- Excitement
- Hearing what parents see in us as recruiter. Selling their child!
- Her delivery was very well done



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- Very interesting
- I liked your demeanor most. I felt like my mother was talking to me
- 1st hand perspective
- The parent section
- The COACH part
- The sharing group activity
- Audience participation
- The presenter was lively
- Personal stories
- Audience participation
- Audience participation
- Participation
- Delivery
- Good overview from the parents' point of view
- A point of view not seen
- The presentation part that covered COACH principle and how to present yourself to the civilians
- She spoke the truth. Gave me a view of what caring parents think
- Drawing from personal experience
- The animation of the speaker
- Ability to keep our attention
- The parental insight
- Energy
- Motivation – Participation
- The passion and excitement by the speaker
- It was good to get a different take on the enlistment process
- Final hour list of items
- Everything
- Class participation
- The energy put into the presentation
- Looking at the person across from me and listening to what they were saying
- Passion for the subject
- I got to view a parent's perspective
- The parent section
- Group participation
- Presenter was enthusiastic
- The energy

What will you tell others about Pegine's presentation?

- It is worth going to
- High energy and motivation
- She is extremely passionate about it
- How motivating she was and how she is



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- To surely use it
- Not to skip it
- Yes
- Must see
- She is full of energy and is great at keeping the audience's attention
- That it is awesome
- Very good – they should have her
- Yes, it was informative and valuable
- She is very energetic
- That it is very informative
- She is an amazing lady that presents information in a most unique way
- She is very passionate about the Guard and understands our mission
- They need to see it
- Very good speaking; great information
- It was very good
- It was amazing
- Very prepared
- Encourage to participate in one of her presentations
- That it was very informative and truly believes in what she is doing
- Great
- It was very informative and interesting yet emotional
- Motivational
- The abundance of knowledge presented
- Take it. Don't skip out on it.
- Awesome
- I will recommend it
- Great ideas
- Need to attend
- We need once a year. Can improve any organization
- We will definitely discuss the contents of the presentation in our office
- Useful information
- It was great
- The energy
- That it was very insightful
- She sure can tell you from a mother's view. Bring a lot of tissues
- Yes
- It's a good program to understand parents
- Very interesting
- She is emotional! She is enthusiastic!
- It's very good



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Anything else you would like to share?

- Great Job! Thank You!
- I love it!
- Everything was great. Very informative
- Thanks for the pick-up!
- She has a great story about teenagers and parents
- Great job and thank you
- She is passionate about her job
- I enjoyed it a lot. I thought it was very good for all of us.
- Thank you. You can come to Danville, VA to speak with me!
- Very good job.
- Thank you for your help
- This gives you a lot of good ideas. I am glad I had this training.
- Real situations that were experienced in R & R

Rating	5(Outstanding)	4(Great)	3(Good)	2(Poor)	1(Terrible)
Content	22	26	8	-	-
Speaker Delivery	35	16	5	-	-
Was This Useful?	19	27	10	-	-