

Recruiting Mission 2: Connect (Power Up)

THRIVE! As a Professional Coach Playbook



“Transform your business model into a game plan”
- Coach Dave

Quick Summary:

Get your business model actions into your DAY and PLAY

You identified recruiting actions in your business model. NOW you need to get them into your daily game plan.

This is how you become a “professional” at anything: you transform ideas into action in pursuit of results.

1) Get your Recruiting Business Model into your day

For the purposes of our THRIVE! Game, Recruiting is the first 3 steps of your business model:

- 1) Actions to find and attract potential players that lead to 1-1 conversations
- 2) 1-1 Conversations with potential players
- 3) Extend an invitation to explore coaching with you.

The **POWER UP** for this Playbook

Describe how you will get these actions – especially #1 – into your day... EVERY DAY!

Will you have daily routine of recruiting actions?

Will you flex your day depending on the actions already in your calendar?

Will you have a weekly plan where you do certain things on Mondays and others on Tuesdays etc.

* Make a visual display or create a calendar for your game plan, take a picture and share it on your game card.



Click through to your game card.

Look for the **Power Up** section (Find the Red Button with the Rocket!)

Find the **RECRUIT** badge. **You will see the game card description...**



RECRUIT: Here is how I will get my recruiting actions into my day...



Click on the SHARE button in the right column.

A text entry window called “Enter Details” will appear.

Finish this statement on your game card by sharing a few thoughts; then click the **SAVE** button.



Recruiting Mission 2: Connect (Power Up)

THRIVE! As a Professional Coach Playbook

Right after you complete the share activity below by clicking the **SAVE** button, you will see one or more pop up messages on the right hand side of your screen and a few other surprises. Look for them!