

## Recruiting Mission 3: Connect (Power Up)

# THRIVE! As a Professional Coach Playbook



**“The best time to recruit new players is when you have a full team of players!” - Coach Dave**

### Quick Summary:

#### Recruit good players

One of the biggest mistakes professional coaches make is that they stop or slow down recruiting when they have a full team.

When your team is full or near full this is THE BEST time to recruit because you can play with confidence. When a potential player cannot hire you right now, they want you more.

### 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 a 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 / calendar for your game plan, take a picture and share it on your game card.

	<p><b>Click through to your game card.</b> Look for the <b>Power Up</b> section (Find the Red Button with the Rocket!) Find the <b>RECRUIT</b> badge. <b>You will see the game card description...</b></p> <div data-bbox="440 1535 634 1732"></div> <p><b>RECRUIT:</b> Here is how I will get my recruiting actions into my day...</p> <div data-bbox="1214 1650 1263 1703"> Share</div> <p>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 <b>SAVE</b> button.</p>
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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!