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Military Recruiting: How To Build Skills, Get Results, Adapt To The Mission, And Sustain Success



Synopsis

Military Recruiting provides a blueprint to success for new and veteran recruiters. It is a first of its kind book, with topics and examples applicable to all U.S. Armed Forces recruiters. Military Recruiting should be an integral part of every recruiter's library. The back-to-basics approach is easily followed and provides hundreds of valuable tips and observations. This book offers great insight to the entire recruitment process.

Book Information

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Customer Reviews

As a Recruiter myself for the past 11 years, Fire Team Leader, NCOIC and now 1SG, I recommend this book to all of my new recruiters as they come on. It's essential to get a solid foundation built up at the very beginning of their new job. From attitude, time management tips, phone etiquette, to business cards "secret weapons" you can tell that the author is a subject matter expert. I don't think that there is a better source out there for those becoming a recruiter or for Team Leaders looking for a good source for struggling recruiters on the team. It's a great read.

This is a very well written book. Easy to read and straight to the point. Common sense advice that would be extremely valuable for military or civilians alike. You will learn what it takes to be successful if you are new to the field. Murray shares the secrets behind how to excel in a sales or marketing career. This book covers the fundamental guidelines for professionalism and being a successful recruiter. It is also an excellent refresher course. Be prepared to realize and correct bad habits that are holding you back from success! This book will surely remind you how important you are as the face of the military. Sometimes going back to basics is just what we need to take our

career to the next level. Highly recommended!

One thing is clear about this book; the author is on a mission to share his experience and knowledge in the field of recruiting in a one stop guide. The U.S. military is the most effective military force the world has ever seen because of great leaders like this who are eager to mentor and guide newer servicemembers to help them achieve success. This book hits on all the do's and don'ts of recruiting in a reader friendly format. My only recommendation is to make sure you bookmark and highlight while you're reading because it's going to be your go to guide every time you have a recruiting question.

I've only read a small portion of this book so far considering I just got my hands on it yesterday, but I can tell you that I am very excited to discover that it is every bit what I was hoping for! Well organized and easy to understand - I recommend this to anyone looking into military recruiting.

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