

**Summary Report for Individual Task
805K-79R-3007
Develop a Recruiter-Centric Network
Status: Approved**

Distribution Restriction: Approved for public release; distribution is unlimited.

Destruction Notice: None

Foreign Disclosure: FD5 - This product/publication has been reviewed by the product developers in coordination with the Fort Jackson, SC 29207 foreign disclosure authority. This product is releasable to students from all requesting foreign countries without restrictions.

Condition: Your Center Leader directs you to establish a relationship within the local community and within your assigned Recruiting Battalion by developing Internal and External Networks. You have access to: Recruiter Work Station (RWS), Center Synchronization Matrix, list of Centers of Influence (COI) and Very Important People (VIP), Market Intelligence Information, USAREC Manual 3-01 The Recruiter Handbook, and a list of available Recruiting Assets. All required references can be accessed at the following link: <https://sites.google.com/a/goarmy.com/publications-library/home>.

Standard: Identify potential members of your internal and external network; regularly participate in frequent cross talk and information sharing with your internal network; synchronize external networking activities and recruiting efforts with events and the rhythm of the surrounding civilian community; maintain updated records on entire network.

Special Condition: None

Safety Risk: Low

MOPP 4:

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|------------------------|
| Task Statements |
|------------------------|

Cue: None

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| DANGER |
| None |

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|----------------|
| WARNING |
| None |

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|----------------|
| CAUTION |
| None |

Remarks: None

Notes: All required references can be accessed at the following link: <https://sites.google.com/a/goarmy.com/publications-library/home>.

Performance Steps

1. Develop Internal Network.

a. Develop relations with the recruiting staff.

(1) Recruiting and Retention School (RRS)

(2) Accessions Support Brigade (ASB)

(a) Army Marksmanship Team

(b) Golden Knights Parachute Team

(c) NASCAR/NHRA Racing Team

(3) BN/BDE/USAREC/HQDA staff personnel

(a) Education Support Services

(b) Total Army Involvement in Recruiting (TAIR)

(c) Mission and Market Analyst (MMA)

(d) Home Town Recruiter Assistance Program (HRAP)

(e) Battalion Master Trainer

b. Develop relationships with other recruiters.

(1) Fellow Army recruiters in the station

(2) Sister service recruiters

c. Develop relationship with other units.

(1) All active military units

(2) All USAR and NG units

(3) All ROTC/JROTC units

d. Develop relationships with Future Soldiers.

(1) Future Soldiers are still socially connected to society.

(2) Soldiers can earn promotions from referrals (a win, win situation).

e. Develop relationships with other recruiting leaders in person or via Recruiting ProNet (share ideas).

(1) Superiors

(2) Subordinates

(3) Peers

2. Develop External Network.

a. Develop a local government network.

b. Develop a local business network.

c. Develop School Programs.

d. Develop relationships with local clubs and organizations.

Note: Get advice from Commander, Judge Advocate, or A&PA on how to align the Army with the goals of selected organizations.

(1) Sporting/Hunting Clubs

(2) Veterans organizations

(3) College Clubs/Sororities

(4) Work Groups

(5) Chamber of Commerce

(6) Civic Organizations

3. Update information systems to keep records on entire network current:

a. Recruiter Zone

b. Recruiter Zone calendar

c. School Zone

d. COI/VIP

(Asterisks indicates a leader performance step.)

Evaluation Guidance: Score the Soldier GO if all performance measures are passed (P). Score the Soldier NO GO if any performance measure is failed (F). If the Soldier scores NO GO, show the Soldier what was done wrong and how to do it correctly.

Evaluation Preparation: This task may be evaluated by using the evaluation guide and/or administering the performance test Evaluation Guide. If the task is performed on the job, use the materials listed in the CONDITIONS statement above. This task can be evaluated by using the evaluation guide.

| PERFORMANCE MEASURES | GO | NO-GO | N/A |
|--|-----------|--------------|------------|
| 1. Developed Internal Network. | | | |
| a. Developed relations with the recruiting staff. | | | |
| (1) Recruiting and Retention School (RRS) | | | |
| (2) Accessions Support Brigade (ASB) | | | |
| (a) Army Marksmanship Team | | | |
| (b) Golden Knights Parachute Team | | | |
| (c) NASCAR/NHRA Racing Team | | | |
| (3) BN/BDE/USAREC/HQDA staff personnel | | | |
| (a) Education Support Services | | | |
| (b) Total Army Involvement in Recruiting (TAIR) | | | |
| (c) Mission and Market Analyst (MMA) | | | |
| (d) Home Town Recruiter Assistance Program (HRAP) | | | |
| (e) Battalion Master Trainer | | | |
| b. Developed relationships with other recruiters. | | | |
| (1) Fellow Army recruiters in the station | | | |
| (2) Sister service recruiters | | | |
| c. Developed relationship with other units. | | | |
| (1) All active military units | | | |
| (2) All USAR and NG units | | | |
| (3) All ROTC/JROTC units | | | |
| d. Developed relationships with Future Soldiers. | | | |
| (1) Future Soldiers are still socially connected to society. | | | |
| (2) Soldiers can earn promotions from referrals (a win, win situation). | | | |
| e. Developed relationships with other recruiting leaders in person or via Recruiting ProNet (share ideas). | | | |
| (1) Superiors | | | |
| (2) Subordinates | | | |
| (3) Peers | | | |
| 2. Developed External Network. | | | |
| a. Developed a local government network. | | | |
| b. Developed a local business network. | | | |
| c. Developed School Programs. | | | |
| d. Developed relationships with local clubs and organizations. | | | |
| (1) Sporting/Hunting Clubs | | | |
| (2) Veterans organizations | | | |
| (3) College Clubs/Sororities | | | |
| (4) Work Groups | | | |
| (5) Chamber of Commerce | | | |
| (6) Civic Organizations | | | |
| 3. Updated information systems to keep records on entire network current: | | | |
| a. Recruiter Zone | | | |
| b. Recruiter Zone calendar | | | |
| c. School Zone | | | |
| d. COI/VIP | | | |

Supporting Reference(s):

| Step Number | Reference ID | Reference Name | Required | Primary |
|--------------------|-----------------------|------------------------|-----------------|----------------|
| | USAREC MANUAL 3-01 | The Recruiter Handbook | Yes | Yes |

Environment: Environmental protection is not just the law but the right thing to do. It is a continual process and starts with deliberate planning. Always be alert to ways to protect our environment during training and missions. In doing so, you will contribute to the sustainment of our training resources while protecting people and the environment from harmful effects. Refer to FM 3-34.5 Environmental Considerations and GTA 05-08-002 ENVIRONMENTAL-RELATED RISK ASSESSMENT. Environmental protection is not just the law but the right thing to do. It is a continual process and starts with deliberate planning. Always be alert to ways to protect our environment during training and missions. In doing so you will contribute to the sustainment of our training resources while protecting people and the environment from harmful effects.

Safety: In a training environment, leaders must perform a risk assessment in accordance with ATP 5-19, Risk Management. Leaders will complete the current Deliberate Risk Assessment Worksheet in accordance with the TRADOC Safety Officer during the planning and completion of each task and sub-task by assessing mission, enemy, terrain and weather, troops and support available-time available and civil considerations, (METT-TC). Note: During MOPP training, leaders must ensure personnel are monitored for potential heat injury. Local policies and procedures must be followed during times of increased heat category in order to avoid heat related injury. Consider the MOPP work/rest cycles and water replacement guidelines IAW FM 3-11.4, Multiservice Tactics, Techniques, and Procedures for Nuclear, Biological, and Chemical (NBC) Protection, FM 3-11.5, Multiservice Tactics, Techniques, and Procedures for Chemical, Biological, Radiological, and Nuclear Decontamination. "Everyone is responsible for safety. A thorough risk assessment must be completed prior to every mission or operation."

Prerequisite Individual Tasks : None

Supporting Individual Tasks : None

Supported Individual Tasks : None

Supported Collective Tasks : None