

Presentation:

Recruiting for What Your Team Really Needs: Improving Recruiting Success

Ever recruited an athlete and felt like someone else turned up to your program? Avoid the disappointment of your expectations not being met when a new recruit joins the team. This presentation focuses on proven strategies to gain a full understanding of the “real recruit”.

During this presentation, we use real life illustrations to gain an appreciation of the ‘non-physical’ and ‘non-technical’ qualities of players and the impact this has on the biggest performance factor of all, your team culture. Ensuring cultural fit is one of the most fundamental aspects you need to get right to recruit for success. It is far easier to teach skill than it is to teach attitude, behavior and values.

Your Presenter:

Bo Hanson

4x Olympian. 3x Olympic Medalist.
Specialist Coaching Consultant.



Your presenter, Bo Hanson, has been working within sport and the business sector for over 15 years, delivering leadership, management and coach development. In addition to his own athletic career, comprising of four Olympics and including three Olympic medals, he has worked for many years with coaches and athletes from over 40 different sports, and various countries, to improve coaching strategies and performance. His impressive client list includes current National Championship coaches and some of the top programs across the country.

1. Discover the importance of defining your cultural identity and get a GRIP on your “team chemistry”.
2. Identify the potential gaps in your current recruiting practices and what you may be missing.
3. Leave with practical strategies you can implement to immediately improve and achieve consistency in your recruiting process.

NON-PHYSICAL QUALITIES

A quality demanded in sport which is not about how physically strong or technically skilled an athlete is.

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INTERVIEW AND QUESTIONING STRATEGIES

Action Roles

- Challenges, Standards, Practical
- Fast paced, Consistent, Relentless

Relationship Roles

- Supporting, Encouraging, Listeners
- Communicators, Mediators, Diplomats

G GOALS

R ROLES

INTERPERSONAL RELATIONSHIPS

P PROCESSES

You may have heard of DISC Behavioral Styles. Discover the impact of recruiting too many of each style or not enough. Audit your program and see what behavioral gaps you have and how to fill them.