

Personnel Department course outline for N-Train, 2006:

Friday

1900-2200 **Fred Gates and Gregg Trask Show**- CS, PA, PB &PS gathering

Discussion: Assigned "Homework" on

- 1). Recently completed Membership Drive.
- 2). Up-coming Membership Drive.
- 3). Relationships with CS,PA,PB, & PS.

Saturday

0945-1130 – **Tell us about Recruiting in your District!**

Each DSO gets 5 minutes to tell what is unique about their district - (are you coastal or inland? lakes, river, oceans? Predominant type of boater? sail? power? canoe? kayak? pwc? average boating season? 12 months? 3 months? what works for recruiting in your area? what are the obstacles? why?)

A message will be sent to all DSO to make sure they are prepared when they arrive.

1130-1300 **Lunch**

1300-1345 - **'The importance of PS (and the PS Officer) in the district and the effect nationally**

Presented by past District **Commodore James Anderson**. How many DCOs view the position of the PS Officer and its importance to the Staff and the Auxiliary. What needs to be done to educate the elected officers as to the importance of the PS position – We are the LIFEBLOOD of the Auxiiary

1345-1400 **Break**

1400-1415 — **How the National referrals are routed and why**

Presented by **Gerri Flynn, BC-PRE** - The importance of a timely fllow-up and a good first impression.

1415-1500 - - **Making the recruiter a professional.**

Presented by **Clyde Queen, BC-PRC**. Clyde is retired Active Duty Coast Guard and has spent much time working with the Gold Side recruiting dept. He will show us ways and reasons to attempt to align ourselves more closely with the Active Duty recruiter.

1500- 1515 **Break**

1515 - 1600 – **What are the requirements and time lines for qualification in each of our programs?**

Presented by a **Speaker from Training Dept**. PS Officers should be aware of these requirements, even if they are not involved in the programs, in order to steer people into their field of interest

1600 - 1630 — **The need for Mentoring in the Auxiliary**

Presented by **CWO King** - a reprise of the report that he will give to the Board earlier in the day about the effects of Mentoring in the Coast Guard and why it will benefit the Auxiliary as well.

1630 - 1700 **Wrap up - Q &A**

1800- **Fellowship dinner to be arranged by Gregg**

Sunday

0800 - 1130 **The Gregg and Dave Show**

(with Jennifer taking notes on either an easel or white board)

Define Obstacles

Overcoming Obstacles

The buy in - "What are you going to do when you get home based on the information that you received here?" (round table)