

# RECRUITING BOOTCAMP MASTERCLASS WORKBOOK

Use the video content combined with the exercises in this workbook to set yourself up for success.

The exercises are designed in great detail to specifically bring out your personal BEST.

**“Do you want to be big?**

Do you want to be a mega recruiter? Do you want to build a huge team? You’ve got to do the work, and you’ve got to teach your team to do the work!”

*~Ian Prukner*

**BONUS  
CONTENT  
INSIDE**

**RECRUITING BOOTCAMP**  
**MASTERCLASS**

With over a decade of experience in the field, and having recruited over 15,000 people, one would argue that in order to achieve such a feat, you would have had to make all the mistakes possible along the way. Because of those mistakes, I learned invaluable lessons, and I was able to tweak and finesse my processes to the most ridiculous degree.

As a result of the tremendous growth thus far, it becomes harder and harder for me to reach the masses. I am grateful that we committed years ago to simple and duplicatable systems. Had I not made that decision, I'm certain I would not be where I am today.

As a result of the many trainings I've run, and countless questions I've answered over the years, I decided to finally record this Recruiting Masterclass.

I promise you, I have not held back anything. Any of my leaders would agree that the way I teach this Recruiting Masterclass is EXACTLY the way I have been teaching it for the past decade.

I'm looking forward to taking you to YOUR next level.

A handwritten signature in black ink, appearing to read '@gianfrancesco', written in a cursive style.

# Recruiting Masterclass

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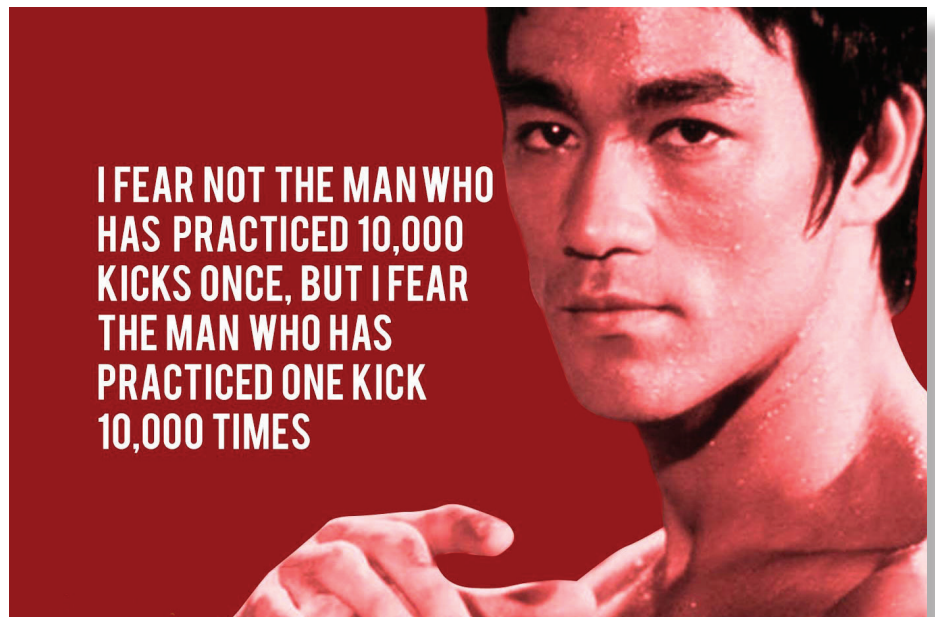
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## Congratulations!

You've chosen to **invest in yourself**, to take a deep dive into the Recruiting Masterclass.

The **prerequisites** for the **Recruiting Masterclass** were so specific, that we had to record them and create custom exercises around the topics in order to bring you up to speed.

You will find that, just like I have trained all my leaders, not only repetition and consistency are the **key to success** in business... but **MOST** of all duplicatable systems.



Throughout this **Recruiting Masterclass**, you will be taking a deep dive into the concepts, ideas, and examples of the **Recruiting** processes as well as **how and why** they work. Only when you are fully committed to the **work**, the **learning process**, and are willing to put in the work to master these processes, will you be able to reap the rewards.

I remember talking to my chiropractor and asking him if the equipment we bought for our gym actually worked. He looked at me funny for just a bit too long, burst out laughing and said: "No, the equipment doesn't work.. **YOU** have to do the work."

You cannot expect greatness without practice.

**REMEMBER**, if your **actions stay the same**, your **results will stay the same**.

# EXERCISE 1

Convinced people convince people. This exercise will start the (re-)programming process. You need to convince yourself: **“Why it is in the person’s best interest** that they get involved **with you** and **with your company** right now.”

Once the list is completed, make copies of it. Keep one in your binder, put it online where you can get to it easily, keep a copy visible in your car. Put a copy on your mirror in the bedroom.

Answer the question below, by making an exhaustive list as big as you can get it. The purpose of this exercise is to be as exhaustive and specific as you can. No less than 20 lines with reasons, up to a 100 if you can.

It has to be very clear as to **why it’s in the prospects best interest to:**

- Join you
- To be a part of your team
- To join your opportunity

### **“Why does a prospect benefit by joining you?”**

*They could get more control of their time*

*They could learn how to manage their time*

*They could make better choices with their time by being around better people*







