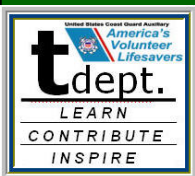


# *Flotilla Commander Academy*

Hook, Line and Sinker



*Developed by:  
National Department of Training  
August 2006*

# Hook, Line and Sinker

<b>Slide 2</b>		
<p>Learning Objectives</p> <ul style="list-style-type: none"><li>• At the end of this module, you will be able to:<ul style="list-style-type: none"><li>– Examine your own perceptions of prospective Auxiliary members</li><li>– Describe the advantages of mentoring with a small "m"</li><li>– Explain the importance of research compiled by the Gallup organization on Auxiliary member retention</li></ul></li></ul>		Notes
<b>Slide 3</b>		
<p>Hook, Line and Sinker</p> <ul style="list-style-type: none"><li>• Hook = recruiting</li><li>• Line = mentoring</li><li>• Sinker = retention</li></ul>		Notes
<b>Slide 4</b>		
<p>Things to Consider - Hook</p> <ul style="list-style-type: none"><li>• How are things done in your flotilla?</li><li>• Image of an Auxiliarist</li><li>• Greeting and facility</li><li>• Notice of meetings</li><li>• Feel of the meeting</li></ul>		Notes

Exercise: Things to Do – Hook

What does your flotilla do?

Or

What could your flotilla do?

To make a prospective member feel welcome????

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- .
- .
- .
- .
- .
- .
- .
- .
- .

**Slide 5**

Line = Mentoring

- .M – Mentoring
- .m - mentoring

Notes

Exercise: Areas in Need of mentoring – Line

In what areas does a new member need mentoring?

Or

In what areas could I offer mentoring?

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- .
- .
- .
- .
- .
- .
- .
- .
- .

<b>Slide 6</b>	
<p style="text-align: center;"><b>Sinker = Retention</b></p> <ul style="list-style-type: none"> <li>• Based on book</li> <li>• “First Break All the Rules”</li> <li>• By Marcus Buckingham and Curt Coffman</li> </ul>	<p style="text-align: center;"><b>Notes</b></p>
<b>Slide 7</b>	
<p style="text-align: center;"><b>The Questions</b></p> <ul style="list-style-type: none"> <li>• Do I know what is expected of me at work?</li> </ul>	<p style="text-align: center;"><b>Notes</b></p>
<b>Slide 8</b>	
<p style="text-align: center;"><b>The Questions</b></p> <ul style="list-style-type: none"> <li>• Do I know what is expected of me at work?</li> <li>• Do I have the materials and equipment I need to do my work right?</li> </ul>	<p style="text-align: center;"><b>Notes</b></p>

<b>Slide 9</b>	
<p style="text-align: center;"><b>The Questions</b></p> <ul style="list-style-type: none"> <li>• Do I know what is expected of me at work?</li> <li>• Do I have the materials and equipment I need to do my work right?</li> <li>• Do I have the opportunity to do what I do best every day?</li> </ul>	<p><b>Notes</b></p>
<b>Slide 10</b>	
<p style="text-align: center;"><b>The Questions</b></p> <ul style="list-style-type: none"> <li>• Do I know what is expected of me at work?</li> <li>• Do I have the materials and equipment I need to do my work right?</li> <li>• Do I have an opportunity to do what I do best every day?</li> <li>• In the last 7 days, have I received recognition or praise for doing good work?</li> </ul>	<p><b>Notes</b></p>
<b>Slide 11</b>	
<p style="text-align: center;"><b>The Questions</b></p> <ul style="list-style-type: none"> <li>• Do I know what is expected of me at work?</li> <li>• Do I have the materials and equipment I need to do my work right?</li> <li>• Do I have an opportunity to do what I do best every day?</li> <li>• In the last 7 days, have I received recognition or praise for doing good work?</li> <li>• Does someone seem to care about me as a person and encourage my development?</li> </ul>	<p><b>Notes</b></p>

**Slide 12**

**The Questions**

- Do I know what is expected of me at work?
- Do I have the materials and equipment I need to do my work right?
- Do I have an opportunity to do what I do best every day?
- In the last 7 days, have I received recognition or praise for doing good work?
- Does someone seem to care about me as a person and encourage my development?
- Do I have a best friend at work?

**Notes**

## Hook, Line and Sinker

Commit to some improvements in your flotilla for the coming year.

Identify at least one area where your flotilla does well and where you will continue to focus to ensure success for each area.

Identify at least one area where your flotilla will improve to ensure success in each area.

Hook – so your flotilla will seem very friendly

- .
- .
- .

Line – so you will grow the flotilla through mentoring

- .
- .
- .

Sinker – so good members will want to stay

- .
- .
- .