

# *Attitude is Everything!!*

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## **Do You Have a Recruiter's Mindset?**

**You simply have to assume that everyone you meet will work with you.**

This has been my mindset for years. As a result, I've recruited *thousands* of individuals to work with me and my various companies.

### *How do you get such a mindset?*

It takes time and conditioning, and the quickest way to meet both of these requirements **is through the effective use of affirmations.**

Here are several affirmations that you can use to create a recruiting mindset:

- **I AM THE #1 RECRUITER IN PRE-PAID LEGAL!**
- **I AM AN EXCELLENT PRESENTER AND EVERYONE WANTS TO BUY A MEMBERSHIP FROM ME!**
- **I AM A MASTER RECRUITER—IT IS WHO I AM, I CAN'T HELP MYSELF!**
- **I MAKE "TEN" MEMBERSHIP SALES A MONTH (INCLUDE WHATEVER NUMBER IS YOUR GOAL)!**
- **I AM A RECRUITING MAGNET!**
- **I AM BUILDING A HUGE TEAM EVERY MINUTE OF EVERY DAY!**
- **I LOVE RECRUITING AND BEGIN EACH DAY WITH POSITIVE EXPECTANCY!**

- **I RECRUIT PEOPLE INTO THE MOST REWARDING BUSINESS IN THIS WORLD!**
- **I ENJOY RECRUITING MORE TALENTED, DYNAMIC AND EXPERIENCED PEOPLE THAN ME!**
- **I AM AN EXPERT IN RECRUITING!**

Write the affirmations you choose to use on 3 x 5 cards, then place your cards in your pockets, hang them on your office wall, tape them on your bathroom mirror, etc.

***The bottom line is this: read your affirmations every day and allow them to stimulate you into action.***

When you have a recruiting mindset, your attitude will be one that attracts link-minded people. Top Recruiters Ron and Norma Crutcher say it best when they explain, **“The mindset of recruiting is not determined by what type of person you are looking for. It is determined by who you are, for who you are is who you attract.”**

The mind of a recruiter is set on one thing: recruiting.

***Let that be your mindset as well!***

***More to come . . .***



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