

Volunteer Workforce Solutions (VWS) Presents: “The First Five” Recruitment Training

When: Saturday, April 26, 2014

Time: 10:00 a.m. - 3:00 p.m. (Lunch provided)

Host: Fairfax County Volunteer Fire and Rescue Association

Where: Centreville Volunteer Fire Department
5856 Old Centreville Road, Centreville, VA, 20120

Who Should Attend: Fire service personnel who recruit and interact with potential volunteers on a regular basis

“The First Five” Recruitment Training:

Paul Andrews, a sales training professional, will provide you with the tools to effectively communicate and interact with potential recruits. The training is based upon proven sales techniques that are used in numerous industries, yet tailored to the fire profession. This class will be a combination of interactive discussion, role playing and lecture.

Topics Include: Preparation, The Greet, Building Rapport, Positioning Your Story, Listening/Probing, Overcoming Objections and Closing the Deal.

RSVP to this FREE Class: Dana Powers
dana.powers@fairfaxcounty.gov
703.246.4683

This training is provided on behalf of the Volunteer Workforce Solutions program, a partnership between the Virginia Fire Chiefs Association and the International Association of Fire Chiefs. It is funded by a DHS/FEMA Staffing for Adequate Fire and Emergency Response (SAFER) grant.

