

A long time ago in a galaxy far, far away....



How to Recruit a Sales Jedi Master



Sales masters are hard to find. It requires time and training. Now you must use the ways of the force to recruit your own Sales Jedi Master.

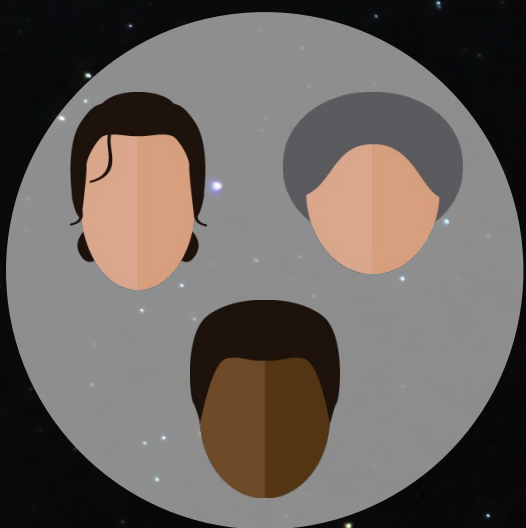
And as always, *may the force be with you...*



1

Be specific with a detailed job description

Be sure you are defining the mission you will be sending these Jedi's on and what success looks like on the mission.



Know the galaxy you are recruiting from

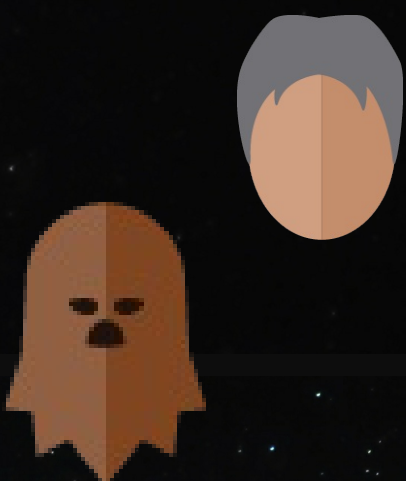
The way you recruit an experienced Jedi Master may not be the wisest way to recruit a young Padawan (or a Jedi in Training otherwise known as a Millennial). Be sure to understand who you are recruiting.

2

3

Assess your candidate through a Jedi Trial

Sales Jedi's often share similar traits and characteristics. Use an assessment during the interview process to help you learn more about the Jedi's skills and behavioral attributes.



Sell the future of a new hope

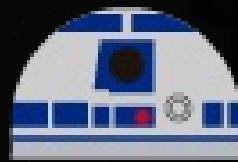
Sales Jedi's are not only looking at compensation but the future they may have with your base. Make sure you show them how they can advance in their training.

4

5

Use the buddy system and ask for a referral

Just like R2-D2 and C-3PO, a friendship can come from the most unlikely of places. Ask your Jedi's if they know anyone else that would be interested in becoming a Sales Jedi.



Prepare yourself and have your lightsaber ready

The interview process is where you will be able to tell if a Jedi is ready to move on in their training. Be sure to look over their resume and ask open-ended questions.

6

What a Sales Jedi looks like:

Ability to communicate effectively

A passion for selling

About a year of phone experience

Team player focused on individual and team results

Motivation to succeed

High energy level



"Your focus determines your reality."- once said by a great Jedi Master Qui-Jon Ginn. Recruiting great Sales Jedi Master's can be a difficult task. But with the use of the force you can find yourself a Jedi fit to save the galaxy. And remember:

"Do or do not. There is no try."- Master Yoda.

Picture source: Diego Carbonell