A photograph of three people (two men and one woman) sitting at a table, shaking hands. The man on the left is smiling and wearing a blue and white checkered shirt. The woman in the middle has long brown hair and is wearing a dark top. The man on the right is seen from the back/side, wearing a light grey shirt. The background is a blurred indoor setting.

HAPPY GRASSHOPPER

# RECRUITMENT STRATEGY SESSION™



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# RECRUITMENT STRATEGY SESSION

Use this worksheet to map out your vision, goals, and strategy. Review it weekly.

Name:

Date:

## VISION & GOALS

## CURRENT RESULTS

## TAM

# of Agents:

# of Agents:

## ASSETS & OFFERINGS

Average  
Production::

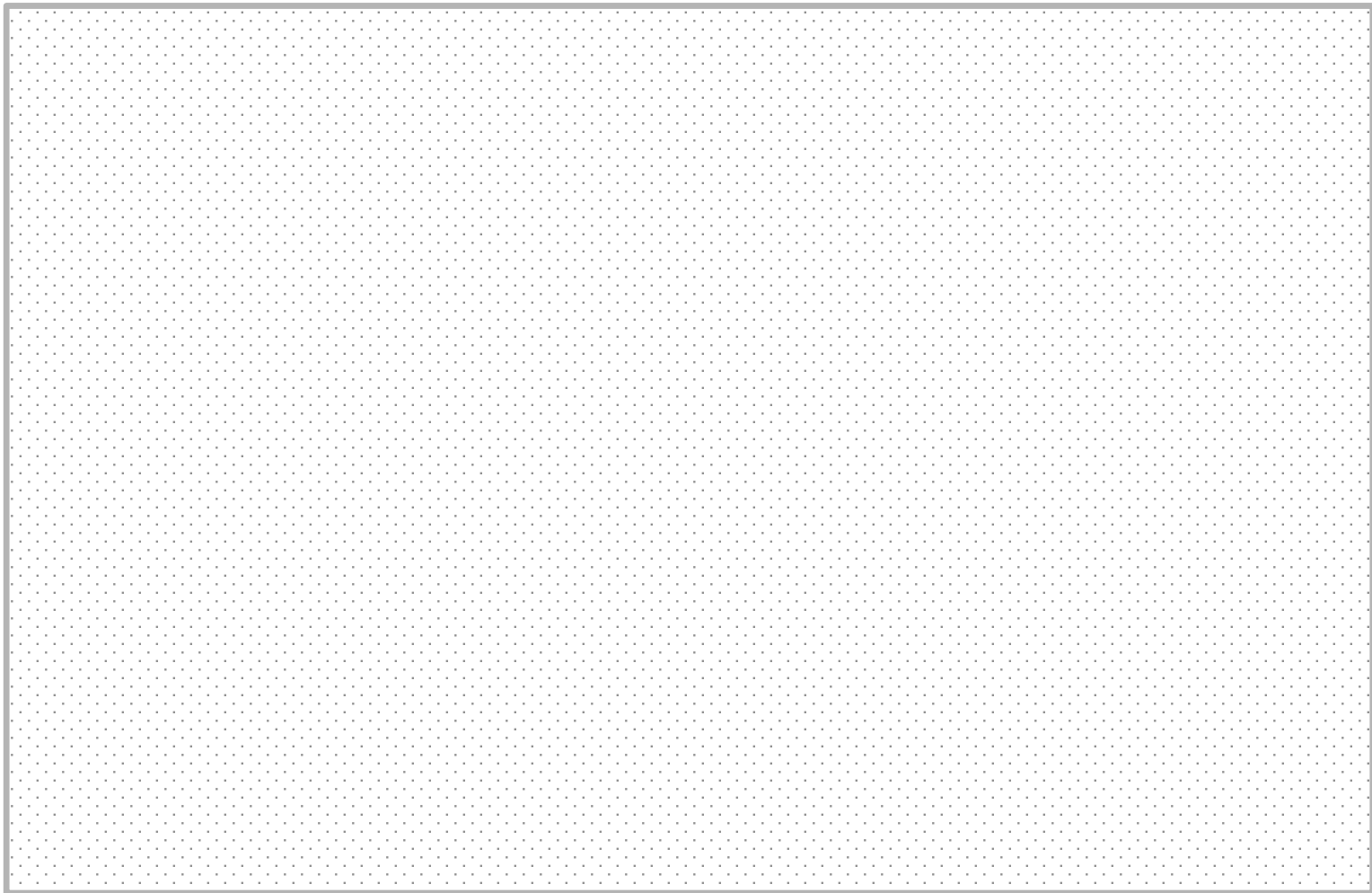
# who fit your  
criteria (or 20%):

Data source:

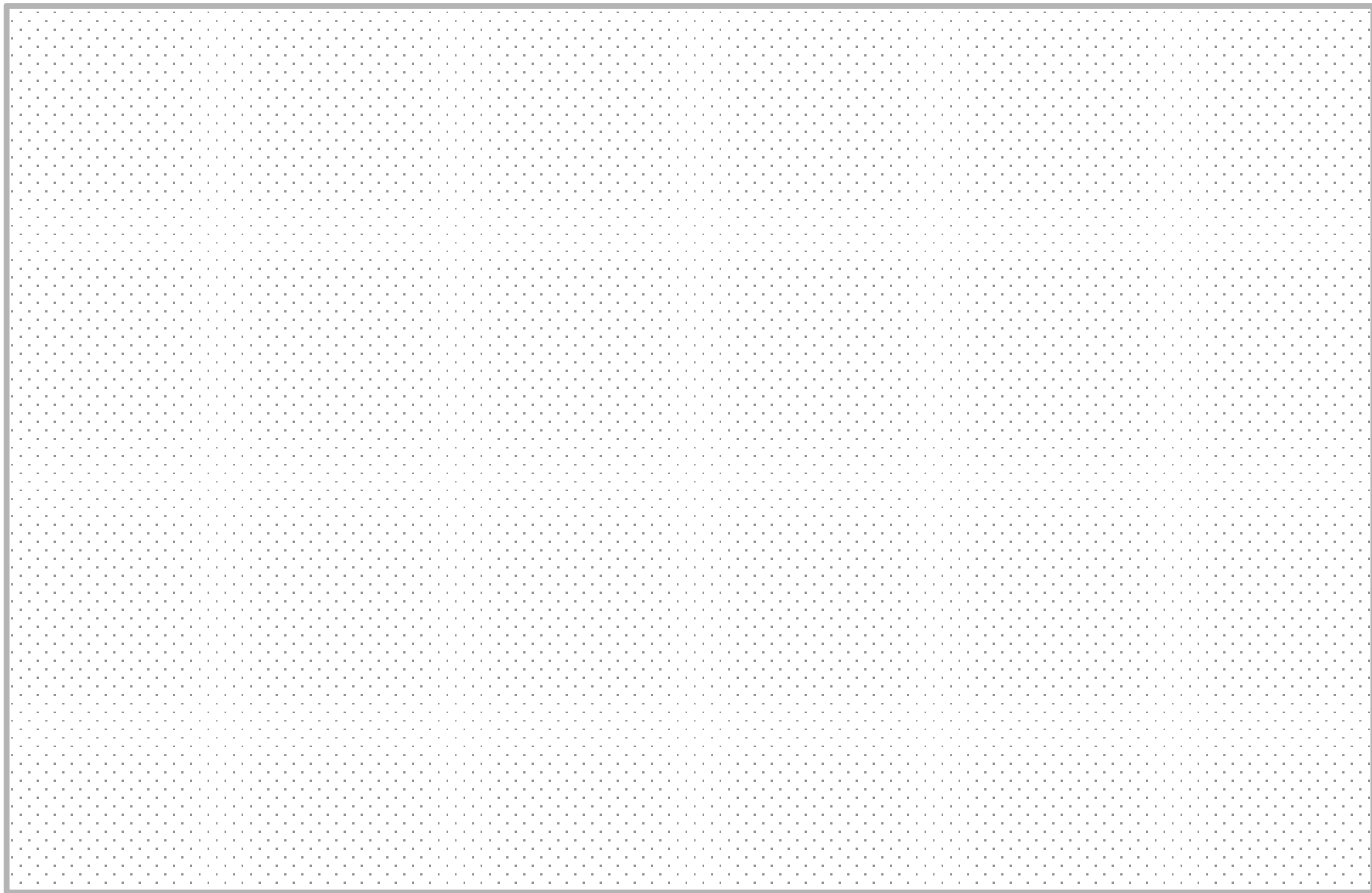
## PLANT YOUR FLAG

## IDEAL RECRUIT

## NOTES



## NOTES



welcome

# Our Sincere Passion For Conversation

happygrasshopper.

## 01 We believe...

Everything we work to achieve in life is amplified by the relationships we build and maintain.

By consistently engaging others in conversation, we're able to unlock the magic of human connection.

Conversation is where we learn, fall in love, raise our children, negotiate contracts, and yes, build our careers.

## Mission & Vision

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"While no single conversation is guaranteed to change the trajectory of a career, a company, a relationship, or a life—*any single conversation can.*"

Susan Scott, Author  
Fierce Conversations

### OUR MISSION

**Happy Grasshopper exists to connect the world in conversation.**

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### OUR VISION

**To be the most passionately referred service in our industry.**



## Core Values

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Every member of our company is sincerely committed to your success. Each of us will strive to exceed your expectations in a way that leaves you feeling surprised, delighted, and absolutely thrilled to be a member of Happy Grasshopper.



### Thoughtful

We deeply listen and strive to understand.



### Intentional

Actions guided by intentions create results.



### Tenacious

We tirelessly pursue the achievement of our goals.



### Consistent

Consistency equals professionalism.



### Positive

Opportunity is everywhere with the right mindset.



### Open-minded

We set aside our egos in the quest for victory.



### Honest

Transparency is critical to improvement.



### Dependable

Time-on-task over time achieves everything.

## Company Background

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### This is How Our Story Started

As a serial entrepreneur and founder of seven companies, I've failed (and succeeded) more than most. Along the way, I learned the difference maker is the quality of people we're able to attract. Today, my number one mission is to help you recruit and retain the talent you need to win.



Dan Stewart  
CEO

Four-time  
INC. 500 | 5,000  
Honoree