

RSID: 4G3T

1

Fill in RSID.

DIRECT - PROSPECTING ACTIVITIES - Step 4

3a(1) Scheme of Maneuver (activities that must occur to achieve the mission)

2

RM: MAR 24

2

Annotate the recruiting month.

Date(s)	Prospecting Method	Location	Engagement	NCO(s)	Frequency: #Events/Hrs	Objective			COI	Weekly Requirements	
						RA	SR	PS		REQ	PROJ
19-Feb-24	X	F-F	University of Colorado Denver Career Fair	Smith/Jones	1 3	5				GR	8 10
19-23 Feb 24	X	Virtual	College Sr Language, Music, Accounting Students	Madsen	1 2	4		2		SR	4 7
21-Feb-24	X	N/A	Parent Teacher Conference Presentation								
19-23 Feb 24	X	Telephone	Senior Telephone Prospecting-SASVA							GR	3 4
24-Feb-24	X	Referral	Station	Future Soldier Function						SR	1 3
23-Feb-24	X	Referral	89th RSC	Battle Assembly	Brannan	1				PS	3 5
20-Feb-24	X	Referral	Station AO	Veterans Placement Offices for all colleges	All	1					
	X	N/A	Lakewood - 80295	Lakewood County Youth Strategies	Madsen	1 2					
	X	Telephone	80239, 80203, 80204		All	1 2	4		2		REQ PROJ
	X	Referral	80204, 80281, 80290		Tabor/Hollis	1 1				4	12 18
	X	Referral	80204, 80201								7 12
28-Feb-24	X	F-F	Castle Rock - 80203							GR	2 5
2-Mar-24	X	Referral	Denver - Invesco Field	Rockies Salute to Veterans - FS Swear-In						SR	1 2
4-Mar-24	X	Referral	100th DIV	Battle Assembly						PS	0 0
4-8 Mar 24	X	Referral	80244, 80201	HRAP F-F Prospecting	Thompson	2					
	X	Referral	Denver - 80290	University of Colorado Denver TAIR Event	Smith/Jones	3		2		RA	5 8
	X	Referral	80237, 80291, 80224	Future Soldier Training						SR	4 9
	X	Referral	Denver - 80290	Denver Summer Festival-Washington Park	Bunch/Rodriguez	2 4	2 2			GR	5 7
7-May-24	X	N/A	Estes Park - 80237	Thomas Middle School Veterans Presentation	Tabor/Jones	1 2				SR	1 1
8-May-24	X	Telephone	80239, 80281, 80259	Grad Telephone Prospecting	All	1 2	3		2	PS	1 2
11-15 Mar 24	X	Referral	80203, 80291	HRAP F-F Prospecting	Thomas/Garcia	5 2	2 2				
11-Mar-24	X	N/A	Castle Rock - 80230	Thomas Jefferson HS Football Camp	Tabor/Hollis	1 3					REQ PROJ
12-Mar-24	X	Referral	Denver - 80290	Denver School of Nursing Career Fair	Smith/Jones	1 3		3		GR	5 6
12-Mar-24	X	F-F	80244, 80243	F-F Prospecting/Area Canvas	All	1 3	3	2		SR	1 1
13-Mar-24	X	Referral	Station	Future Soldier Training	Scott	1 2		2	1	GR	5 9
13-Mar-24	X	Telephone	80273, 80209, 80230	Senior Telephone Prospecting-SASVAB Qual	All	1 2				SR	2 3
14-Mar-24	X	F-F	80273, 80281	F-F Prospecting/Area Canvas	All					PS	1 1
15-Mar-24	X	Telephone	80265, 80205, 80248	Grad Telephone Prospecting-ASVAB Qual	All						
18-22 Mar 24	X	N/A	Denver - 80252	East HS Football Camp	Brannan	1 3	2 1				REQ PROJ
	X	Referral	80291, 80259	Senior Telephone Prospecting-ASVAB Qual	All	1 3	2 1			GR	7 10
	X	Referral	80244, 80222	F-F Prospecting/Area Canvas	All					SR	6 7
	X	Referral	Station - 80237	Institute of Culinary Arts Fair	Dabney, Smith	1 3	2 1				
	X	Referral	Station	Future Soldier Training	Scott	1 3	2 1			GR	5 6
21-Mar-24	X	F-F	Denver - 80203	College America Denver Career Fair	Jones/Morris				2	USAR	2 3
21-Mar-24	X	Virtual	80224, 80244, 80205	Senior/Junior-ASVAB Qualified	Smith					SR	2 3
22-Mar-24	X	Telephone	80202, 80207, 80244	Grad Telephone Prospecting	All					PS	2 3

3

Place the specific date(s) for each station activity that must be accomplished

4

Identify the purpose of each activity: Shaping, Decisive, or Sustaining.

5

Identify the prospecting method.

6

Identify the specific engagement target.

7

NOTE: This is not a collection of the individual recruiter's efforts, but the station commander's main prospecting

8

Identify the specific area where the prospecting will occur.

9

List who/which NCOs will

10

As a result of your analysis, type and number of engagements, and or hours, place in the appropriate category how many Appts Made you expect to achieve.

11

Weekly requirements consist of weekly MAP requirements and your projected APPT MADE as a result of your plan.

12

Identify the specific area where the prospecting will occur.

13

List your weekly RA Grad, Senior, and AR Grad, Senior, and PS Appt Made requirements from the MAP.

14

Recruiting Month Validation: Duplicate the station's Regular Army and Army Reserve RM

15

Projections for the RM will autopopulate as a result of your input from column 13. NOTE: Evaluate whether your projected Appts Made meets requirements.

16

CPs will autopopulate from your input. Validate whether achievements

17

Add the combined projections of all individual recruiters' plans and determine whether the sum of those plans meets or exceeds the station's plan.

18

Include commander's signature and date when plan is approved.

Regular Army Appointments Made

GR

SR

PS

Station Prospect

REQ

PROJ

41

28

7

Plan Totals

58

41

11

Army Reserve Appointments Made

GR

SR

PS

Station Prospect

REQ

PROJ

20

7

7

Plan Totals

31

12

11

Recruiting Influencers

CP

16

17

Projections for the RM will autopopulate as a result of your input from column 13. NOTE: Evaluate whether your projected Appts Made meets requirements.

Recruiter Prospecting

GR

SR

PS

PROJ

58

41

11

Add the combined projections of all individual recruiters' plans and determine whether the sum of those plans meets or exceeds the station's plan.

APPROVAL

18

Include commander's signature and date when plan is approved.

Date

Commander's Signature:

USAREC GTA 5-01.2 Step 4, 20 Mar 2024

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