

1st QUARTER VOL. 6 NO. 1 2013

Recruiter
Spotlights

MAKING HISTORY
MONTFORD POINT MARINE
RECEIVES NATION'S TOP AWARD

HONOR
GRADUATES

PACESETTER

MAGAZINE

GRAMBLING
STATE
UNIVERSITY

Betting on Grambling
First graduate in 30 years gets commission



PACESETTER

MAGAZINE

PACESETTER

COMMANDER'S MESSAGE

COL W.J. BOWERS



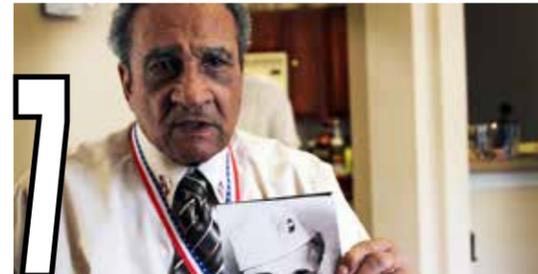
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A NATION OF GRATITUDE

→ SSgt. Tracie Kessler



BETTING ON GRAMBLING

→ Capt. Barry J. Morris



RECRUITER HIGHLIGHTS



Honor Grads

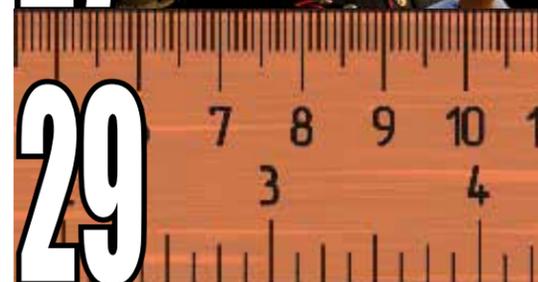
Congratulations!

→ PFC John-Paul Imbody



Top Performers

→ Operations



The Pacesetter Magazine is compiled and produced by 6MCD Marines for 6MCD Marines. It is a quarterly publication filed electronically and made available specifically for recruiters and their families only. All content is reviewed for accuracy, brevity and style before publication. All questions should be forwarded to the 6MCD Public Affairs Office. Semper Fidelis.

Dear Marines, Families, and Friends of 6th Marine Corps District,

Happy New Year! I hope all of you had a special and fulfilling holiday season and got a chance to re-charge your batteries after your terrific performance in 2012. This is an exciting and historic time to be a Marine, and you all are playing an enormous role in shaping the Marine Corps we will have in 2020. I would like to talk with you about my priorities here in the 6th Marine Corps District in order to help you understand and appreciate the strategic impact you are making on our Marine Corps and the lives of young Americans.

The first of my priorities is to “reinforce and expand upon the trust and respect the American people have in their Marine Corps.” Our Commandant has driven this point home over and over again -- that the reason we have a Marine Corps is because the American people truly and deeply want one. The American people inherently know that when there is a crisis anywhere in the world, and our vital interests are at risk, that our Nation has honorable, committed, and courageous ethical warriors called “U.S. Marines” who will respond and the situation will soon be “well-at-hand.” This belief of the American people in their Marines is almost mythical in its proportions, yet as you all

know, it is very real. And it is made real to them because of the Marines they see and know in their communities day-in and day-out -- it is made real because of you! Each of you makes deposits into the American peoples’ trust bank account every day as you execute your duties, and you also instill this obligation to build trust into your future Marines. This is simply “who we are” and “why we matter” as U.S. Marines. It’s important for our Institution, and you are doing a great job at it.

My second priority is to “shape the future of our Marine Corps.” The young Americans we work so hard to motivate and inspire to serve their country in the Marine Corps will be the Sergeants, Staff Sergeants, and Captains in the Marine Corps of 2020. They are the future of our Institution and the work you are doing today will shape “who we are” in the years ahead. We are making a strategic impact through the quality of people we are bringing into our elite organization, and we must always be ever-vigilant and keep an eye to the future to ensure we bring in the right people, with the right character, ethics, and capabilities necessary to meet our Nation’s future national security requirements. And

like our first priority, you are doing a terrific job at it and I’m proud of you.

The third of my equally important priorities is to “support and enable our Marines and their families to be happy and successful” while assigned here to the 6th Marine Corps District Team. I understand and greatly appreciate the challenges all of you deal with operating away from our base and support infrastructure for an extended period of time. We want to make sure this tour is as personally and professionally rewarding as possible for Marines and their families, and are working very hard here on the District staff to do that. We have a Chaplain, a full-time Family Readiness Officer, and a full-time Medical Officer available to assist you with any problems or concerns you might have. Please use these outstanding individuals to help you if you have questions or any problems whatsoever. I wish all of you continued success and happiness in the new year and am proud to serve with you!

Semper Fidelis,

William J. Bowers

W.J. BOWERS
COLONEL, USMC
COMMANDING OFFICER, 6MCD



Happy New Year! I know you are out in your AO's seeking out the next generation of Marines and it's a tough task.

I remember seeing a coin years ago from the MCRC commanding general. On one of the sides it simply said, "The only active regiment engaged with an opposing force on a daily basis".

That's you! You're not only molding the Marine Corps but you are impacting lives.

While we are engaging in our recruiting mission, let's not forget about the importance of professional military education.

The commandant's reading list has been updated via ALMAR 001/13 REVISION OF THE COMMANDANT'S PROFESSIONAL READING LIST. It requires that all Marines read 3 books. I strongly suggest that you plan to get your three books read as soon as you can.

Incorporate it into your Friday training. As an alternative to reading, listen to the audio book as you're driving around. You can listen to it and turn "nonproductive time into productive time".

As we draw down in size the Marine Corps will be very competitive. Promotions will become difficult to achieve as well as reenlisting. Take the time to set yourself up for success.

Keep in mind that you are exempt from the range and swim qualification but the promotion board will be looking to see what

annual requirements you could do and whether or not you did them.

Professional military education is important but taking care of your Marines is too. Giving them well-deserved time off is not the only way to look out for their wellbeing.

As a Marine in the fleet you make sure your troops received their shots and dental was taken care of. In the field you fed them from lowest rank to highest rank, knowing the young ones would get chow before you ate.

The same policies apply on recruiting duty. Make sure they go to medical and dental, do their PME, and they are up to date on shots -- that's taking care of their wellbeing.

As for time off, plan for it in their year in sight. Marines earn 2.5 days a month -- use them. Would you rather lose a Marine for 2.5 days or 2 weeks? It can be done using proper prior planning. One last thing on leave; you can only carry forward 60 days into FY-14 which means that if Marines don't use them they lose them.

Semper Fidelis, Marines.

James M. Thetford
SgtMaj USMC
District Sergeant Major



HIGH SCHOOL VISITS- Every time a Marine recruiter goes to a high school he or she should accomplish the following five tasks:

1. Go to guidance office- Check on progress of your poolees, continue rapport building and scrub list.
2. See your Poolee- See how he/she is doing, show your commitment, make him/her work for you helping with referrals, AC'ing, setting appointments and scrubbing list.
3. Area Canvass- One location where your target market is located to include all your leads on the list. Scrub your list.
4. Conduct or set up a milestone- career talk, NROTC talk, Band talk.
5. Meet a new faculty member- builds rapport in school, helps you become one of the "faculty", a place where a talk can be given in the future to someone who may provide a referral down the road.

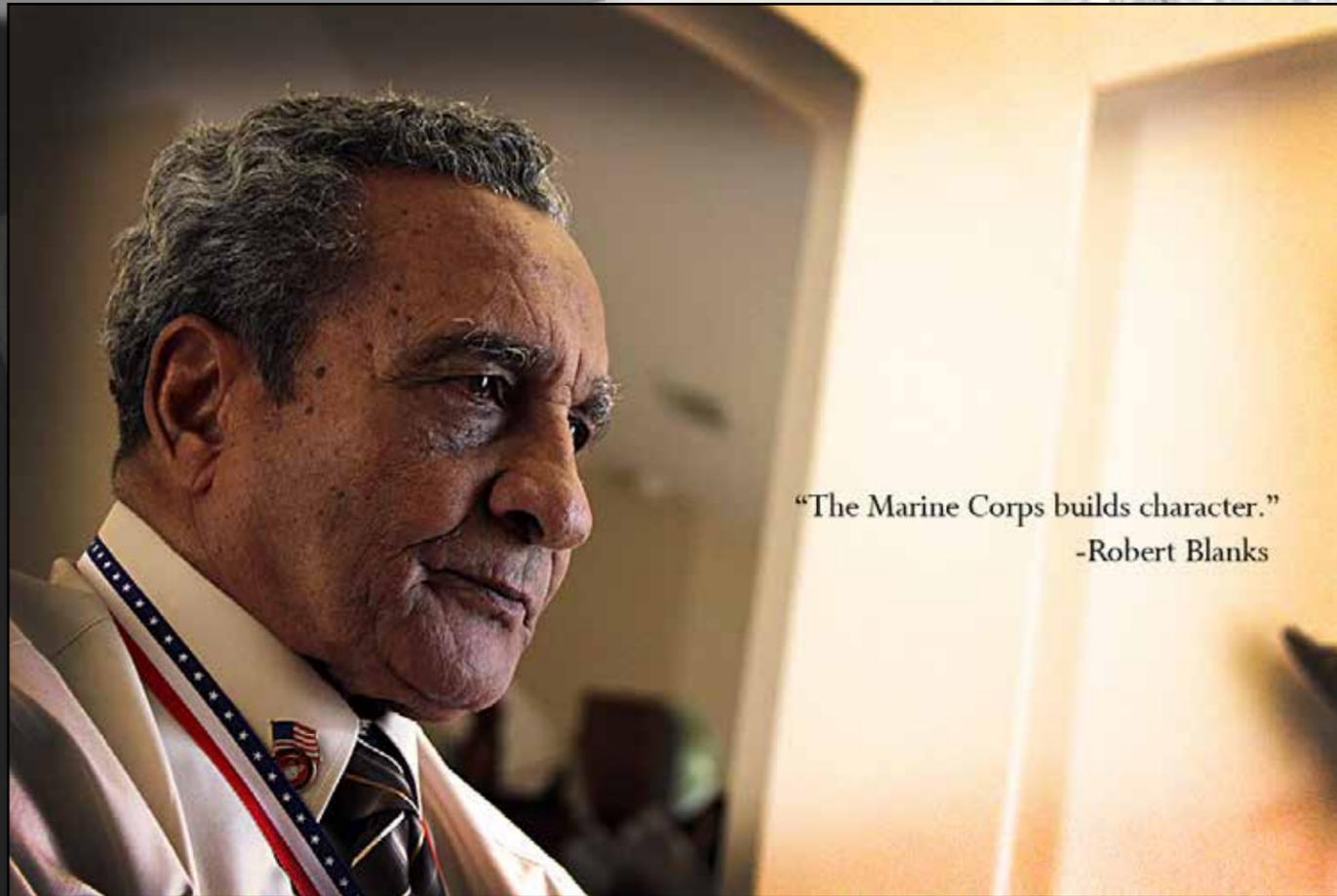


"Knowing Our Prospects"

Know your prospect. Find out as much as you possibly can about your prospect before your appointment. This will not only help you anticipate their needs ahead of time, but will also show them you've done your homework. Furthermore, it show them you have an interest in their success and not just selling our product. When talking with your prospect, let them do most of the talking. People usually love talking about their accomplishments, goals, and desires.

For example, you might bring up the fact that you saw them win the state football championship. Let them proceed to fill you in on the details. You might also compliment them on the efficiency of being a quality student at school. This will open the door to more conversation and the opportunity to learn more about their needs and motivators. Focus on why they should join - not their objections.

The idea here is that while you are building up the benefits associated with using our product, they will be minimizing their resistance to it. By focusing on what you know the prospect likes, you are building up the importance of the positive and reducing the importance of the negatives.



"The Marine Corps builds character."
-Robert Blanks

A NATION OF GRATITUDE

Original Montford Point Marine Receives Congressional Gold Medal

Staff Sgt. Tracie Kessler and Cpl. Gabrielle Bustos

ORANGE CITY, Fla., (25 Aug. 2012)

--

In a small ceremony in front of family and Marines, Robert Blanks accepted his Congressional Gold Medal.

The medal, given in recognition of his service to our nation, was authorized by Congress and awarded to all Marines who attended recruit training at Montford Point, N.C., a rugged clearing in the

woods near Camp Lejuene, N.C.

"This was unexpected. I had no idea it would entail the amount of people it did. I had never seen so many Marines in dress blues in my whole life," Blanks said of his award ceremony. Blanks, 85, is one of just over 400 Montford Points Marines alive today who attended recruit training at Montford Point. In 1941, President Franklin D. Roosevelt swept away decades of racial

discrimination by allowing African Americans the chance to fight for their country. Though allowed to become Marines, African Americans weren't allowed to train with their caucasian counterparts, which led to segregated training. Although the efforts of the nation's first African American Marines are often overshadowed by more popular and well known units such as the Tuskegee Airmen, their contributions are no less significant. It was because of this, President Barack Obama signed into law a bill recognizing the efforts and history of the Montford Point Marines by awarding them the Congressional Gold Medal.

"You know, when they first asked me about this medal, I told them to just mail it to me. I did. I didn't think much of it. I got read out over the phone by a female [Marine]! She said 'this is the Marine Corps, we don't do business like that. You're gonna have a presentation, whether you like it or not.' So we wound up here. It sure didn't take long—I was right back in the Marine Corps again," joked Blanks, from Bronx, N.Y.

Despite the racial differences in the Marine Corps of the 1940's, the Montford Point Marines were determined to prove to the rest of the Marine Corps they were as good as their caucasian counterparts. Often given less desirable jobs, the Montford Point Marines endured poor treatment, and hard labor intensive jobs and were prevented from fighting on the front lines.

"See, the prejudice robs the country

of valuable people. By just saying 'you're not qualified, you're not this'—it's a waste. A total waste," Blanks explained.

The Marine Corps today is by far completely different from the Marine Corps that Pvt. Robert Blanks knew as a young man, but his opinion is the same today as it was then.

"I'm not prejudice against the Air Force, Navy—no one. But I know the Marine Corps isn't the best just because they brag. They're the best because they are. They're not fooling around. They make you. I mean it—they bring out whatever you have," said Blanks. "The Marine Corps builds character."

"See, the prejudice robs the country of valuable people. By just saying 'you're not qualified, you're not this'—it's a waste. A total waste"
--Robert Blanks





SNAPSHOT

JACKSONVILLE, Fla.—Gunnery Sgt Terrell Ford, SNCOIC of RSS Tallahassee, educates poolees of RSS Jacksonville about the importance of nutrition and hydration after completing the Marine Corps Half Marathon Oct. 6th at Met Park.

Photo by:
SSgt Tracie Kessler
6TH MARINE CORPS DISTRICT PUBLIC AFFAIRS

BETTING ON GRAMBLING

First Marine Officer in over 30 years commissioned from Grambling State University

Story by Capt Barry Morris Photos by Sgt Scott Schmidt

“The Marine Corps is a highly-trained and elite fighting force in which members have a fraternal bond and look after one another on and off the battlefield.”

2ndLt Olaolu Ogunyemi



The Marine Corps and Grambling State University witnessed history in the making, as one of Grambling's own, Olaolu Ogunyemi, graduated and commissioned as a second lieutenant in the U.S. Marine Corps at Grambling State, Dec. 14, 2012.

Ogunyemi, who was born and raised in Ruston, La., became the first Marine Corps officer to commission from Grambling State University in more than three decades, by way of the Platoon Leaders Course.

“I am honored to have the opportunity to be one of the first Marine officers to be commissioned here at Grambling State University,” said Ogunyemi. “Being a leader of Marines is truly an honor.”

In attendance for this momentous occasion, was Maj. Gen. Ronald Bailey, commanding general of 1st Marine Division, Camp Pendleton, Calif., who rendered the oath of office to Ogunyemi after he received his college diploma on stage.

“Second Lieutenant Ogunyemi is an exceptional young man, and exactly the caliber of Marine we are looking for,” said Bailey. “He possesses the keen-intellect, physical endurance, spirit and leadership that we expect of our leaders of Marines.”

Ogunyemi, who earned his Bachelor of Science degree in Computer Information Systems from the college of business, and a graduate of Simsboro High school, was accompanied by his parents, both prominent Grambling State University faculty members, Arnita Ogunyemi, director of institutional research and development, and Olatunde Ogunyemi, acting department head of educational leadership.

Taking part in his commissioning ceremony, both his parents proudly pinned his 2nd Lt. bars on the shoulders of his dress blue jacket.

“We are extremely proud of Olaolu's achievements. My chest swells with pride knowing that my son

made his dreams come true, and became a U.S. Marine Corps officer,” said Mr. Ogunyemi.

Mr. and Mrs. Ogunyemi were a bit frightful of the news that their son was joining the Marines.

“My greatest fear was knowing that as a Marine, my son would be the first to go into harm's way, as the Marine Corps' motto has always been ‘first to fight’,” said Mrs. Ogunyemi.

However, after conducting her own research and talking to a few Marines herself, her fears soon subsided.

“I did my research on MarineOfficer.Com and talked to other Marine officers, and I soon realized that my son would receive some of the best military training in the world. I know now that my son will be well taken care of, and I am certain that he will take care of his Marines as well,” added Mrs. Ogunyemi.

Being the first in his family to join the Marine Corps, Ogunyemi is proud to be a part of an organization that has a long-standing legacy of honor and tradition.

“The Marine Corps is a highly-trained and elite fighting force in which members have a fraternal bond and look after one another on and off the battlefield,” Ogunyemi said. “Marines are the first to fight and are known for winning battles and having a very sharp appearance. This legacy is one that should be respected and recognized as one of the most memorable legacies in the world.”

After his graduation and commissioning, Ogunyemi will soon report to The Basic School Quantico, Va., where he will learn the art and science of Marine officer military tactics and planning processes prior to his Military Occupational Specialty school.

For information on how to become a U.S. Marine Corps officer please visit [MARINE OFFICER.COM](http://www.marines.com/officer) at <http://www.marines.com/officer>.

No Day At The Beach

RSS DELRAY BEACH MARINE TAKES TOP HONORS AS RECRUITER OF THE YEAR FOR RS FT LAUDERDALE

FORT LAUDERDALE, Fla. – Projecting a temperament and work ethic unmatched by his peers, Sgt. Le'mon Eluett wants to win. You wouldn't know it by speaking with him though.

As a canvassing recruiter with Marine Corps Recruiting Substation Margate, Eluett had a rocky start, according to his staff noncommissioned officer in charge, Master Sgt. Elvis John-Baptiste. His growth and resulting success quickly smoothed his path to earning the title of Recruiter of the Year for Recruiting Station Fort Lauderdale.

Eluett has recently been put in charge of his own substation, making him the only sergeant in RS Fort Lauderdale in charge of a substation. He recently sat down with The Pacesetter to give us some insight to his achievements:

THE PACESETTER: Was being recruiter of the year a goal you set for yourself or was it a surprise?

SGT ELUETT: It was a complete surprise! I've never been an award chaser, I'm just a team player. Good things come to people who don't focus on personal gain. I'm a firm believer in one team one fight. I just did whatever was needed from me to accomplish our mission, even if it meant more time and effort on my part.

How does it feel being the recruiter of the year for your RS?

It has been an eye opening experience. If I were told that I would achieve that pinnacle of success on

this duty back in BRC, I wouldn't have believed it. I struggled in recruiter school, but my time has now passed, my new focus is pushing my team to achieve even more than I've accomplished as a recruiter.

How did you make sure standards remained high among your future Marines as a recruiter?

I treated my Poolees as if they were already Marines, teaching them the standards we believe in, also making sure I wasn't chasing just anybody to join. I felt like I was the gate keeper, and I would only allow the best to join this gun club. In my mind, I was hunting for my potential replacement... looking for the next sergeant major of the Marine Corps, or the next commandant of the Marine Corps.

How do you keep your recruiter's standards high as a SNCOIC?

I simply ask my recruiters a genuine question. Can you see yourself leading this individual back in the fleet? Is that who you want to be your lance corporal? If they can't give me a straight answer, then it's time to go back to the drawing board and find the needle in the haystack we're really looking for.

What has been your biggest challenge as a recruiter?

Humbling myself... Every NCO, and SNCO comes to this duty as a leader, and having to adjust to this new environment isn't the easiest thing to do. It's easy telling a cor-

poral and below what to do, but it's a new challenge when your finding yourself leading your peers.

What are some of your tricks to recruiting?

The only trick I had up my sleeve was honesty. No need falling into the stereotype that all recruiters are liars. I used facts, using our historical data to out sell any competition we face as recruiters.

In your opinion, what makes or breaks a recruiter's ability to be successful?

Honestly, I would say their desire to succeed. Marines don't lose; we don't know how to lose. When you lay down in your bed every night after a long day at the office, do you feel you left everything on the field? Do you feel like you put fourth your absolute best? If any of the answers end up being no, then it's time to make a change.

What are your words of wisdom?

Stay true to who you are and what you represent. If you love this organization, then you will do exactly what is expected of you as a person and, most of all, as a Marine. We sell everyday that we are the best in the world, that we are the tip of the spear. If this is true we are the gold medal winners. In the words of Vince Lombardi, "Winning is not a sometime thing; it's an all the time thing. You don't win once in a while; you don't do things right once in a while; you do them right all the time. Winning is a habit."



Name: Sgt Le'Mon Eluett
Billet: SNCOIC, RSS Delray Beach
Primary MOS: 0621
Time in Service: 8.5 years
Hometown: Ft. Lauderdale, Fla.

Story and photo by:
Sgt Scott Schmidt

RS FT LAUDERDALE, MARKETING AND PUBLIC AFFAIRS

RS Atlanta

SERGEANT BAJRO BUZALJKO, A RECRUITER FROM RECRUITING STATION ATLANTA, IS A REFUGEE FROM BOSNIA AND HERZEGOVINA. DURING THE WAR, HIS FATHER WAS PLACED IN A CONCENTRATION CAMP. THROUGH THE HELP OF THE RED CROSS, AT THE AGE OF SIX HE CAME TO THE UNITED STATES AND EVENTUALLY ENLISTED IN THE MARINE CORPS AT 17 IN UTICA, NY. DESPITE A ROUGH UPBRINGING, BUZALJKO EARNED THE DISTINCTION OF BEING THE SIXTH MARINE CORPS DISTRICT RECRUITER OF THE YEAR.

"IT WAS UNEXPECTED. I KNEW I WAS DOING WELL. I WAS JUST DOING WHAT NEEDED TO BE DONE. I HAD A MISSION AND I MET THAT MISSION. FAILURE WAS NEVER AN OPTION FOR ME. FAILURE IS MY FEAR," HE SAID. "I AM NO BETTER THAN THE MARINE TO MY LEFT OR RIGHT. ANY OTHER MARINE WOULD HAVE RISEN TO THE CHALLENGE PRESENTED. I WOULD NOT HAVE BEEN SUCCESSFUL WITHOUT MY TEAM."

BUZALJKO, KNOWN THROUGHOUT THE RS AS A TRUE LEADER, CREDITS HIS SUCCESS TO A SOLID FOUNDATION IN THE PRINCIPLES OF SYSTEMATIC RECRUITING COMPILED WITH HIS CHARISMATIC ATTITUDE. THIS ALLOWS HIM TO IDENTIFY AND RELATE THE NEED BENEATH THE NEED.

"I WANTED TO HELP A PERSON REACH THEIR ULTIMATE GOAL IN LIFE, AND SOMETIMES THE GOAL WAS TO SERVE FOUR YEARS IN THE MARINES, OTHERS HOPED FOR AN ILLUSTRIOUS CAREER," EXPLAINED BUZALJKO.

IDENTIFYING WHAT THE APPLICANT'S LONG TERM GOALS ARE HELPED HIM BETTER RELATE TO THEM AND POINT THEM IN A DIRECTION OF SUCCESS.

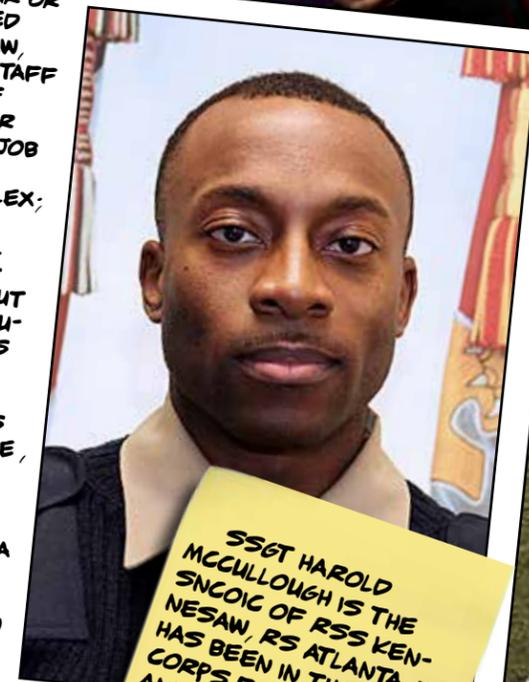
BUZALJKO'S ADVICE TO CURRENT AND FUTURE RECRUITERS IS SIMPLE: MAKE RECRUITING DUTY FUN. "GET TO KNOW THE PEOPLE THAT COME INTO YOUR OFFICE. YOU ARE NOT ONLY CREATING MARINES, YOU ARE CREATING A LIFE OF PRIDE AND SUCCESS. YOU WILL AFFECT NOT ONLY THE APPLICANT BUT HIS ENTIRE FAMILY. THAT APPLICANT DOESN'T JUST WANT TO BE A MARINE, HE WANTS TO BE YOU," SAID BUZALJKO.



SGT BAJRO BUZALJKO IS A CANVASSING AT RS ATLANTA. HE HAS BEEN IN THE MARINE CORPS FOR SEVEN YEARS AND ENLISTED FROM UTICA, NY.

MANY RECRUITING SUBSTATIONS HAVING FOUR OR MORE RECRUITERS ARE TYPICALLY SUPERVISED BY AN 8412. RECRUITING STATION KENNESAW, RECRUITING STATION KENNESAW, IS BEING RUN BY AN 11, STAFF SGT HAROLD MCCULLOUGH. "THERE IS A LOT OF PRESSURE. I HAVE TO HOLD MYSELF TO A HIGHER STANDARD. I DO IT BECAUSE I CARE FOR THE JOB AND WHAT IT PRODUCES," SAID MCCULLOUGH. HIS METHOD'S AREN'T UNORTHODOX OR COMPLEX; HE WEARS A PT UNIFORM THAT CONSISTS OF RED SHORTS AND THE BLUE POOLEE SHIRTS. ANY POOLEE WHO IS AT RISK FOR THEIR PERFORMANCE MUST BE AT THE RSS FOR A WORKOUT THREE TIMES A WEEK, AND IF A POOLEE IS GRADUATING HIGH SCHOOL SOON THEIR RECRUITER GETS INVOLVED TO ENSURE THAT HE OR SHE STAYS ON TRACK.

LEADERSHIP ROLES IN THE POOL AREN'T ALWAYS ASSIGNED TO THE TTEST OR SMARTEST POOLEE, BUT EVERYONE GETS A CHANCE TO LEAD. "EVERY POOLEE GETS THE OPPORTUNITY TO LEAD. WE HAVE TO PREPARE THEM NOW AS POOLEES, BECAUSE IN THE MARINE CORPS YOU WILL ALWAYS BE A LEADER," EXPLAINED MCCULLOUGH. MCCULLOUGH, FROM HOMESTEAD, FLA., JOINED THE MARINE CORPS IN JULY 2001, AND HAS BEEN ON RECRUITING DUTY SINCE MAY 2010.



SSGT HAROLD MCCULLOUGH IS THE SNGOIC OF RSS KENNESAW, RS ATLANTA. HE HAS BEEN IN THE MARINE CORPS FOR 11 YEARS AND IS ORIGINALLY FROM HOMESTEAD, FLA.



Bios and photos by:
Sgt Jose Avelar

RS ATLANTA MARKETING AND PUBLIC AFFAIRS

RS Nashville

Nashville Marine Excels Through Adversity

Capt. Chad Shannon
Operations Officer RS Nashville

Recruiting duty is considered to many as being one of the most challenging jobs in the Marine Corps. To perform well, a Recruiter must maintain discipline to systematic recruiting while managing and preparing a pool of applicants that can sometimes exceed over 20 Pooles for the rigors of recruit training. To remain proactive, recruiters must develop if they haven't already up to this point in their career, time management and communication skills. These skills will become superior to those of other special duties due, to the fact that rRecruiters build their own hourly, daily, and monthly schedule rather than falling in on an already specifically designed training plan.

Typical to recruiting duty, a Marine must remain motivated throughout their tour of duty to ensure their production remains higher than their peers monthly. In doing this, a Recruiter is unable to waste even one hour of their day. If they are not prospecting, they are developing those who already determined that their life will not be fulfilled any other way than becoming a United States Marine.

In recruiting duty, Marines face adversity that they must overcome, while ensuring a mental and physical balance that includes, like any other Marine Corps duty: family, friends, spirituality, sports, physical fitness, etc. With all the time spent towards prospecting and leading young applicants, it is special to see Marines striking an effective balance.

Sergeant Corona from Recruiting Substation Florence, Alabama, is an outstanding example of a Marine who proactively developed a system that enabled him to remain successful. During the month of January, Sergeant Corona underwent orthoscopic knee surgery to correct an injury he sustained while serving as an Ammunitions Technician. He was offered seven days of convalescent leave, but he took the initiative to return on day three after his surgery to ensure he was helping his team achieve their fairshare of the January mission.

During the month of January, Sergeant Corona wrote four immediate contracts and two dep and holds that will carry over to the month of February, while maintaining an Alpha Percentage of 83.3 percent with five of six applicants scoring a 50 or above on the ASVAB. Furthermore, he shipped a critical female alpha who he worked with for over a year and a half prior to her shipping to recruit training.

To demonstrate more challenges that add to the elements of recruiting duty, Sergeant Corona expressed that his female alpha shipper lived over an hour away from his Recruiting Substation. When Sergeant Corona first met this applicant, she was overweight and, at that moment, disqualified for enlistment.

Sergeant Corona told the applicant that if she wanted to become a Marine, then she would have to demonstrate a high commitment level to include losing weight and maintaining contact with him to provide updates on her weight management.

"Sir, she wanted to be a Marine! I never see a kid as a project and, as long as they show me commitment, I feel obligated to demonstrate a high level of commitment to them in accordance with our Corps Values. If they are willing to show me commitment, I will give up my Saturdays or Sundays to demonstrate leadership and guidance to help them with their dream of becoming a Marine."



Name: Sgt Corona, Ivan
Billet: Recruiter
Primary MOS: 23II
Time in Service: 8 years
Hometown: Los Angeles, Calif.



Sergeant Corona provided guidance to the applicant and gave her a standard to reach. It was up to the applicant to put in the hard work, especially since she had not yet received a physical at MEPS. Sergeant Corona's leadership and foresight gave the applicant the hope necessary to fulfill her dream.

Not only does Sergeant Corona continue to perform well as a recruiter, he is a top performer in the Hispanic community. "Being bilingual helps me overcome parents and youth who may have the misconception that Hispanics can't make it in the military." His ability to effectively communicate with both the parents and youth to overcome objections has enabled him the opportunity to represent the Marine Corps in a highly populated Hispanic area. One of his proudest moments on recruiting duty has been his ability to mentor one of his recruits, who is now meritoriously promoted for the second time.

Sergeant Corona goes above and beyond to connect with his applicants. He frequently attends his applicants and prospective applicants' athletic events on his personal time to demonstrate his desire to see them succeed. This example has been noted by several educators in his area and is reflected by his seven submissions to the Educators Workshop in March. "Adversity with my surgery is nothing compared to what some Marines have experienced. My team needed me and I did what any other Marine would do. We [Marines] are a family and, as a Sergeant, we are the backbone of the United States Marine Corps. As a recruiter, we have an opportunity to change lives."



SGT. BELEM DELGADO IS A CANVASSING RECRUITER WITH RS ORLANDO WITH 9 YEARS TIME IN SERVICE. HER PRIMARY MOS IS POSTAL AND SHE'S ORIGINALLY FROM WINTER GARDEN, FLA.



SGT. TIFFANY JOA IS THE NGOIC OF RSS ORLANDO, RS ORLANDO, WITH 6 YEARS TIME IN SERVICE. HER PRIMARY MOS IS AVIATION ORDNANCE AND SHE IS ORIGINALLY FROM PROVIDENCE, RI.

Sgt. Belem Delgado (left), 28, and Sgt. Tiffany Joa (right), 24, lead a group of female poolees and working applicants on a run during a Recruiting Station Orlando all-female pool function in Orlando, Fla., Jan. 19. Joa, Recruiting Sub Station Orlando's non-commissioned officer in charge, and Delgado, a production recruiter at RSS Altamonte Springs, are currently the only female Marines assigned to RSS's within RS Orlando. Joa explained that an all-female pool function has not been executed within RS Orlando in approximately two years. She says this is because, "female recruits have been so successful at recruit training." Joa continues saying, "and to continue that trend both Delgado and I need to continue interacting and mentoring all the female poolees within RS Orlando before they leave for recruit training."

Photos by:
Sgt Shawn Coolman
RS ORLANDO MARKETING AND PUBLIC AFFAIRS

RS Baton Rouge



SSgt Manual



Sgt Wilson



Sgt Nisbett



Sgt Jenkins

RECRUITING STATION BATON ROUGE, LA--SSgt Manual, Sgt Nisbett, Sgt Wilson and Sgt Jenkins from RSS Gulfport are setting the pace in RS Baton Rouge.

Recognized as the Small RSS of the Quarter and for the months of October, December and January, they have capped this period with exceptional effort and results in nearly all areas.

Third in the RS in first senior attainment and with a diversity NROTC applicant submission, RSS Gulfport has long been noted for community approach and solid participation in local high school.

RSS Gulfport was given high marks during the January SRI and their sustained focus has been exemplary.

SSgt Manual will PCS to 1st AABn in March and Sgt Nisbett is poised to continue this success as the SNCOIC. Well done.

Marine leads the way despite transition

COLUMBIA, S.C. – Recruiting Substation Columbia was in a perfect situation at the start of fiscal year 2012. The RSS had the large station staff noncommissioned officer-in-charge of the year, recruiter of the year, and heavy hitter of the year. Some could even argue that they were untouchable by any other large RSS.

Opposing stations developed a variety of opinions after witnessing RSS Columbia take almost all top honors during the 2011 Marine Corps Birthday Ball. The RSS SNCOIC departed soon after, followed six months later by the recruiter of the year and one year later by the heavy hitter. Many Marines assumed the RSS would fall from the fame the station enjoyed for so long, but one RSS Columbia recruiter thought otherwise.

“I realized that we were no longer going to be the power house we once were,” said Sgt. Patrick W. Hallback, Jr., a canvassing recruiter with RSS Columbia. “I knew I had to set the example for our new recruiters during such a difficult transition.”

Hallback, an Aiken, S.C. native and motor transportation mechanic, has since become the backbone of RSS Columbia. The other recruiters within the RSS, three of four who are within the nine-month evaluation cycle, look to Hallback for an example of how to conduct themselves daily on recruiting duty.

His performance, which earned him the title of recruiter of the month for December 2012 and recruiter of the quarter for first quarter, fiscal year 2013, has set the bar for RS Columbia as he leads the station as its number one recruiter. He enlisted 10 future Marines into the Delayed Entry Program and shipped eight qualified applicants to recruit training during the first quarter. He enlisted an additional three future Marines and shipped seven qualified applicants in the month of January.

However, Hallback was not always the recruiter he presently is. Staff Sgt. Wade W. Mayhew, RS Columbia’s FY11 recruiter of the year, remembers Hallback as a much more timid recruiter who initially struggled to overcome the challenges associated with recruiting duty.

“He was like anyone else starting out,” Mayhew said. “He started off slow because he really did not want to talk with people, but I knew he would do great.” Mayhew took it upon himself to help Hallback reach his full potential as a canvassing recruiter. The two Marines would often conduct area canvassing together, which Mayhew believes helped Hallback to adjust well despite his introvert personal-

ity. He also helped Hallback to develop his High School and Community College Program, which Hallback now recognizes as one of his most beneficial programs.

Mayhew’s efforts helped Hallback to make a successful transition from the Fleet Marine Force to recruiting duty. Mayhew said he also turned what was once a mediocre area into a highly productive location for recruiting.

“It’s amazing to have witnessed Hallback interacting with applicants,” Mayhew said. “Hallback would come to life anytime he sat down with an applicant. He was successful because he did not give up on himself.”

“I knew Hallback would do great things,” Mayhew added. “This is a hard billet, and Hallback was forced to perform under a lot of pressure. He never let things get to him and stayed humble. This is why I never doubted that the RSS would be in good hands upon my departure.”

Hallback has faced many challenges since becoming the senior canvassing recruiter within RSS Columbia. He assumed the duties as the RSS A-Gunner and took an invested interest in the training and development of his fellow canvassing recruiters.

“Hallback has had to step up to the plate for our RSS,” said Gunnery Sgt. Thomas F. Smith, Jr., the RSS SNCOIC. “We have 3 new recruiters who are each within the evaluation cycle. He has also had to step it up and become a heavy hitter for the RSS.”

Smith said Hallback has become a very reliable recruiter because he knows the ins and outs of recruiting duty, in addition to the necessity of training fellow recruiters. Hallback, who volunteered for recruiting duty, identified several key aspects of recruiting duty that he always reminds his fellow recruiters about. These subjects include the opportunities for recognition and professional advancement, the Pool Program, and the HS/CC Program.

Hallback is on track to continue leading the RS until his expected departure from recruiting duty in June. However, Hallback has made every effort in preparing his RSS for his departure.

“I have learned a lot during my time on recruiting duty,” Hallback said. “It’s a tough, but rewarding duty. Two years ago, I was struggling. But I made the decision to overcome my weaknesses. It’s important for those new recruiters to understand that they can be very successful on recruiting duty.”

Sgt. Patrick W. Hallback, Jr., a canvassing recruiter with Recruiting Substation Columbia, Recruiting Station Columbia, encourages several athletes during an Oct. 13 Combat Fitness Challenge held at White Knoll High School. The event challenges athletes both mentally and physically.



SGT PATRICK HALLBACK, JR., IS A CANVASSING RECRUITER WITH RSS COLUMBIA, RS COLUMBIA. THE AIKEN, S.C., NATIVE WAS RS COLUMBIA'S RECRUITER OF THE QUARTER, 1ST QTR, FY 2013.

Story and Photos by:
Sgt Aaron Rooks

RS COLUMBIA MARKETING AND PUBLIC AFFAIRS

RS Jacksonville

JACKSONVILLE MARINE WALKS THROUGH LIFE WITH BLINDERS OFF

Excelling in a job while maintaining a balance can be considered one of the largest challenges of recruiting duty to some.

When an RS has a heavy hitting, go getting, never sitting on a doughnut superstar, peeling back the onion and learning about what the make-up of someone so driven is may lead to an extreme work ethic with no sense of balance.

Pulling back the layers of meritoriously promoted Staff Sgt. Berome Deceus, the staff noncommissioned officer in charge of Marine Corps Recruiting Station Orange Park, reveals a drive that fills every cup of his immediate responsibilities to Corps and family, then spills over into a hearty desire to feed the spirit of the community around him.

Whether going door to door to feed those in a rough spot over the holidays, getting the momentum built to collect and turn over more than 700 items to the local homeless shelter or joining his wife of six years and high school sweetheart, Salita, spending one on one time improving the life of one of Jacksonville's youth, Deceus has logged in countless hours of community service since arriving to Jacksonville December of 2010.

"I grew up in a household with multiple children and a single mother doing everything to make ends meet," said Deceus. "It wasn't like there weren't times where we were directly affected by the outreach of others." He continued, "The most impactful memory I have within this subject, for me, was when my older brother died. He had served as pretty much the man of the house and when he passed we were definitely in no position to afford a proper burial for him. An outside philanthropic source reached out to us and covered what we could not. It changed my perspective and helped make me into the man I am today."

Deceus uses his time serving his community as a platform to spend quality time with his wife. They share the same values about volunteerism.

"Doing things with the wife makes it a family thing – it helps with the balance," expressed Deceus. "Recruiting is going to get theirs. This is our way to be a positive influence, together, almost therapeutically, to serve the American populace while I am not in a combat zone. It is our responsibility to do for those who may not be in a position to physically, mentally or emotionally do for themselves."

Aside from being a pillar and example in society, the command of RS Jacksonville looks to Marines like

Story and Photos by: Sgt Jenn Farr

RS JACKSONVILLE MARKETING AND PUBLIC AFFAIRS

Deceus as an example of the finest points of the Marine Corps, according to Sergeant Maj. Kenneth Agee, the command sergeant major for RS Jacksonville. As recruiters are tasked to replenish its ranks with the sons and daughters of the Nation, giving back to their community reinforces the importance of serving the public. It builds relationships with the community and displays the qualities instilled in its Marines.

"Staff Sergeant Deceus is an exceptional Marine, who leads by example and strives to be the very best that he can be," Agee said. "He is praised by others, but remains humble in the process."

That humility is woven into his character as he goes through the motions of excelling in all of the different aspects of his life.

"This helps keep you grounded and appreciative of what you have right now," Deceus explained. "What an opportunity I have been given to take a duty that others may say is crappy or stressful and just leave it at that, to take as much time to remind myself that we are human. We are caring and compassionate and it doesn't have to be a disaster for us to jump into action. It doesn't have to be a Haiti or Katrina for us to reach out. The deficiencies in every community are present, we just have to see them and act according to the ethics that are written in each of us."

RS Montgomery



In July 2012 Staff Sergeant John Godwin checked into Recruiting Station Montgomery Alabama and was assigned to RSS Mobile at PCS Spanish Fort.

In the relatively short amount of time, SSgt Godwin has already left an indelible mark on the lives of his Future Marines, and has earned the respect fellow Recruiters for his disciplined approach to training and expert leadership skills.

As a former Drill Instructor at MCRD, SSgt Godwin fully understands the rigors and challenges of Recruit training, and uses that knowledge to his advantage by instilling the same level of discipline, professionalism, and intensity in all of his Poolees.

He says "the best part in my eyes is that we advertise our PT program to everyone whether they want to be a Marine or not. It not only gives them something to be a part of but also gives them exposure to the Marine Corps and what our organization is about".

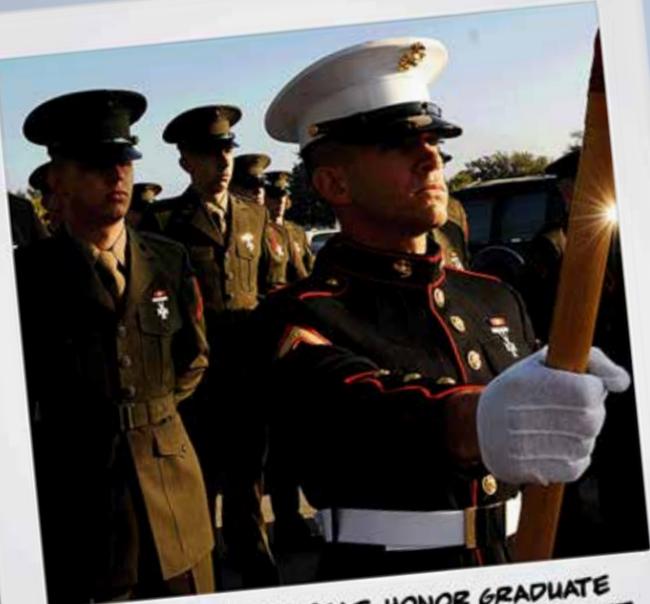
SSgt Godwin and PCS Spanish Fort, frequently get Poolee's from the Navy, Air Force, and Army National Guard programs that want to further develop themselves physically.

SSgt Godwin requires a max set of Pull-Ups or Flexed Arm Hang each time a Poolee walks through the door of his PCS regardless of reason, and makes a note of it in his PT logbook. Once any of his Poolee's attain a cumulative total of 500 Pull-Ups or 2000 seconds on the Flexed Arm Hang, they are recognized for their performance through incentive items.

SSgt Godwin is off to a great start as a Recruiter and will undoubtedly continue to excel throughout his time with RS Montgomery.



HONOR GRADS



PFC. NICOLAS VILLEGAS, HONOR GRADUATE OF PLATOON 2000, WAS RECRUITED BY SSGT WILEY FROM RSS DAYTONA BEACH, RS JACKSONVILLE
JAN 4, 2013



PFC. LORENZO JACKSON III HONOR GRADUATE OF PLATOON 3000, WAS RECRUITED BY SGT PRATZ FROM RSS HIALEAH, RS FT LAUDERDALE
JAN 11, 2013



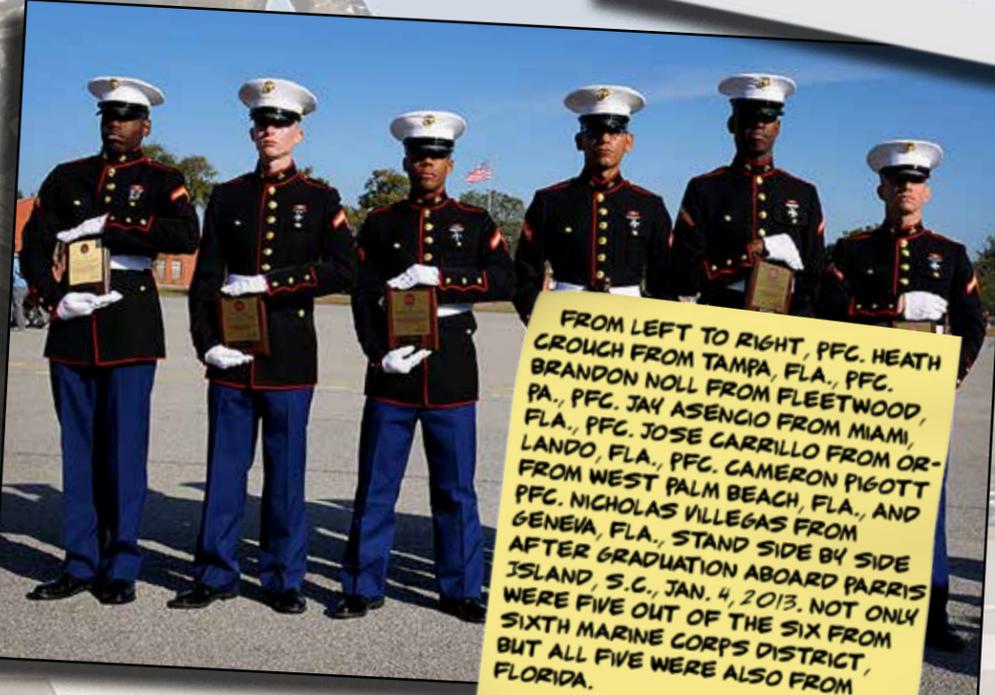
PFC. NOEL GONZALEZ, HONOR GRADUATE OF PLATOON 1096, WAS RECRUITED BY SGT GOMEZ FROM RSS TEMPLE TERRACE, RS ORLANDO
DEC 21, 2012



PFC. JOHN PICERNO, HONOR GRADUATE OF PLATOON 1100, WAS RECRUITED BY SGT AMBRIZ FROM RSS WEST PALM BEACH, RS FT LAUDERDALE
DEC 21, 2012



PRIVATE FIRST CLASS JOSE CARRILLO, HONOR GRADUATE OF PLATOON 2004, POSSES WITH GUNNERY SGT. REYNALDO AVILES, THE STAFF NON-COMMISSIONED OFFICER IN CHARGE OF RECRUITING SUB STATION FORT LAUDERDALE, FLA., IN FRONT OF THE IWO JIMA MEMORIAL ABOARD PARRIS ISLAND, S.C., JAN. 4, 2013.



FROM LEFT TO RIGHT, PFC. HEATH CROUCH FROM TAMPA, FLA., PFC. BRANDON NOLL FROM FLEETWOOD, PA., PFC. JAY ASENCIO FROM MIAMI, FLA., PFC. JOSE CARRILLO FROM ORLANDO, FLA., PFC. CAMERON PIGOTT FROM WEST PALM BEACH, FLA., AND PFC. NICHOLAS VILLEGAS FROM GENEVA, FLA., STAND SIDE BY SIDE AFTER GRADUATION ABOARD PARRIS ISLAND, S.C., JAN. 4, 2013. NOT ONLY WERE FIVE OUT OF THE SIX FROM SIXTH MARINE CORPS DISTRICT, BUT ALL FIVE WERE ALSO FROM FLORIDA.
JAN 4, 2013

Photos by:
PFC John-Paul Imbody
 6MCD Public Affairs staff photographer

STATISTICS

TOP TEN RECRUITERS

- 1) SGT JONES / RS MONTGOMERY
- 2) SGT SALAZAR / RS NASHVILLE
- 3) SGT WEEKS / RS NASHVILLE
- 4) SSGT SILVESTRO / RS JACKSONVILLE
- 5) SSGT RAMERS / RS JACKSONVILLE
- 6) SGT COLLINS / RS NASHVILLE
- 7) SGT KALCHIK / RS NASHVILLE
- 8) SGT BUZALJKO / RS ATLANTA
- 9) SGT HALLBACK / RS COLUMBIA
- 10) SSGT BRINEGAR / RS COLUMBIA

6TH DISTRICT'S TOP PERFORMERS

11 SGT MILLS	MON	26 SGT KAIAHUA	JAX
12 SSGT JUDICE	BTR	27 SSGT TOUSSAINT	NAS
13 SGT YORK	COL	28 SGT HUNT	ATL
14 SGT PARKER	JAX	29 SGT ELUETT	FTL
15 SGT GIROIR	NAS	30 SGT JENKINS	ATL
16 SSGT MCELMURRAY	MON	31 SSGT JABLONSKI	COL
17 SGT ROENNEBECK	JAX	32 SSGT MARTINEZ	ORL
18 SGT CARDINAL	FTL	33 SGT EARLS	BTR
19 SSGT WARREN	ATL	34 SSGT DECOSTER	JAX
20 SGT OBRYAN	JAX	35 SGT JACKSON	ATL
21 SGT GOODWIN	MON	36 SGT HOSCH	JAX
22 CPL MACON	ATL	37 SGT GREENWOOD	NAS
23 SGT HUTCHINSON	MON	38 SGT TIDWELL	NAS
24 SGT SMITH	MON	39 SGT FOILES	COL
25 SGT ALLEN	ATL	40 SGT GONZALEZ	FTL

MARKETING AND PUBLIC AFFAIRS

- | | |
|--|--|
| 1) SGT SCHMIDT / RS FT LAUDERDALE
AGE QUALIFIED LEADS - 964 | 5) SGT MARION / RS MONTGOMERY
AGE QUALIFIED LEADS - 523 |
| 2) SGT ROOKS / RS COLUMBIA
AGE QUALIFIED LEADS - 671 | 6) SGT COOLMAN / RS ORLANDO
AGE QUALIFIED LEADS - 378 |
| 3) SGT AVELAR / RS ATLANTA
AGE QUALIFIED LEADS - 569 | 7) SGT TURNAGE / RS BATON ROUGE
AGE QUALIFIED LEADS - 229 |
| 4) SSGT NELSON / RS NASHVILLE
AGE QUALIFIED LEADS - 531 | 8) SGT FARR / RS JACKSONVILLE
AGE QUALIFIED LEADS - 178 |

*all lead totals based on fy 12 lead generation

*Top 40 rankings based on Net APR, shippers and special recognition for the 1st quarter

STATISTICS

TOP TEN SNCOIC'S

- 1) SGT GONZALEZ/ RSS WEST GEORGIA
- 2) SSGT LEEYOW / RSS PEACHTREE CITY
- 3) SSGT GEISLER / RSS DOTHAN
- 4) SSGT ISHAK / RSS MOUNT JULIET
- 5) GYSGT DUNCAN / RSS MERIDIAN
- 6) SGT PRATZ / RSS GAINSVILLE
- 7) SSGT HELMAN / RSS NASHVILLE
- 8) SSGT HARDY / RSS SOUTHAVEN
- 9) SSGT FANDINO / RSS JACKSONVILLE
- 10) MSGT CAMACHO / RSS CHARLOTTE

*Top 10 rankings based on percent of contracts, percent of shipping and Net APR.

FAMILY READINESS CRAIG SPROUL



From the desk of the District Family Readiness Officer, Craig Sproul, to all Marines, Sailors and Civilian Marines of the District, hello! It is amazing to think there is so much information that can be learned and downloaded from the internet and applied to our daily lives.

In future articles, I will provide resources that you can use, if not every day, at least once in awhile. Today's article concerns the newest TRICARE pharmacy contractor, Express Scripts, and its enhanced mobile application. With it you can receive medication reminders, daily alerts to take your medication and access prescription information from anywhere, at any time. If you have questions, please contact me at alan.sproul@marines.usmc.mil, 843.228.3679.

Alan "Craig" Sproul

6th Marine Corps District
Family Readiness Officer (FRO)
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Add an App to Access TRICARE Pharmacy Benefits

FALLS CHURCH, Va. – TRICARE beneficiaries have new pharmacy options available and accessible in the palm of their hand just by using TRICARE pharmacy contractor Express Script's enhanced mobile application. The new additions let beneficiaries use their smartphone to safely and securely manage their TRICARE pharmacy benefit.

So how convenient are the latest enhancements?

The updated app includes medication reminders and an account registration tool. The reminder feature gives beneficiaries the option to set up daily alerts to make sure they take their medications as prescribed and don't skip a dose. The account registration feature lets beneficiaries create their ESI account right on their smart phone.

"The Express Rx mobile app gives beneficiaries access to their prescription information anytime, anywhere," said Rear Adm. Thomas J. McGinnis, chief of TRICARE Pharmacy Operations.

Currently, the Express Rx app and mobile-optimized website allow beneficiaries to register for TRICARE Pharmacy Home Delivery and change current prescriptions over to home delivery. They can also order home delivery refills and check order status. Another feature lets beneficiaries look up information on their current prescriptions. For GPS-enabled smart phones, the app can direct beneficiaries to the nearest network retail pharmacy.

Smartphone users can download the app for free by going to www.express-scripts.com/mobile or using services like the Apple App Store or Android Marketplace. The mobile-optimized pharmacy website is accessible at <http://m.esrx.com>.

Other available free apps to download through the Apple App Store or Android Marketplace are the TriWest mobile app and the Defense Manpower Data Center's milConnect mobile app. Beneficiaries in the South Region can make use of the mobile Humana Military website, <https://m.humana-military.com/> while beneficiaries in the North Region can use the mobile Health Net mobile site, <https://m.healthnet.com>.

For more information about TRICARE pharmacy program, visit www.tricare.mil/pharmacy. Learn how to switch to TRICARE pharmacy home delivery at www.tricare.mil/homedelivery.

6TH MARINE CORPS DISTRICT COMMANDER'S PRIORITIES

OBJECTIVES:

- 1) REINFORCE AND EXPAND UPON THE TRUST OF THE AMERICAN PUBLIC.
- 2) SHAPE THE FUTURE OF OUR MARINE CORPS.
- 3) SUPPORT AND ENABLE OUR MARINES AND THEIR FAMILIES.

EXECUTION:

- 1) MAINTAIN THE HIGHEST PERFORMANCE WITH THE HIGHEST ETHICS.
- 2) STAY ACTIVE, VISIBLE, POSITIVE AND ENGAGED.
- 3) CREATE A CULTURE OF HUMILITY, AUTHENTICITY AND TRANSPARENCY.

