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### ***Recruiters of the year: Positive attitude make the difference***

FORT KNOX, Ky. -- Though the Army's top recruiters of the year traveled different paths to get to the top, they share an unrelenting determination to succeed and both agree that a positive attitude is crucial to achieve success.

"Applicants usually know what the Army is about. Your attitude is usually what makes the applicant want to be a part of the team," said Sgt. 1st Class Chad Christenson, the Army's top Recruiter of the Year from the San Antonio East Recruiting Station in Texas.

"Knowledge, dedication and hard work are the keys needed to complete the task, and you must maintain motivation and determination along the way, however your attitude is everything and it determines your outcome," said Sgt. 1st Class Johnnie Hulett the Army's top Reserve Recruiter of the Year from the Montgomery, Ala., Recruiting Station.

Though Christenson couldn't be present, he and Hulett were honored earlier this month by Under Secretary of the Army Pete Geren at the Pentagon, alongside the Army's top Career Counselors of the Year.

"I believe I am successful because I have a competitive spirit and I strive to be the best at whatever I do," Christenson said. "To win this competition, against the best recruiters in [the U.S. Army Recruiting Command], is a tremendous accomplishment."

Christenson, who enlisted in 1992, said he volunteered to become a recruiter to help with his career progression.

"I was very excited to become a recruiter. From day one in Army Recruiter Course, I wanted to get out into the streets and recruit," he said. "I honestly believe that the Army can make a difference in anybody's life. It is a very satisfying feeling to know that I played a part in helping my applicants become future Soldiers. I feel as if I am a counselor helping guide people to make a positive decision in their lives."

Since he joined the Recruiting Command in 2003, Christenson has earned the Gold Recruiter Badge, Recruiter Ring and the Command's highest recruiter award, the Morrell Award. After earning second place in the Army's top new recruiter category in 2004, Sgt. 1st Class Chad Christenson had one goal in 2005: to earn the top spot. He said he is fortunate to have a great leader and team at his recruiting station that helped him become the best recruiter he could be.

Hulett agrees that is an honor to be selected as the best among her peers.

"It feels good being on top, but I will always remember it was in the valley where I gained my strength and desire to overcome my obstacles to reach the top," Hulett said.

Though her first year in recruiting was filled with challenges that put a strain on both work and family, she was determined to become the recruiter she knew she could be.

"I think I am successful because I am motivated, dedicated ... and not afraid to make mistakes," said Hulett, a Gold Badge Recruiter.

Hulett, who has a genuine concern for people, said she gets the most satisfaction from helping people accomplish their goals or change their lives for the better, regardless of whether or not they join the Army. She said she has faith that caring for people and treating them with respect will help her accomplish her mission.

Her advice to a new recruiter is to "always be open and honest when providing information, it will earn you the respect and credibility needed for the long haul. Never lose sight that you are there for the applicant, not just to make the mission. You are a Soldier first, always remember the Soldier's Creed, live the Army Values, commit yourself to the Warrior Ethos and never compromise your integrity. Success will come in due time."