You may or may not have noticed Behind the Badge hasn’t been published in the last few months.

We had heard from some of you that you really didn’t like the new format, so we put out a survey. Hopefully you saw it and responded, because we took that into account.

Based on your responses, BTB will no longer be interactive, and will be coming out on a monthly schedule. It will feature more marketing tips, more feature stories and generally useful content.

There does seem to be some confusion about the format though. It has always been a PDF (yes, even the interactive versions are PDF), and yes, you can simply right-click on old versions to save them to your desktop. Although, the easier solution is simply to visit www.recruiting.af.mil and look at them there, since that’s where they’re hosted. That’s right, every edition ever of BTB is on your very own website, accessible for as long as you’d like, and not taking any storage space on your own drives.

The other main misconceptions seem to be based around how we get/choose photos for each edition.

First, IT IS NOT MANDATORY THAT YOU SUBMIT PHOTOS! We absolutely want you to, so we can share the great things you do. And despite what some of you may think, the photos we post are NOT OPSEC VIOLATIONS! We vet every single photo before we publish, just in case something gets by you.

Second, IF YOU DON’T SUBMIT, YOUR UNIT DOESN’T GET FEATURED! This seems to be a fairly large sticking point for quite a few of you. We don’t play favorites. Unless your photo is in the wrong format, doesn’t have all the information or in some other way doesn’t meet submission guidelines, it will get published.

That being said, there are a few things you won’t see as frequently: Certification photos, COI certificates and most other standard “grip and grin” photos will be published once a quarter only. We do want to acknowledge your hard work and dedication, but we also want to provide content that you can actually use.

There are some in this edition, but that’s because I saved everything you sent me when we were on hiatus, and I’m working through the backlog. Next edition will have the last of your old photos in it, so start sending me new content!

And as always, if you’ve got a great story, awesome upcoming event or just something you’d like more information on, let us know. We would be over the moon to write it up, get your that info or possibly even provide photo support.

If you’ve got any questions, comments, gripes or just want to talk, you can always email or call!

-Melissa
According to Harvard social psychologist Amy Cuddy, people judge us based on two criteria upon first meeting. In her book, “Presence” Cuddy explains that people subconsciously assess us with two questions: Can I trust this person; and can I respect this person? Psychologists say the “friend or foe” judgement happens within twenty seconds with the assessment falling into the dimensions of warmth and competence. Ideally, you want others to see you as having both. Interestingly, most people in a professional context believe that competence is more important. After all, we want others to believe we are smart and talented enough to handle their business. However, warmth or trustworthiness is the most important factor in how people evaluate you.

Cuddy goes on to say that if someone you are trying to influence does not trust you, you are not going to get very far. In fact, you may even elicit suspicion and appear manipulative. Conversely, a warm, trustworthy person who is also strong elicits admiration. Only after you have established trust does your strength become a gift rather than a threat.

During my office visits, I have witnessed extraordinary Airmen who are highly successful in recruiting. So what is their secret?

Before you can become successful at anything, whether it is recruiting, a second career or life, you must first believe in your heart what you are doing is important and enjoy doing it. We unconsciously communicate this, through our body language and people easily know if our heart is not in it. The adage, “attitude is everything” is even more true in recruiting.

Successful recruiters love people and love the idea that they are changing lives by offering amazing Air Force opportunities. Our best recruiters can be seen warmly greeting people who come into their office. They stand up, smile, approach, look them warmly in the eye and energetically shake their hands – often seeming to welcome an old friend and these tie to the warmth dimension that is critical in those initial few seconds.

Adding a simple warm welcome to every encounter is a powerful tactic to disarm the twenty-second friend or foe judgment and ensures that you have a fighting chance to discuss Air Force opportunities. Conversely, if you appear to be inconvenienced or tired and unceremoniously greet others, you immediately stifle communication by sending foe signals. This is also true at the MEPS. Just because you get someone does not mean you should treat him or her like cattle. They will get that at basic training. Instead, our interactions should reinforce a, extended military family bond to influence friends and more family members to join.

We all know that recruiting is tough and our future accession goals are not getting easier, but this does not mean recruiting has to suck or be overly difficult. Talk with successful members to find out what they love about recruiting and what works for them.

Dale Carnegie said “you can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you,” and he was right.

These resources and many more tools to help make your recruiting and professional career highly successful are located on our Leadership University SharePoint at the link below. This library contains time-tested guides, reading, and web links from highly successful leaders covering everything from awards, writing, education, professional development, promotion and leadership. I invite everyone to be a part of it and to collaborate to make it better by adding your winning perspectives, tactics and tools so others may also succeed.

During the first quarter of 2017, squadron commanders throughout the recruiting service administered eight nonjudicial punishment actions under Article 15 of the UCMJ. The punishments imposed reflect each commander’s determination of an appropriate punishment after considering the circumstances of the offense and the offender’s record.

**Nonjudicial Punishments**

A master sergeant used his government travel card on several occasions without an official purpose and made a false official statement to the first sergeant and production superintendent. The member was charged with dereliction of duty under Article 92, and false official statement under Article 107, of the UCMJ. The member’s punishment consisted of a suspended reduction to E-6, suspended forfeiture of $1925, and a reprimand.

A technical sergeant did not conduct mandatory school visits on multiple occasions, did not update AFRISS properly/timely on multiple occasions, and made a false AFRISS input. The member was charged with three counts of dereliction of duty under Article 92, and false official statement under Article 107, of the UCMJ. The member’s punishment consisted of a forfeiture of $1925 and a reprimand.

A technical sergeant made multiple false AFRISS inputs, representing that he had administered the X-factor test to several applicants when he had not. The member was charged with dereliction of duty under Article 92, and four counts of false official statement under Article 107, of the UCMJ. The member’s punishment consisted of a suspended reduction to E-5, suspended forfeiture of $1616, and a reprimand.

A technical sergeant made a false AFRISS input regarding the status of an applicant. The member was charged with false official statement under Article 107 of the UCMJ. The member’s punishment consisted of a forfeiture of $1925 and a reprimand.

A staff sergeant made false AFRISS inputs representing that he had made a school visit when he had not. The member was charged with dereliction of duty under Article 92, and false official statement under Article 107, of the UCMJ. The member’s punishment consisted of a suspended reduction to E-4 and a reprimand.

A staff sergeant made false AFRISS inputs representing that he had conducted EAD briefings with an applicant, and weighed him, when the member had not. The member was charged with false official statement under Article 107 of the UCMJ. The member’s punishment consisted of a suspended reduction to E-4 and a reprimand.

A staff sergeant made false AFRISS inputs representing that he had made school visits when he had not. The member was charged with dereliction of duty under Article 92, and false official statement under Article 107, of the UCMJ. The member’s punishment consisted of a suspended reduction to E-4 and a reprimand.

A staff sergeant used his government travel card on several occasions without an official purpose. The member was charged with two counts of failure to obey a lawful general order under Article 92 of the UCMJ. The member’s punishment consisted of a suspended reduction to E-4 and a reprimand.

A staff sergeant made false AFRISS inputs representing that he had conducted EAD briefings with an applicant, and weighed him, when the member had not. The member was charged with false official statement under Article 107 of the UCMJ. The member’s punishment consisted of a suspended reduction to E-4 and a reprimand.

If you are interested in reviewing court-martial actions, all courts-martial are open to the public. You can access them at the USAF Public Docket website, located at: http://www.afjag.af.mil/About-Us/Docket.
It is a project members of the 2016-2017 Buckeye Career Center Outdoor Power Equipment Technology program won’t soon forget. The class recently finished refurbishing an F-16 fighter jet replica for the 311th Recruiting Squadron E-Flight. The project took about three months to complete with the help of Electrical Systems Technology, Auto Collision, and HVAC-R students. The jet had sat in storage for many years and will now be used as a marketing tool in parades and to help recruit potential airmen and pilots, according to Capt. Scott Ruggiero with the 311th Air Force Recruiting Squadron. Ruggiero believes the project ultimately benefits all involved. “It gives the local career centers an opportunity to get some experience on a no kidding project for the community,” said Ruggiero.

The jet contains a one-cylinder internal combustion engine that needed serviced. Students also removed and replaced the leather pilot’s seat, rewired the interior, added breaks and gave the exterior a smooth and shiny finish. Outdoor Power Equipment Technology Instructor John Resh believes this is one of the biggest projects he and his students have accomplished. “The jet sat for such a long time we had a lot to repair. We had to eliminate a lot of issues for it to become totally operational,” said Resh. He estimates the jet can travel at a maximum 10MPH on the road. Brandon Cox, an Outdoor Power junior from New Philadelphia, handled some of the electrical work within the ignition and lights and is proud of the finished product. “It’s not something you do every day, especially when we are supposed to be working on lawnmowers and things like that,” said Cox.

Six members of the squadron stopped by Buckeye Career Center May 25 to meet the students who completed the work and take the jet back to their office in Canton. They also presented the group with an Air Force Recruiting Salutes plaque. The award is given to deserving individuals or businesses who have contributed to the success of the Air Force recruiting mission. “I’m just overwhelmed, I never expected that,” said Resh.

The fighter jet replica is expected to make a return to Buckeye Career Center during the 2017-2018 school year for a new paint job and advanced lighting.
### Submission Deadline vs. Publication Date

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Tech. Sgt. Dominic Hardimon participated in a flag ceremony at Ogden High School, Utah, to honor the military. After the flag ceremony, Hardimon was able to speak to more than 1,000 staff and students about the mission of the Air Force and the benefits of serving.

Staff Sgt. Rachel Mohnke, 349th Recruiting Squadron C-Flight recruiter, presents JROTC cadet Christiana Willbanks an Air Force Recruiting Certificate of Recognition at the Ozark High School JROTC Awards ceremony, April 25, in Ozark, Missouri. The program has been recognized as one of the top in the country and has more than 150 members. It was one of the first to initiate a Developing Leadership program that reaches into junior high schools to develop students at an earlier stage in their lives.

Tech. Sgt. Dominic Hardimon participated in a flag ceremony at Ogden High School, Utah, to honor the military. After the flag ceremony, Hardimon was able to speak to more than 1,000 staff and students about the mission of the Air Force and the benefits of serving.

Staff Sgt. Brandon Poturica, 311th Recruiting Squadron D-Flight and his DEP members visited Wright Patterson Air Force Base and the Air Force Museum as part of a DEP Call/Spring Break Trip.
Staff Sgt. Audrey Turner, 349th Recruiting Squadron enlisted accessions recruiter, volunteered to be bit by one of the dogs from McConnell Air Force Base’s 22nd Security Force’s K-9 team. The demonstration was part of the El Dorado High School “Futures Fair,” April 10.


Tech. Sgt. Lujan, 319th Recruiting Squadron, presented Nathan Schnee, DEP member, a Technology Education Certificate during the Senior Night Awards Banquet at Mid Maine Technical Center in Waterville, Maine. Schnee has been a great ambassador in his school and community for the Air Force, enabling Lujan to get the names of 20 potential applicants.
Tech. Sgt. Brian Wooten, 367th Recruiting Squadron talks to Denver Nuggets center Nikola Jokic during the event.


In addition to working the crowd, Staff Sgt. Jefferson Aguiar tried to interest members of the Denver Nuggets Dancers into joining. No word yet on if he was successful.

Members of 367th Recruiting Squadron A- and F-Flights joined forces in support of a tabling event March 22 at a Denver Nuggets/Cleveland Cavaliers basketball game at the Pepsi Center in Denver. At the event, Staff Sgt. Paul Davis demonstrated how to do a proper push-up to potential applicants.

Members of 367th Recruiting Squadron A- and F-Flights joined forces in support of a tabling event March 22 at a Denver Nuggets/Cleveland Cavaliers basketball game at the Pepsi Center in Denver. At the event, Staff Sgt. Paul Davis discussed enlistment opportunities to an interested family.
Members of the 332nd Recruiting Squadron G-Flight delayed entry program are sworn-in at Bristol Motor Speedway in Bristol, Tenn., April 23.

Members of the 333rd Recruiting Squadron H-Flight were sworn in by the Thunderbirds at the Tico Warbird Airshow in Titusville, Fla.

Members of the 367th Recruiting Squadron C-Flight took time for a picture after a swear-in ceremony for C-Flight DEP members at Peterson Air Force Base. The Thunderbirds were in town for the Air Force Academy graduation. Pictured from left to right are: Staff Sgt. Wesley Pope; Master Sgt. Jason Rodriguez; Staff Sgt. Tyler Hand; Staff Sgt. Courtney Graham; Staff Sgt. Adam Ulma; Tech. Sgt. Stephanie Dale; Staff Sgt. Jarrod Abernathy; and Tech. Sgt. Michael Dennis

Tech. Sgt. Jacob Valladares, 342d Recruiting Squadron HP Recruiter, presented a Certificate of Appreciation to Anne-Katherine Darroch, president of the Student Nursing Association for University of Tennessee -- Knoxville, after a presentation on March 1. Darroch is also an applicant for the Nurse Transition Program. Thanks to Darroch, Valladares was afforded the opportunity to influence 45 upper-division nursing students.

Delayed Entry Program members of the 333rd Recruiting Squadron H-Flight were sworn in by the Thunderbirds at the Tico Warbird Airshow in Titusville, Fla.
Members of the 775th Civil Engineering Squadron EOD Flight took part in the Military Appreciation Day at Taylorsville High School, March 10 in Taylorsville, Utah. They were helping 368th Recruiting Squadron member, Tech. Sgt. Jordan Lloyd to educate students on the EOD mission and capabilities.
Tech. Sgt. Brian Matheny, 332nd Recruiting Squadron marketing and logistics noncommissioned officer in charge, donated more than 20 pounds of can tops to the Nashville, Tn., Ronald McDonald House, March 28. The program helps to provide free rooms for more than 70 visiting families quarterly that need a place to stay while their children undergo medical procedures.

Members of the 331st Recruiting Squadron participate in the annual New Orleans Pelicans Military Appreciation Day, March 19. 1-Flight worked with sister services to plan and execute a multi-service swear-in.

Lt. Col. Seth Tribett re-enlisted Staff Sgt. Justin McCullouch March 9 at the Little Rock MEPS.
First Robotics was in full swing across the Midwest as 349th Recruiting Squadron recruiters Johnathan Newark and Tech. Sgt. Mark Curry met with technology enthusiasts from the Kansas City area on the March 17 while Tech. Sgt. Homeno Morales met with additional STEM-focused students in Oklahoma City on the March 24. In all, the two events netted almost 100 leads for the Air Force and reinforced our leading role in support of STEM initiatives.

Master Sgt. Christopher Barnes, 349th Recruiting Squadron C-Flight presents Jaide Bradshaw, a student at East Newton High School in granby, Mo., her Air Force Academy Certificate of Acceptance, April 28.

Members of the 342nd Recruiting Squadron welcome home Master Sgt. Sean Pitts, 342nd RCS operations flight chief, from his six-month deployment to Afghanistan in support of Operation Resolute Support. the “Rough Riders” are thrilled to have Pitts back!

Members of the Delayed Enlistment Program with the 331st Recruiting Squadron A-Flight were sworn-in in front of a record 80,000 spectators at the Maxwell Air Show, April 8. The show made its return to Maxwell Air Force Base after a seven-year absence. The swear-in took place at the start of the Thunderbird ground show, conducted by the Chief of Staff of the Air Force, Gen. David Goldfein.
Members of the 367th Recruiting Squadron hike the Manitou Springs Incline, May 5 as part of a teambuilding day. The Incline, is a popular hiking trail rising above Manitou Springs, Colorado, near Colorado Springs. The trail is the remains of a former 3 foot narrow gauge funicular railway whose tracks washed out during a rock slide in 1990. The Incline is famous for its sweeping views and steep grade, with an average grade of 45 percent and as steep as 68 percent in places, making it a fitness challenge for locals in the Colorado Springs area. The incline gains over 2,000 feet of elevation in less than one mile. Our warriors’ finishing times ranged from 45-75 minutes! The climb was followed by a nice 3.25 mile run down the Barr Trail.

Delayed Entry Program members from the 331st Recruiting Squadron were swore-in in front of a sold-out crowd during the opening ceremony of The Toughest Monster Trucks event at the Cajun Dome in Lafayette, La.,.

Tech. Sgt. Regina Cooper, 368 Recruiting Squadron Butte MEPS liaison, helped at a career fair at Butte High School, Mont. Cooper brushed off her recruiting skills and captured six leads from the event.

Members of the 372nd Recruiting Group take part in a “final Friday” trail clean-up in Clearfield, Utah, March 31.

Members of the 332nd Recruiting Squadron and Band of Mid America took part in a Recruiter Outreach event at Jefferson Community Center in Louisville, Ky., March 17.
Staff Sgt. Troy Nixon and Staff Sgt. Anna King, 332nd Recruiting Squadron H-Flight, spoke to local community members about the benefits of the Air Force at the Night of Future Stars Basketball Clinic, April 14 and 15 at Indiana University Southeast.

Elanor Nelson, 348th Health Professions Recruiting Squadron F-Flight flight administrator, was presented the Key Spouse of the Year Award, 2016 from members of the 60th Medical Group, April 2.

Members of the 372nd Recruiting Group take part in a team building exercise at the Layton, Utah Escape Room, March 24.

Staff Sgt. Marc Rocha, 364th Recruiting Squadron, and a RAP member secured a free setup once a month at Fitness Evolution in Modesto California.
Staff Sgt. Andrew Burdette, Tech. Sgt. Christopher Consalvo, and Lt. Col. Scott Flemming, 369th Recruiting Squadron, present mechanical creepers to auto body shop classes in Azusa, Santa Maria and Pomona California, to advertise and promote the variety of mechanical jobs in the Air Force.

Staff Sgt. Thomas Young, 368th Recruiting Squadron B-Flight recruiter, spoke to students from Damonte Ranch High School in Reno, Nev., March 1 during a “lunch-room presentation.”
Morgan High School invited the Air Force to present information to students deciding on careers. Airman 1st Class McCall Andreason explains his job and experiences in basic and tech training to high school students looking to learn more about the Air Force. Anderson was taking part in the Recruiter Assistance Program with the 368th Recruiting Squadron A-Flight.

Master Sgt. Lance Bautista, Tech. Sgt. Zachery Loven and Tech. Sgt. Sharron Craft take part in the 28th Annual Kids Day in the park and SportsJam Extravaganza, April 29 at Hagan Park, Rancho Cordova, Calif. The recruiters were on hand at the event to create Air Force awareness with the more than 7,000 kids who attended.


Members of the 368th Recruiting Squadron celebrated with Chief Master Sgt. (select) Kenneth Gardner, March 3, during the Hill Air Force Base Chief Induction Ceremony.
Members of the 369th Recruiting Squadron H-Flight “Hustlers” conducted PT and community involvement with their DEP members by participating in the Anaheim Angels 5k Fun Run, April 22. In addition to running, the Hustlers set up a marketing booth with water for all the runners.


Lt. Col. Tracy Parrish, 344th Recruiting Squadron commander, presented an Air Force Recruiting Salutes award June 18 to Scott Templeton, Europa Games owner, for his continued help in supporting the AFRS mission.
Members of the 368th Recruiting Squadron take part in the 75th Air Base Wing’s Police Week Defender Challenge, May 15 at Hill Air Force Base. The 368th RCS put together two, four-man teams to participate. The course consisted of one lap around the track followed by 60 total team pullups, a 40-yard high-crawl, 50-pound rucksack carry, donut eating, 100-yard litter carry, 30-foot HUMVEE pull and memory challenge.

Members of the 368th Recruiting Squadron take part in the 75th Air Base Wing’s Police Week Defender Challenge, May 15 at Hill Air Force Base. Pictured from left to right: Master Sgt. Paul Christensen; Lt. Col. William Parker; Staff Sgt. Tyson Wagstaff; and Staff Sgt. Brandon Navenaria, all with the 368th RCS; Chief Master Sgt. Paul Stansbury, 75th Security Forces Squadron superintendent.

Tech. Sgt. Matthew Hemmingson and Staff Sgt. Audrey Turner, both with the 349th Recruiting Squadron, pulled together four individual Delayed Entry Program groups for a demonstration and afternoon with the McConnell Air Force Base Explosive Ordinance Disposal Team, March 9. DEP members brought 11 friends from the central Kansas area to the demonstration to learn about Air Force opportunities.

Members of the 364th Recruiting Squadron DEP were sworn-in May 6 at the Travis Air Force Base air show. Thunderbird No. 1, Lt. Col. Jason Heard, led them in the Oath of Enlistment before a crowd of roughly 200,000 people.
Members of the 367th Recruiting Squadron were on hand for the season openers of the Colorado Rockies game.

Dr. Joseph Basinger, Chief Medical Officer for the Oklahoma City MEPS, attended the tri-flight training with the 349th Recruiting Squadron, March 24. For more than an hour, he explained procedures and answered questions recruiters had.
Tech. Sgt. Michael Stolp, Staff Sgt. Matthew Leal and Airman 1st Class Quinton Montgomery assisted in judging the first drill competition hosted at Medical Lake High School, Wash., in four years. The freshmen cadets did a great job as scribes and in mentoring the judges as they learned what to do.

Tech. Sgt. Blake Manuel, 342nd Recruiting Squadron H-Flight HP recruiter, speaks to nurses at the Oklahoma Association of Women’s Health, Obstetric and Neonatal Nurses Annual Convention, April 6 in Tulsa, Oklahoma. Manuel was able to engage more than 100 nurses from across the state at the event.

Members of the 349th Recruiting Squadron rang the bell with 72nd Air Base Wing Commander Col. Stephanie Wilson, March 31. Pictured in addition to Wilson are: Tech. Sgt. Terense Johnson, Chief Master Sgt. Dwayne Ward, Staff Sgt. Mark Pough, 72nd ABW Command Chief Master Sgt. David Tuck.

Staff Sgt. Alfred Trinidad, 368th Recruiting Squadron, presents an Honorary Recruiter Certificate to 1st Lt. Christie Brown. Brown, an intel officer assigned to Nellis Air Force Base, has helped many times with swear-in ceremonies, saving the Air Force money in applicant travel and hotel costs.
Master Sgt. Ladiwina Gilly, 337th Recruiting Squadron A-Flight chief, participates in “Read Across America” at Saxe Gotha Elementary School in Lexington, S.C. She entertained and motivated a classroom full of 2nd graders to read inside and outside the classroom.

1st Lt. Charles Thoennes, 337th Recruiting Squadron Support Flight commander, swears-in 22 Delayed Entry Program recruits from E-Flight before a crowd of 6,000 at a Charlotte Checkers hockey game. After the swear-in, the new recruits gave out dozens of T-shirts to the excited crowd.

Capt. Adrian Law and Master Sgt. Manny Rodriguez at the Pharmacy HPSP commission for 2nd Lt. Charles Nkerbu, March 24 at the University of Findlay, College of Pharmacy, Findlay, Ohio. Nkerbu and his family immigrated to the U.S. from Cameroon seeking better opportunities, which he’s found in the Air Force.

2nd Lt. Emily Fary presents Staff Sgt. Jeffery Leborce and Staff Sgt. Stewart Crotts, 317th Recruiting Squadron E-Flight, with a thank-you card for their participation in the Fairfax County Bring Your Kid to Work Day, April 27 in Fairfax, Va.
Staff Sgt. Jeffery Leborce and Staff Sgt. Stewart Crotts, 317th Recruiting Squadron E-Flight, set up an Air Force display and mini-jet to support the Fairfax County Bring Your Kid to Work Day.

Staff Sgt. Karina Reyes, 319th Recruiting Squadron A-Flight, and DEP members Josh Sandy, Rebecca St. Louis, Benjamin Steward and Jakob Arnold, worked a career fair April 19, hosted by Kearsarge Regional High School in Sutton, N.H.
Tech. Sgt. Natalie Caballero, noncommissioned officer in charge of the 369th Recruiting Group personnel section, was recognized and coined by Chief Master Sgt. of the Air Force Kaleth Wright for her outstanding performance in training, advising and assisting Afghan partners on April 13.