

## **HPTN 061 Appendix D: Recruiter Training Talking Points**

### **Who to recruit**

- Men (at birth or self-identifies as a male).
- Black (Caribbean, African, Latino, African- American).
- 18 years or older.
- Sexually active with men *or* men and women.
- Live in the relevant metro area.
- Give the coupon to someone who has not participated in our survey before.
- There are other eligibility requirements for the project, but we can't tell you what they are exactly, but if you follow our advice, chances are that the person you recruit will be eligible. Here are some additional pointers:
  - Someone you feel comfortable referring into the study.
  - Someone you think would be likely to be eligible based on your understanding of the study's goals.
  - Someone who you believe can join the study with a good understanding of its goals.
  - Someone you don't have to pressure to be in the study, but rather has a sincere desire to participate.

### **Referrals & Coupons**

- You may recruit up to 5 black male sex partners into the study. However, you will only be paid for those men who successfully enroll in the study, based on enrollment eligibility and limits.
- Recruiters will be paid **XX (site specific amount)** for each successful recruit, up to **XX (site specific amount)** for 5 successful recruits.
- In order to receive a referral incentive, the recruit must present a coupon upon enrollment.
- You will not get replacement coupons if the coupons are lost, stolen or the person recruited turns out to be ineligible.
- Coupons will expire after **30 days** and the study will end **SITE SPECIFIC DATE**.

### **Time**

- You need to make an appointment to get into the study. Please call the study hotline in order to arrange an appointment to be screened.
- Tell the people to have the coupon with them when they call to make an appointment and when they come in for the first study visit.
- The whole process for the up to 4 hours for the first visit. If eligible, there is the possibility of 2 additional visits, each taking up to 3 hours.
- Everyone who completes a study visit will get \$50.
- People who are not capable (drunk, too tired or high) of completing the interview won't be eligible.

### **Rewards for recruiting**

- Recruiters get paid **XX (site specific amount)** for each person who they successfully recruit, up to 5 persons, for a maximum total of **XX (site specific amount)**; the **XX (site specific amount)** referral incentive is not guaranteed just because they give someone a coupon.
- You will not be paid for someone who does not do a study visit or is not eligible. If they don't do the study visit, they won't get paid and you won't get paid.
- Not everyone gets coupons to recruit others and not everyone gets the same number of coupons.

**Recruiter questions**

- We ask questions so that we can identify you again when you come to get your rewards and so that only you get your reward.
- We link the coupon numbers we give you to the coupon you brought in, so we know who to pay.
- Call the study hotline to find out if you are due any reward.

**Procedures**

- We can't tell you who came in with a coupon from you.
- We will only pay you—don't send someone else in to get paid for you.
- You will receive your payment at your 6 month follow up visit which is **DATE**

**Wrap up ( to Interviewer)**

- Offer to answer any of the recruiter's questions.
- Thank them for helping with the project.