

Appendix 15

Recruiter Training Script

Who to recruit

IDU

- Give the coupon to someone you know, such as a friend, relative or someone you are close to, and **not a stranger**.
- Give the coupon to someone who has not participated already.
- There are eligibility criteria for the project, but we can't tell you what they are. If you follow the advice, chances are that the person you recruit will be eligible.

HET

- Give the coupon to someone you know who lives in this city and injects drugs, **not a stranger**.
- Give the coupon to someone who has not participated already.
- There are eligibility criteria for the project, but we can't tell you what they are. If you follow the advice, chances are that the person you recruit will be eligible.

Coupons

- You will not be paid for someone who is not eligible.
- You will not get replacement coupons if the coupons are lost or the person recruited turns out to be ineligible.
- Everyone has to have a coupon to be in the study.

Time

- People who are not capable of completing the interview won't be eligible.
- Tell the person you recruit to have the coupon with them when they make an appointment.
- Everyone who completes an interview will get \$25. Everyone who also does an HIV test will get \$25.
- The whole process for the study takes about 1 hour.
- Coupons will expire and the study will end at some point.

Rewards for recruiting

- You will get paid \$10 for each person who you successfully recruit; the \$10 is not guaranteed just because you give someone a coupon.
- You will not be paid for someone who does not do an interview. If they don't do the interview, they won't get paid and you won't get paid.
- Call the office to find out if you are due a reward.
- 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.

Recruiter questions

- We ask questions so that we can identify you again when you come to get your rewards.
- We link the number of the coupons we give you to the coupon you brought in, so we know who to pay.

Offer to answer any of the recruiter's questions.

Thank them for helping with the project.