



Regional Conclaves Recruitment Session

Why do we recruit new members?

- Grow brotherhood
- Keep the chapter alive
- Extend the principles to other people
- Give men opportunities to grow and develop themselves
- Provide a successful legacy to leave behind

Why do people join fraternities?

- To get involved
- Leadership opportunities
- To meet new people
- Gain experience
- Be part of something bigger than themselves
- Develop new skills

How do you get names for a names list?

- Sorority Presentations
- Tabling
- Personal friends/contacts
- Faculty recommendations
- Involvement in other clubs/organizations
- IFC events

Names List Rankings

- A+ - This person has signed a bid.
- A – This person has been given a bid.
- B – This person has shown interest in the fraternity.
- C – This person has been contacted.
- D – This person has not been contacted yet.
- E – This person is being waitlisted until next semester, for grades or other reasons.
- F – No bid. This person either has a quality that is undesirable, or has given you a straight forward “No,” and definitely will not join.
- G – Missing contact info. We can’t do much with this person until we can figure out how to contact him.

One on Ones

- First chance to get to know someone.
- Keep the conversation focused on him. Discuss where he’s from, what he’s studying, his hobbies and interests. Getting to know him gives you a feel for the type of person he is.



- This is the first time you are meeting him. Don't try to overload him by immediately launching into discussions about financial structure, risk management programs, etc. If he asks, certainly discuss them, but don't dump everything on him at once.
- By the end of the meeting, get him to attend a group event or interest meeting where more people will have the opportunity to meet him.

How do you decide whether or not someone should get a bid?

- Everyone who gets a bid should portray the principles – value, learning, leadership, excellence, benefit, and integrity. Standards can be set for each of the six to make evaluating them easier. For example, for the principle of benefit, what kind of community service and philanthropy record does he have? Has he volunteered before? Creating a standard for each principle can make it easy to determine if a man has the qualities you are looking for.
- Don't fall into the trap of recruiting 'good' guys. Saying he's a good guy doesn't actually define any of his characteristics or abilities. If you try to recruit a good guy, but can't actually name any of his defining qualities, chances are good that he's not really what the chapter is looking for. Be specific. Explain exactly why he would be a great addition to the chapter.
- Give your recruitment committee the power to decide who to give bids to. While it's tempting to put it to a chapter vote, chances are good that if you have 50 members in your chapter, not all 50 members have had the chance to meet every single potential recruit. If that's the case, then some chapter members are essentially voting blind on who to give bids to, without any information other than what someone else told them. Giving the power to your recruitment committee to choose who to give bids will ensure the best recruits are chosen.