



# DELTA UPSILON

## INTERNATIONAL FRATERNITY

### PROCESS FOR EXTENDING BID CARDS

1. Potential new member (PNM) shows interest in becoming a member of Delta Upsilon.
2. If the PNM's behavior and attitude align with our values, personally extend an invitation to a recruitment event.
  - This can be a formal event, or something informal such as a meal or study session.
3. When the PNM shows genuine interest and joy at said event, the Vice President of Recruitment should pull him aside and explain the chapter's finances, benefits, and expectations.
  - Ask if they have any questions or concerns after going over this information.
4. After this, practice a "soft close". This means to gently suggest the idea of joining and gauge their reaction.
  - Second, say something along the lines of, "On a scale of 1-10, how likely are you to sign if you received a bid right now?" or "If you were bid right now, what's the number one reason you would or wouldn't sign?"
    - i. If it is a positive reaction, you can either bid or setup another time to bid.
    - ii. If it is a negative reaction, work to understand why. Ask questions pertaining to their time commitment, financial or parental concerns, etc.
5. If the PNM is comfortable and ready to sign, he should sign **both** a copy of the financial agreement and bid card.
6. If the chapter provides associate members with DU merchandise or other memorabilia, it should be given at this time.

\*\*This document is not meant to serve as a strict timeline for the recruitment process, but rather a guideline that you can adapt to your campuses' recruitment model. \*\*