Recruitment Training

Importance
What do you want to get out of the chapter this year?
  Can’t be done without recruitment

Practice
  Names list activity
What are some basic Conversation questions?
  Ex: where are you from? Interests? Major? Potential career? Hobbies?
Goal of these questions in to find values.
  Dig deep into each conversation
  2 min convo activity
What is your DU story? Why did you join, why are you here
Red flags
  Ex: how they talk about others/women, fake, not engaged, drugs/alc
Let them do most of the talking
Approach each conversation with curiosity and sincerity
Not trying to change anyone

Background/ structure
I will give out the bids
Everyone is recruiting
Open invite for people to come to house

Chapter stats
  -costs: 8-10 a year on par with campus
  -Awards: Associate member education, operations
-numbers: 32 members

meal plan: 3 meals a day, 5 days a week, catering on Friday

-Alumni support: basement, scholarships, Connections

-History: Founding, principles

-Available resources: study plans, mental health

Wrap up

Expectation for rush events this year:

We are getting 25 members

Everyone is familiar with the schedule

Letters at all rush events

Letters every Wednesday

Mandatory attendance

Help setting up/ taking down

Actively talking to PNMs and bringing guys to the