

# BUILDING A NAMES LIST

Let's start building our names list for men that we can recruit. This should be a list we continue to update. You will add or subtract names to and from the list. Statistically, most chapters only take in about 10% of the men they contact as prospective new members. Get together as a chapter to think of men who belong on you names list.



## NON-GREEK MEN YOU KNOW THAT ARE...

- Scholars
- Leaders on campus
- Service-minded
- Friends of your friends
- Driven to succeed in life
- Highly social



## OR FIND MEN THAT...

- Never leave their room
- Make you laugh
- Go home every weekend
- Frequent the library/lab
- Sit with you or near you during meals or class
- Have sat near you or worked with you on class projects in past semesters



## OR MEN THAT ARE FROM...

- Your freshmen hall
- The floor/in your building
- Sports team you've played on
- Your clubs/student orgs
- Res life/orientation groups
- Work study jobs
- Gym/weight room

## AS YOU TALK TO MEN ON YOUR NAMES LIST THINK ABOUT THE REASONS YOU JOINED

- Think of the first men you talked to who recruited you to Delta Tau Delta
- Why did those men influence you to eventually join?
- What is the best thing you've experienced so far since joining Delta Tau Delta?
- If you had one minute to talk to someone on our names list, what would you say to him about why he should join Delta Tau Delta?

## Remember:

- Just because someone is on the names list doesn't mean he has to join the chapter
- Just because he has said he'll never join, doesn't mean he shouldn't be on the list as well