

Who Will Join?

Always Joiners: 10-20%

- Come to college with the intention of joining an organization
- Where we end up concentrating all our effort
- These people are sold on joining

NEVER JOINERS: 10-20%

- These people will not join
- Will not be interested at all
- There is no incentive to change their minds

Maybe Joiners: 60-80%

- Our greatest resource for possible new members
- They may have never considered joining
- May not know much about the fraternities
- May have never been asked to join
- Probably believe the negative typical stereotypes
- Expect hazing, poor grades and alcohol abuse to be a part of a fraternity
- They could be first generation college students
- Many of them could be second year or older students

APX

Five Steps to Recruiting

1. Meet the person
2. Make the person a friend
3. Introduce the person to your friends
4. Introduce the person to your organization (Recruitment events)
5. Ask the person to join (Give them a bid)

Can You Answer These Questions Or Respond to These Statements?

1. How many people are in your chapter?
2. How much does it cost to be in Alpha Rho Chi?
3. Does Alpha Rho Chi have grade requirements?
4. When can you be an officer?
5. How do you choose your members?
6. What types of social events does Alpha Rho Chi have?
7. Does Alpha Rho Chi do anything that is service related?
8. I'm not doing very well academically, this might not be a good time for me to pledge.
9. I really like Alpha Rho Chi.
10. Why did you pledge Alpha Rho Chi?
11. Do you like all of the people (brothers) in your fraternity?
12. Is Alpha Rho Chi just a local organization?
13. I'm already involved in so many things, I don't think I have time for a fraternity.
14. I have a job and I work a lot of hours.
15. I had a great time at your party tonight.
16. I've heard how fraternities haze and I'm not sure if I want to be a part of something like that.
17. I don't drink; I don't think that I would really fit in.
18. What did you look for when you were rushing?
19. What is a pledge and what do they have to do?
20. How will being in a fraternity effect my grades?
21. Can Alpha Rho Chi help me find a job when I graduate?
22. Does your chapter have a house?
23. What is Alpha Rho Chi known for?
24. What are the obligations involved in being in a fraternity?
25. What's so special about Alpha Rho Chi?
26. What's your reputation in the college?
27. What's your reputation with the faculty and staff?
28. How much time does being in Alpha Rho Chi involve?
29. How do you compare your group with other groups in the college?
30. What are the requirements to join?
- 31. What does your group have to offer me?**