

## **THE DO'S AND DON'TS OF RECRUITING**

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DO remember that recruitment is simply making friends.

DO learn the art of the friendly smile and the firm handshake.

DO dress and act like a gentleman in the presence of prospective members.

DO know enough about your Fraternity to answer all questions.

DO introduce all prospective members to one another and members of the chapter.

DO help a prospective member become oriented on campus.

DO relate the opportunities and chances for involvement offered by your Fraternity.

DO be positive about your chapter and yourself.

DO use the prospective member's name when you are with him on campus or at the house.

DO NOT apologize for your weak points. Discuss further plans for improvement and discuss your strengths. Talk in terms of the future.

DO NOT release the handshake until you are sure of the prospective member's name. Listen to his name while looking at his name tag...concentrate.

DO NOT talk about yourself. Listen to your guest and talk about what interests him, not you.

DO NOT criticize other fraternities or individual. It is more impressive to say good things about others.

DO NOT leave prospective members by themselves for any reason. There is nothing more uncomfortable than being alone among strangers. Make him feel natural.

DO NOT congregate with groups of brothers. Prospective members may get the impression that no one is interested in them.

DO NOT talk about sterile subjects (hometown, majors, etc.). Listen to what your guest has to say, then discuss his intentions.