

# ΑΣΦ

## ALPHA SIGMA PHI

alphasig.org

### 1:1 MEETINGS

Goal: Create connections, increase interest, confirm attendance at upcoming events/pre-closed. Goal is 20 minutes maximum.

#### MEETING OUTLINE

Introduce yourself: Build rapport and credibility (2 minutes)

- Year/Major/Hometown
- Why you joined Alpha Sig
- Overview the meeting

ASK QUESTIONS: Goal is to learn about the PNM. Find out their interests/passions. (6-10 minutes)

- 4 F's: From, Family, Fun, Favorites
- What are they involved in on campus?
- What interests them the most with this opportunity (\*Key question to transition convo\*)

Discuss Opportunity – sell experience based on their responses above. (3-4 minutes)

- What did they say that you can refer to? Validate their interests and relate to our experience.
- Focused on positives – academics, giving back, brotherhood, leadership, etc.
- Only taking the best and brightest – the top .3% of students on campus
  - We recruit winners. Those who are scared to compete have already lost.

Overview of process/important dates (2 minutes)

Questions & Chunking

- Normally I wouldn't do this but you're sharp – who do you know would be a great fit? I want to meet them.

Next Steps

- Invite to info session/next event
  - Clearly inform them that we will be looking for a commitment then
  - Make sure he knows when and where we are expecting to see them again.

Give a firm handshake and end the meeting.

- Follow up texts to ensure they attend the next event is key.