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ALPHA SIGMA PHI

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ONE-ON-ONE PNM INTERVIEW EXAMPLE

STEP 1: GO OVER THE MEETING OVERVIEW

Get to know them, make it a casual/comfortable conversation.

Your goal is to figure out what this guy is looking for in a fraternity experience, and what he is interested in so that later on during the one-on-one you can use his words and tie him back to Alpha Sig.

Basic topics to talk about: what classes they're taking, hometown, sports teams, live on/off-campus, major, involvement in high school, etc.

- A majority of the questions should be open ended, meaning that they CANNOT be answered with a "yes" or a "no."
- Each question that is asked should also have at least one follow up question that relates to the initial question.

Example Flow of the Conversation

- "Hey John, how's it going man?" "You done with classes for the day?"
- "Awesome man, you have a lot going on the rest of this week?"
- "For sure that's cool! So what're you studying here at ____?"
- "Nice nice, is that what brought you to ____ or was it something else?"
- "So yeah tell me man, what do you do in your free time?"
 - This is where you can really dive into their hobbies and ask a lot of follow-up questions (sports, movies, video games, etc.)
- "Do you live on campus? Or are you in an off-campus apartment?"
- "How's the roommate situation going so far?"
- "I gotcha, I had an interesting roommate my first-year too. So where are you from then?"
- "How long does that take you to get here?" "What kind of things did you get involved with in high school?"
- Always end the 'getting to know them' with: "So have you gotten involved in anything at ____ yet?"
 - If "yes"
 - "Awesome! What clubs have you joined?"
 - If "no"
 - "No worries man, you still have a lot of time and honestly this would be a great place to start!"

STEP 1: GO OVER THE MEETING OVERVIEW

- "Well thanks for meeting up man!"
- "Don't want to take too much of your time. Just want to get to know you a bit, introduce myself, and then talk about Alpha Sig, what we have to offer and see if I can answer any questions for you."

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STEP 3: INTRODUCE YOURSELF

Stay short and to the point with this.

Be personable, tell your story.

- “I’m from Alexis, Illinois which is a small farm town on the Illinois/Iowa border.”
- “I was very involved in high school being a 3-sport athlete and involved in a lot of different clubs, so you could say I like a busy schedule.”
- “I was actually the only one to from my high school to go to Illinois State University, which is where I graduated with degrees in Finance and Political Science.”
- “So you know going into ISU, I was excited to have a fresh start, meet a brand new group people and get that full college experience. However, it didn’t really work out that way.”
- “I was pretty bored my first semester and sat in my dorm room a lot thinking, ‘I don’t know what I should be doing right now.’ So I decided I needed to get involved in something my next semester.”

Then dive into why you joined Alpha Sig. Tell your story.

- “My first semester I never really looked into Greek Life. I didn’t know much about it or really have an interest in it.”
- “However, I went to the spring semester involvement fair and a few guys at the Alpha Sig table got me to stop and talk to them for a bit.”
- “They eventually convinced me to come meet the guys at one of their events and here am I working for the HQ staff now.”
- “I can honestly say it really changed my whole college experience for the better. I was never sitting in my dorm room bored again, I got more involved on campus with the student government, and I found that brotherhood aspect I had with my sports teams in high school, which really made me feel at home.”

STEP 4: ASK THEM IF THEY KNOW MUCH ABOUT GREEK LIFE OR IF THEY’VE LOOKED INTO IT BEFORE

If not very familiar:

- Explain how Greek Life works at your school

If they have, ask:

- “What would you be looking to get out of a fraternity experience?”
 - Make sure to note what they would be looking for, so you can emphasize how it ties into Alpha Sig later.

STEP 5: TALK ABOUT ALPHA SIG

- “Nationally we are at 180 different colleges across the nation, which means we have alumni everywhere who want to connect with undergrads and help them get those internships and jobs in your field.”

Tell them about your chapter

- “35 guys = ideal size because you get to know each other pretty personally”
- House over on Elm Street with a great opportunity to live in (if you have a house)
- Well-Rounded experience: service/philanthropy, intramurals, socials, academics, leadership experience, etc.
 - Go into depth where they seem the most interested
- End this section with:
 - “You have a great chance to jump in right away and make an impact.”

STEP 6: QUESTIONS

Here, ask: "So at this point I know I've thrown a lot of info at you, so what questions can I answer?"

- If no questions explain that you want to go over the Time and Finances and move into Step 7
 - "So there's usually 2 questions guys come up with later on that I can go over really quick. A lot of the guys eventually want to know 'how much time would I have to commit to this' and 'how much is this going to cost.'"

STEP 7: TIME AND FINANCE

Time

- Explain how it's not a huge time commitment
- 3-5 hours a week. 2-3 mandatory hours (Chapter and New Member meetings)
- New Member process: 4-5 week process with meetings 2-3 times a week and then you're initiated
- A lot of the time is hanging with the guys, going to the rec together, getting service hours done, etc.
- Talk about what the average member does compared to you with a leadership role

Finances

- Have National Dues and Local Dues
- National: 1-time payment of \$750 that pays for your insurance, different conferences, etc.
- Emphasize one-time payment. No alumni fees or annual national payments
- Local: \$300 - \$450 and is specific to the chapter at MO State (brotherhoods, formals, philanthropy, etc.)
- Payment Plans
 - "Our chapter wants to work with guys to set up monthly payment plans of \$75 - \$100 a month until the dues are paid off."
 - "We don't expect college guys to be able to pay off everything at one-time."

STEP 8: ASK IF HAVE ANY OTHER QUESTIONS AND CLOSE

Ask them what they are doing the night of your next event.

- If you have a poker night Wednesday, ask what he's doing Wednesday night.
- If he says he's not busy:
 - "Awesome, well we'd love to have you come meet the guys sometime at our brotherhood poker night at 7 on Wednesday! You down to come by?"
- If he says he's busy:
 - "No worries man, what about this Friday? A few of the guys are going to the women's volleyball game if you're free to come with."
- The idea is to not overwhelm him by telling him all the events going on, but find the earliest night he is free to come to one of your planned brotherhood events.

End the whole thing by telling him the guys will be excited to meet him at (plug event he's coming to) and ask if he has any friends he would want to bring with. Make sure to text him again beforehand to remind him about the event.