

ΑΣΦ

ALPHA SIGMA PHI

alphasig.org

TABLING 101

PRIOR TO TABLING

- Make sure you have tables reserved from 10am-5pm; Monday through Friday.
- Tabling locations should be in different areas each day/week, all high traffic.
 - Student Union, Rec Center, Dining Hall in Res Hall, Outside walkway, etc.
- Practice! Practice your “pitch”, rehearse FAQ and decide the action you want people to take when they leave your table.

SET UP

- Table Skirt
- Stickers & Pens
- 2-Up Brochures Ready to hand out
- Sign in Sheet/Chapter Builder access via computer
- Competition/Game/Names Driver
- If your table is a part of an event of rows of tables; slide your table 6” forward to create a visual advantage.

KEY POINTS

- Tabling isn’t about impressing people – it’s about connecting with people
- Goal isn’t to “get your name out there” rather to “get names on your list”
- Look professional and represent Alpha Sigma Phi in the best way
- Always stand up and be in front of the table

WORKING THE TABLE

- Play a game to attract people: Paper, Rock, Scissors, Guess the Jellybeans in the Jar, Football Pick ‘Em for the weekend games, etc.
- Give prizes to the winner the next day/week (make them come back to your table)

FOLLOW UP

- Ideally during the conversation, solidify a 1:1 meeting, if not, follow up via text/call to secure a 1:1 meeting (or invite to a brotherhood event) within 24 hours of meeting them.