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ALPHA SIGMA PHI

alphasig.org

BIDDING PROCESS/TIMELINE – EXTENDING BIDS

Goal: Move Potential New Members through the “process” quickly & efficiently – get as many accepted bids as possible.

EXTENDING A BID: TYPICAL PROCESS (COULD BE EXPIDITED BUT SHOULD NOT BE DELAYED)

Have one-on-one meeting

Bring to one or two events – key is to meet other interested members

- Ideally Brotherhood Event and/or Informational Session

If necessary, schedule another 1:1 meeting to extend bid

Extending a Bid (providing a physical bid)

- Informational Session or Chapter Meeting (Group Setting)
- In 1:1 Meeting
- During Brotherhood Event

Develop timeline and set of standards for who/when you give out bids

- Bids should go out every day, within 2-5 days of meeting someone.

“IF I WERE TO EXTEND YOU A BID TO JOIN ALPHA SIGMA PHI, WHAT WOULD YOU SAY?”

“Yes”

- Congratulate him! Explain next steps:
 - You will get a “Welcome Email” where you can complete a Membership Agreement & get set up on payment plan – please do both within 24 hours of today.

“Maybe” “I need more time” “I’m not sure”

- Ask: “Well what’s holding you back from being a Yes?”
- Listen and ask follow up
 - Example: Time – “Well how much time do you think this takes?” .
- Refer to 1-Pager: Refute the No
- Ask again: “So now if I were to offer you membership into Alpha Sigma Phi, what would you say?”
- Schedule a time to talk again in 24 hours to get an answer if you don’t get the yes after refuting the no.

“No”

- Follow the same steps as a “Maybe”
- Set follow up meeting to get an answer if you don’t get the yes after refuting the no

Once we have obtained the “Yes” – see above.

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