



## BUILDING AUTHENTIC RELATIONSHIPS

### WHAT TO TALK ABOUT

To start a conversation, focus on these five themes to lead into a more meaningful conversation:

#### From

- What brought you from \_\_\_ to \_\_\_?
- What is unique about your hometown?

#### Favorites

- What is your favorite \_\_\_\_\_?
- Tell me about your favorite \_\_\_\_\_?

#### Future

- What do you want to do after college?
- Tell me about your dream job.

#### Fun

- What do you do for fun?
- What is the most fun you've ever had?

#### Family/Friends

- Do you have any unique family traditions?
- Why is your best friend your best friend?

### KEEP IT ENGAGING

These types of questions allow you to learn more about someone and lets them do more of the talking:

- Can you tell me about that?
- Can you help me understand that better?
- Why is that your \_\_\_?
- Why do you \_\_\_\_\_?
- Why do you think that?
- How did you \_\_\_\_\_?
- How does that make you feel?
- How was that experience for you?
- What do you think about \_\_\_\_\_?
- What are your thoughts on \_\_\_\_\_?
- What are you hoping to accomplish?

### FUN. SIMPLE. SMALL.

The best recruitment is done when you allow for friendships to naturally develop. Follow these three rules to identify ways to effectively build friendships outside of large-scale recruitment events:

#### Keep it Fun

- Ask a potential new member to join you in an activity that you already enjoy doing on a daily or weekly basis

#### Keep it Simple

- This activity should not take a lot time, money, or effort to plan and execute.

#### Keep it Small

- Smaller group settings allow for you to have more meaningful conversations with potential new members.