



PRE-CLOSING AND ADDRESSING COMMON CONCERNS

Pre-closing is when you ask a guiding question to gauge someone's interest in joining your organization before extending an invitation to join. This document outlines the steps you should take during that conversation and clarifying questions to common concerns.

PRE-CLOSING

Step 1: Ask

"If I were to offer you an invitation to join my organization, would there be any reasons you wouldn't accept/join?"

Step 2: Support

This is a big decision, assure them that any concerns are valid and okay to have.

Step 3: Clarify

Be sure they have the correct information that is leading them to have a concern (see below).

Step 4: Connect

If they are still unsure, connect them with a current member who shared a similar concern before joining.

COMMON CONCERNS

Utilize these questions to help clarify any concerns a potential new member may have while also providing accurate responses that help guide and support their decision.

Time

- How much time do you think it will take?
- What are your other time commitments?
- How much time could you commit?

Money

- Do you know how much it costs?
- How are you paying for school?
- Can I show you where the money goes?

Grades

- What concerns do you have about grades?
- Did you know we have a minimum standards for grades?
- Did you know we have an academic/scholarship program?

Parents

- What concerns would/do your parents have?
- Why do you think they feel that way?
- Have they met any of the members of our organization?

Hazing

- Do you think we haze our new members?
- Can I show you what our new member process looks like?
- Have you discussed this with any of our newest members?

Non-joiner

- How would you define the typical fraternity man?
- Why do you think we're interested in you joining?
- Do you think you can help change the current stigma?