



**PHI DELTA THETA**  
*Become the greatest version of yourself*

## TURNING NEW MEMBERS INTO RECRUITERS

### RECRUITING SKILLS

Before new members can go out and recruit, you will need to teach them some basic recruiting skills. Just like active members, they will need to be guided through the process.

- Inform them on what the chapter seeks in an **ideal new member**
- Teach them the basics of building relationships with potential new members
- Explain the importance of pre-closing and addressing common concerns

### NEW NETWORKS

The new members of your chapter most likely know more non-Greek students than anyone else in your chapter. Capitalizing on that will help grow your current or next new member class.

- Help them understand the size of their network by doing this **mind jogger activity**
- Encourage Phikeias to get involved in other clubs or organizations on campus
- Incorporate a social media strategy the showcases Phi Delt to their social audiences

### NEW RELATIONSHIPS

Encourage new members to build relationships outside of the Fraternity in order to strengthen their networks and friendships on campus with potential new members.

- Build-in Phikeia-hosted recruitment events or activities into the education process
- Create partnerships with other clubs and organizations Phikeias are involved with
- Encourage and/or incentivize Phikeias to bring their friends to open chapter events