

Keys to a Successful Recruitment

- Use the NIC “Right Way to Rush”
 - 1) Meet him
 - 2) Make him a friend
 - 3) Introduce him to your friends
 - 4) Introduce him to Delta Chi
 - 5) **Ask him to join**
- Do not badmouth other fraternities
- 100% brotherhood participation
- Make recruitment events that are both fun for the brothers and the new recruits
- Gear events toward the type of guys you want
- Ask an alumnus to speak during recruitment
- Make members responsible for certain recruits
- Have the new recruit bring a friend to the event
- Take guys to off-campus locations
- Pick guys up to go to events (they feel uncomfortable walking into the house)
- Remember names
- Publicize events
- Be enthusiastic
- Never leave a new recruit alone
- Do not pressure the new recruit
- Find out what the new recruit is looking for in a fraternity and focus your conversation on that topic.