

EXCUSES, EXCUSES

TOP TEN EXCUSES FOR NOT JOINING A SORORITY

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

* Our Top Eleven Excuses for Not Joining a Sorority are on page 14.

Typically, we as sorority women, when we hear excuses we either freeze or let the person get away with using that excuse. Well, no more! We have a fail-safe way to combat excuses. It's called:

Feel * Felt * Found

No No's

- **Lying or half-truths:** Don't ever lie to a potential member or even tell a partial lie. If you can't respond from experience, find a sister who can.
- **Dismissing:** If it is a valid concern to the potential member, it's a valid concern. Don't blow it off or suggest that its not an issue. Respond like it's a big deal. It's a big deal to her.
- **Failure to listen:** Make sure you are listening to what they are saying. Sometimes people mask their real reason behind something else. Make sure you understand their concerns and avoid giving them *your* autobiography.

Take one of the most common excuses, for example. *"I don't have the time."*

You might respond: "I know how you **feel**. I **felt** the same way before I joined. I was really scared by the time commitment. I was nervous about having time for my off-campus job. What I **found**, however, was that these women are actually really understanding. They want me to balance my sorority commitment with the rest of my life. In our new member education program, we have a whole lesson on keeping a healthy life/work balance, and we have an amazing initiatives to mentor our new members."

Now you try it:

Excuse: _____

Response: _____

Excuse: _____

Response: _____

Excuse: _____

Response: _____

DYNAMIC RECRUITMENT

QUALITY RESPONSE GUIDE	
1. I can't afford it.	<ul style="list-style-type: none"> • Do you know how much it really costs? • Could I show you exactly how much it costs and how that compares to other college expenses? • If we could arrange a payment plan, would that make a difference?
2. My mom/dad/boyfriend doesn't want me to join.	<ul style="list-style-type: none"> • What is it that they don't approve of? • What concerns do they have? Why do you think they feel that way? • Have they met any of the members in this sorority? • What information can I give you so that you can better explain our sorority to them? • Would you be willing to help me arrange an opportunity for them to meet some of the members/members' parents?
3. I've got to focus on my studies.	<ul style="list-style-type: none"> • What are your concerns? • Did you know the chapter has minimum standards for maintaining membership, an academic excellence program, study sessions, and a tutor network? • Could I introduce you to our scholarship chairman?
4. Upperclassmen don't join sororities.	<ul style="list-style-type: none"> • What is it that you like about our sorority? • What concerns do you have about joining as an upperclassmen? • This is a lifelong membership. You are technically talking about a difference of 2-3 years. • We're looking for a few more women with your experience & maturity.
5. I don't want to live in a sorority house.	<ul style="list-style-type: none"> • What is it that makes you not want to live in the house? • Could I show you our policies regarding living in the house? • We have a lot of active members who choose not to live in the house. • Could I introduce you to some members who do live in the house so they can share their experiences with you?
6. I don't want to be a "stereotypical sorority girl."	<ul style="list-style-type: none"> • What stereotypes come to mind? • What makes you think you would be a stereotype? • Do you think that accurately describes me or any of the other sisters you have met from our sorority?
7. I don't have time.	<ul style="list-style-type: none"> • What is your understanding of the time commitment? • What other time commitments do you currently have? • How much time are you willing to commit? • Let me introduce you to [name]. She works part time, plays a sport, and maintains a 3.5 GPA.
8. I've got my friends already.	<ul style="list-style-type: none"> • Do you legitimately not want any more friends? • Are any of them interested in joining a sorority with you? • Would you like to bring them to our next event so that they can meet our sisters?
9. I don't want to buy my friends.	<ul style="list-style-type: none"> • Are there other organizations that you belong to that have member fees? • Let me explain to you what our membership fees go toward. • Help me understand why you consider it "buying" your friends?
10. I don't want to be hazed.	<ul style="list-style-type: none"> • Hazing is unacceptable and strictly forbidden in our sorority. • Let me introduce you to our newest initiates. Feel free to ask them any details about their new member period. • Here is our new member education program outlining everything we do.
11. I don't drink.	<ul style="list-style-type: none"> • Do you think you have to drink to be in a sorority? • The majority of our sorority's activities do not include alcohol. • We respect every member's choice. There is no pressure to drink..

SEALING THE DEAL: THE PRE-CLOSE

The way to 100% bid acceptance.

