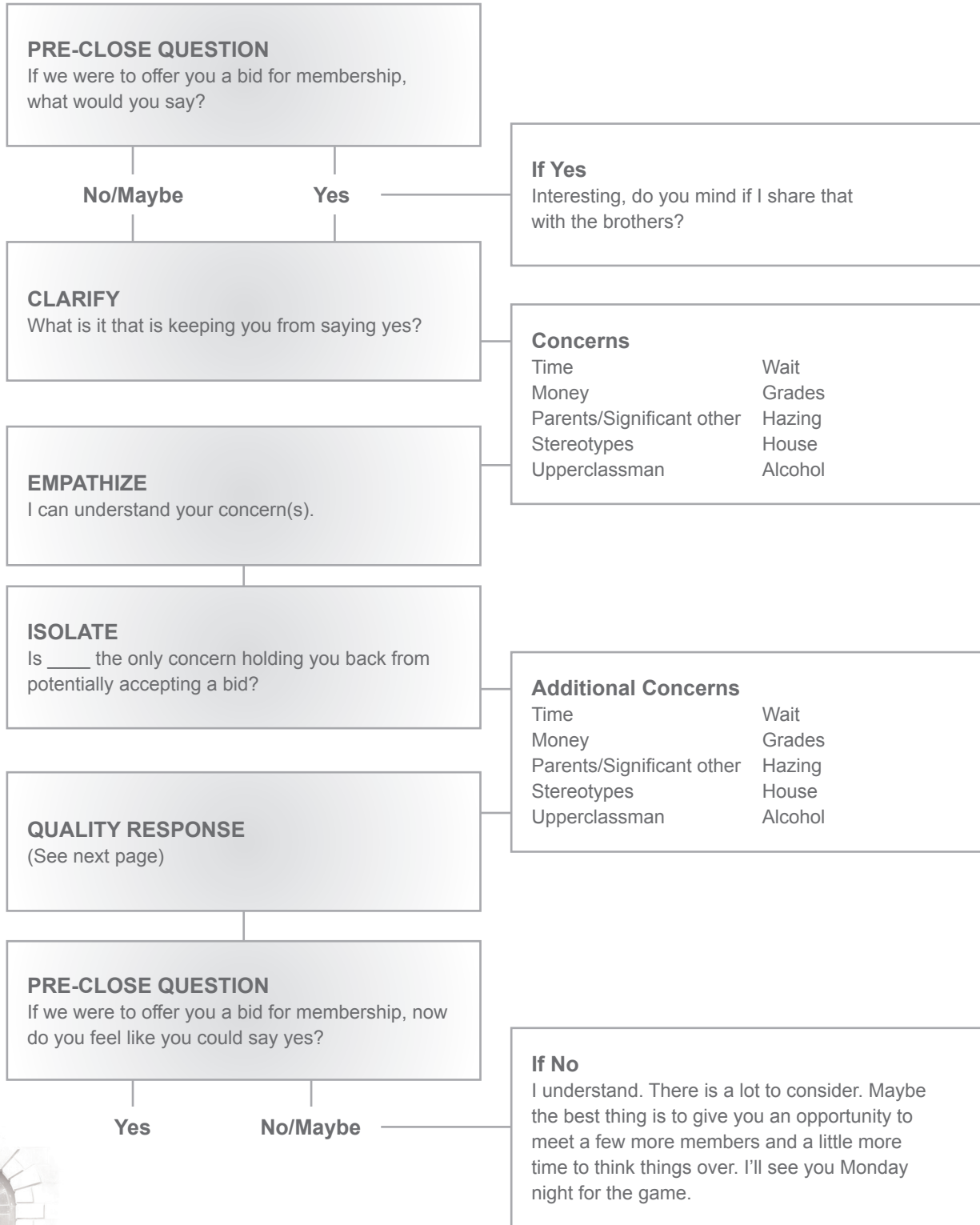


Pre-Close for 100% Bid Acceptance



Quality Response Guide

I don't have the time.	<ul style="list-style-type: none"> • How much time do you think it will take? • What are your other time commitments? • How much time could you commit? • I would like to introduce you to _____. He works part-time, plays a sport and maintains a 3.5 GPA.
I can't afford it.	<ul style="list-style-type: none"> • Do you know how much it costs? • May I show you exactly how much it costs and how that compares? • If we could arrange a payment plan, would that make a difference?
My mom/dad/significant other doesn't want me to join.	<ul style="list-style-type: none"> • What is it they do not approve of? • Why do you think they feel that way? • Have they met any of the members of this Fraternity? • Would you be willing to help me arrange an opportunity for them to meet some of the members/parents/chapter advisors?
I've got to focus on my grades.	<ul style="list-style-type: none"> • What are your concerns? • Did you know the chapter has minimum standards for maintaining membership, an academic assistance plan and rewards? • May I introduce you to our scholarship chairman?
Upperclassmen don't join fraternities.	<ul style="list-style-type: none"> • What is it that you would like to get out of a fraternity? • This is a lifelong membership. You're talking about only two years. • We could use a few more guys with your experience and maturity. • You're that much closer to leveraging our alumni network.
I'd just like to wait a semester or two.	<ul style="list-style-type: none"> • What is it you think will change between now and then? • Would you help me understand the benefits of putting off the experience for a whole semester? • What would need to change for you to feel comfortable joining now?
I'm not the fraternity type.	<ul style="list-style-type: none"> • What is the "fraternity type?" Does that describe us? • Good. That's the reason we're interested in you. • Does that mean you would be willing to help our chapter change the image of fraternities on this campus?
I don't want to get hazed.	<ul style="list-style-type: none"> • Do you think we haze our new members? • Hazing is unacceptable and strictly forbidden in our ritual. • Let me introduce you to our new initiates. Ask them about pledging. • Here is our pledge education program outlining everything we do.
I don't want to live in the house.	<ul style="list-style-type: none"> • What is it that makes you not want to live in the house? • May I show you the Fraternity's plan for filling the house? • We have a lot of brothers who are active members and choose not to live in the house.
I don't drink.	<ul style="list-style-type: none"> • Do you think you have to drink to be in a fraternity? • The majority of the Fraternity's activities do not include alcohol. • We respect every member's choice. There is no pressure to drink. • Were you aware we have a alcohol-free rush and pledge program?

