Dedication

FARMHOUSE FRATERNITY was founded in 1905 by seven young men dedicated to their chosen vocations, to their university, to their country and to their God. It is to these men that all FARMHOUSE men owe their heritage. It is to these men that this Handbook is dedicated.

In the true spirit of FARMHOUSE FRATERNITY, its Founders would want this honor not for themselves alone but for all members of the Fraternity. Therefore, this Handbook is also dedicated to all men who have worn, and who will wear, the badge of FARMHOUSE FRATERNITY.
FarmHouse International Fraternity
New Member Education Handbook

Introduction

I. Fraternity Background Information
   a. The History of the Fraternity Movement
   b. The Greek Alphabet & Latin Terminology
   c. Famous Fraternity Men
   d. Famous FarmHouse Men & National FFA Presidents
   e. The Greek Community: NIC, NPC, NPHC, NALFO, GAMMA
   f. Fraternity Badges
   g. The FarmHouse Badge
   h. The FarmHouse Coat of Arms

II. FarmHouse International Fraternity
   a. A Brief History
   b. The Object & Builder of Men Creeds
   c. Summary of Membership & History Handbook
   e. Directory and Map of FarmHouse Chapters
   f. The International Fraternity Structure

III. Education Online
   a. Building The Whole Man – Initiation Preparation Program
   b. General Information & “Building the Whole Man” Guidelines
   c. New Member Education Curriculum Summary
   d. New Member Model Program and Checklist
   e. New Member Obligations
   f. Big Brother Program

IV. Chapter
   a. History & Data
   b. Personal Record
   c. Constitution, Bylaws, and House Rules (Chapter Insert)

V. University
   a. History & Facts (Chapter Insert)
   b. Fraternity / Sorority System (Chapter Insert)

VI. Personal Development
   a. Social Skills
   b. Recruitment Skills
   c. Parliamentary Procedure

VII. Songs of the Fraternity (Insert)

VIII. Membership and History Handbook (Insert)
INTRODUCTION

Welcome to FarmHouse!
The chapter members of FarmHouse are pleased to welcome you and look forward to the day that you too will be initiated into the FarmHouse family. As of 2009, this family consists of 29 chapters all across North America with approximately 25,000 lifetime initiates and 1300 undergraduates. FarmHouse as an organization celebrated its 100th Anniversary on April 15, 2005. It’s an exciting time to be a part of this diverse organization which possesses a strong brotherhood. We hope you can share in this with us and help it to grow.

To obtain the maximum benefits from fraternity life, actively participate. You will only get as much out of the fraternity as you put into it!

New Member Education Program

“Membership education is a journey, not a destination...”

The objectives of FarmHouse International Fraternity’s New Member Education Program are:
1. To build members to be outstanding men - not just fraternity men.
2. To develop members intellectually, spiritually, socially/morally, and physically.
3. To familiarize new members with FarmHouse - the organization and the people.
4. To prepare new members to uphold the standards and ideals of our Fraternity and strive to continually improve it.

Statement on Hazing

“Hazing” refers to any activity expected of someone joining a group (or to maintain full status in a group) that humiliates, degrades or risks emotional and/or physical harm, regardless of the person's willingness to participate.

If you feel that you may be the victim of hazing call the Hazing Hotline: (888) NOT-HAZE, or (888) 668-4293 — will connect callers with a voice-mail service at the office of Manley Burke, and the law firm will forward reports of alleged hazing to the appropriate fraternity or sorority. Or call the FarmHouse International office directly at 1-800-722-1905.
I. FRATERNITY BACKGROUND INFORMATION

History of the College Fraternity Movement

"How it all came about..."

College fraternities are practically as old as the United States. In 1750 it was common for students at The College of William & Mary in Williamsburg, Virginia to gather in an upper room of the Raleigh Tavern to relax after a day of classes. Over a bowl of punch, a small group of students talked and laughed and called themselves the Flat Hat Club. Little did they know that they had organized the first general college fraternity.

Flat Hat Club to Phi Beta Kappa

After being ejected from one of the campus literary societies, John Heath, a superior Greek scholar at William & Mary, took three Greek letters, four friends, and held the first secret meeting of Phi Beta Kappa, the first Greek-letter society or fraternity. This was on the night of December 5, 1776, only five months after the signing of the Declaration of Independence. It was secret because it had to be; the William & Mary faculty did not approve of its students discussing the pressing issues of the day and possibly straying too far from accepted beliefs. Phi Beta Kappa developed secret signals of challenge and recognition such as a grip, mottos, a ritual, a distinctive badge, and a code of laws. They continued to hold meetings in the Apollo Room of Raleigh's Tavern.

Soon the parent chapter authorized expansion to Yale and Harvard. Then during the anti-secret society agitation of the 1830's, the Harvard chapter disclosed their secrets and from that time on, Phi Beta Kappa became strictly an honorary organization recognizing undergraduate men and women who show superior achievements in liberal arts studies. It was during this time that Delta Upsilon was established to be "anti-secret".

The Union Triad

In the fall of 1825 on the campus of Union College in Schenectady, New York, the decline of a military marching club left a void in student life. So a group of students, including several members of Phi Beta Kappa, organized the Kappa Alpha Society. This society enjoys the distinction of being the oldest of the Greek-letter social fraternities as they exist today. Soon it was imitated by the founding of two other fraternities at Union, Sigma Phi and Delta Phi in 1827. These three fraternities compose what is referred to as the "Union Triad", and set the pattern for the American fraternity system. Eventually three other fraternities were founded there - Psi Upsilon, Chi Psi, and Theta Delta Chi - and Union College bear the title of "Mother of Fraternities".

The Miami Triad

Alpha Delta Phi, founded at Hamilton in 1832, expanded to Miami University in Miami, Ohio and became the first fraternity chapter to be founded "west of the Alleghenies". Beta Theta Pi was soon thereafter founded, and these were the only two fraternities on the Miami Campus until the Snowball Rebellion of 1848. What started as a student prank, ended in open rebellion against the administration and faculty. During the Rebellion, large mounds of snow were heaped at the entrances of the main college buildings and faculty members were unable to enter their classrooms for two days. The University expelled twenty students including all the members of Alpha Delta Phi and all but two members of Beta Theta Pi, thus causing the two organizations to remain dormant until 1852. During the interim Phi Delta Theta was founded in 1848 at the Miami campus. Without
competition for a few years, it was able to gain a foothold on campus before its rivals were reestablished.

Delta Kappa Epsilon created a chapter at Miami in 1852. Six disgruntled DKE members left the chapter over a disagreement about the chapter's selection of a representative for a campus oratorical contest. These six men subsequently founded a fraternity of their own, Sigma Chi, in 1855. The three fraternities founded at Miami - Beta Theta Pi, Phi Delta Theta, and Sigma Chi - are known today as the "Miami Triad".

**Southern Fraternity Foundings**

W.W.W. or Rainbow was the first Southern fraternity and started at the University of Mississippi in 1849. Rainbow grew to be thirteen chapters, but only two of them were active when the fraternity was merged with Delta Tau Delta in 1886. Sigma Alpha Epsilon was founded at the University of Alabama in 1856 and is the first fraternity founded in the South with a Greek-letter name. During the War Between the States it was not uncommon for whole fraternity chapters to enlist as a body. In a few cases, chapters tried to hold together in military units.

**1900 and Beyond**

In the early days, fraternities possessed features of both social organizations and literary societies. Much emphasis was placed on the study of Greek and Latin in the universities. Literary exercises were a customary part of fraternity meeting, with the presentations of essays or debates. Meetings were held in rented rooms but soon the chapters acquired halls which they furnished as club rooms. Eventually chapter houses became common. Colleges began to become universities and curriculum began to broaden. New institutions were established, and the state-supported universities grew to fulfill the need for mass education.

The development of fraternities became phenomenal. Expansion occurred at a brisk rate. It was into this environment that the three non-Greek-letter fraternities, Acacia, FarmHouse and Triangle, were formed. World War I restricted the activities of fraternities to a large extent, but had none of the disastrous effects on the system as did the Civil War, and fraternities weathered the storm. The 1920's saw an enormous increase in college enrollments, fraternity membership, and fraternity housing.

The Depression after the financial crash of 1929 hit the fraternity movement with force. Some chapters perished outright and whole national fraternities disappeared overnight. Several merged their entire memberships just to survive, and finally, survive they did. Then came World War II; it forced suspension of activity in most of the fraternity chapters across the nation. Houses were taken over by the government for conversion into military or naval barracks. Many chapters either struggled along with a handful of members or ceased to exist "for the duration". Surprisingly however, few fraternities lost any chapters permanently as a result of the war.

Fraternity membership and expansion has grown steadily since, especially in the early 50's and mid 80's. Flat or decreased membership came about in the late 60's/early 70's and a "membership recession" was experienced in the early 1990's.
Women's Fraternities
The women's fraternity movement had its beginnings at Wesleyan Female College in Macon, Georgia. The Adelphean Society was organized in 1851 followed a year later by the Philomathean Society. They remained as such for 50 years before adopting Greek names and founding Alpha Delta Pi and Phi Mu, respectively. Kappa Alpha Theta was founded in 1870 at DePauw University, Green Castle, Indiana, and is known as the first women's social organization to adopt a Greek-letter name. Later that year, Kappa Kappa Gamma was founded at Monmouth College. Pi Beta Phi came into being in 1867 as the I.C. Sorosis and was the first organization of college women established as a national college fraternity. Gamma Phi Beta, founded in 1874, is the first women's organization to call itself a "sorority" and may be credited with giving the word "sorority" to the English language, from the Latin word *Soro*, meaning sister.

On October 12, 1985, an agriculturally based women’s fraternity named Ceres (after the Roman goddess of agriculture, fruit, grains and harvest) was officially founded at Colorado State University. The successful establishment of Ceres stemmed in part from the efforts of the 1984 FarmHouse Conclave when a proposal for the establishment of an agricultural sorority was passed unanimously.

Other Fraternity Related Organizations
Hundreds of specialized collegiate Greek-letter organizations exist as honor societies, professional fraternities, and recognition/departmental societies. These organizations do not compete with the general social fraternities, and membership is open to all students who meet their respective qualifications.

An honor society is an association in a college or university of recognized standing which receives into membership those who achieve high scholarship and fulfill additional requirements in leadership or some broad field of culture. These societies elect students to membership irrespective or affiliation with other organizations. They confer membership solely on the basis of character and specified eligibility, and normally not until the middle of the junior year, except in the case of a few societies for lower-classmen. Typical of the honor societies are Phi Beta Kappa and Phi Kappa Phi for outstanding scholarship, Phi Eta Sigma and Alpha Lambda Delta for freshman scholarship, Alpha Zeta for outstanding achievement in agricultural sciences, the Order of Omega and Gamma Sigma Alpha for fraternity involvement, and Mortar Board and Omicron Delta Kappa for general campus service and leadership. More information about these organizations can be found at the Association of College Honor Societies website at http://www.achsnatl.org

A professional fraternity is a specialized organization which confines membership to a specified field of professional or vocational education and maintains mutually exclusive membership in that field, but may initiate members of general social fraternities. Typical of these organizations are Delta Sigma Pi in business, Phi Alpha Delta in Law, and Kappa Delta Epsilon in education. More information about these organizations can be found at the Professional Fraternity Associations, Inc. website at http://www.profraternity.org

A recognition or departmental society is one which confers membership in recognition of a student’s interests or achievements in a restricted field of collegiate, professional, or vocational education, with less distinction of membership than is prescribed for the honor society.
The Greek Alphabet

<table>
<thead>
<tr>
<th>Letter</th>
<th>Pronunciation</th>
<th>Greek</th>
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<tbody>
<tr>
<td>A</td>
<td>Alpha (al-fah)</td>
<td>Nu (new)</td>
</tr>
<tr>
<td>B</td>
<td>Beta (bay-tah)</td>
<td>Xi (zzeye)</td>
</tr>
<tr>
<td>G</td>
<td>Gamma (gam-ah)</td>
<td>Omicron (omm-e-cron)</td>
</tr>
<tr>
<td>D</td>
<td>Delta (del-tah)</td>
<td>Pi (pie)</td>
</tr>
<tr>
<td>E</td>
<td>Epsilon (ep-si-lon)</td>
<td>Rho (row)</td>
</tr>
<tr>
<td>Z</td>
<td>Zeta (zay-tah)</td>
<td>Sigma (sig-mah)</td>
</tr>
<tr>
<td>H</td>
<td>Eta (ay-tah)</td>
<td>Tau (Taw)</td>
</tr>
<tr>
<td>Th</td>
<td>Theta (thay-ta)</td>
<td>Upsilon (oops-i-lon)</td>
</tr>
<tr>
<td>I</td>
<td>Iota (eye-o-tah)</td>
<td>Phi (fie)</td>
</tr>
<tr>
<td>K</td>
<td>Kappa (cap-ah)</td>
<td>Chi (kEYE)</td>
</tr>
<tr>
<td>L</td>
<td>Lambda (lamb-dah)</td>
<td>Psi (sigh)</td>
</tr>
<tr>
<td>M</td>
<td>Mu (mew)</td>
<td>Omega (o-meg-ah)</td>
</tr>
</tbody>
</table>

Latin Terminology
It is important to learn to distinguish the various Latin terms relating to graduates.

- **Alumnus** Masculine, singular
  Example: "He is an alumnus of Purdue".

- **Alumni** Masculine, plural
  Example: "They are Nebraska alumni."

- **Alumna** Feminine, singular
  Example: "She is an alumna of Illinois."

- **Alumnae** Feminine, plural
  Example: "They are alumnae of Texas Tech."
**Famous Fraternity Men**

Fraternity men represent only about 3% of the male population of America. Although only a small percentage of the population, these men are leading this nation! Approximately 85% of the executives of the Fortune 500 corporations in America are fraternity men. More than three-fourths of our U.S. Senators are fraternity men, as are 71% of the men listed in Who's Who in America. Of the 16 U.S. Presidents who had a choice to join a college fraternity, 13 took advantage of the opportunity. So many college presidents have been fraternity members that the total would run into thousands. Below is just a sampling of some famous fraternity men.

**Athletes**
- James Dean
- Robert Redford
- Harrison Ford
- James Arness
- Edgar Bergen
- Warren Beatty
- Bill Bixby
- John Davidson
- Paul Newman
- George Peppard
- David Spade
- Burt Renolds
- Tim Conway
- Steven Spielberg

**Politicians**
- Jesse Jackson
- Calvin Coolidge
- John Warren
- Thurgood Marshall
- US Presidents
  - James K. Polk
  - Ulysses S. Grant
  - R. B. Hayes
  - James A. Garfield
  - Chester Arthur
  - Grover Cleveland
  - Benj. Harrison
  - William McKinley
  - Teddy Roosevelt
  - W. Howard Taft
  - Woodrow Wilson
  - Calvin Coolidge
  - F.D. Roosevelt

**Others**
- Harry S Truman
- D. D. Eisenhower
- John F. Kennedy
- Gerald R. Ford
- Ronald Reagan
- George Bush
- George W. Bush
- Neil Armstrong
- Curt Gowdy
- George Gallup
- Paul Harvey
- Ted Koppel
- W. R. Hearst
- Roger Mudd
- J.C. Penney
- J.B. Maytag
- O. Redenbach

How are fraternities able to produce such a large percentage of our world’s leaders? A college fraternity provides a young man with the opportunity to learn how to work with people, whether it is for higher grades, a homecoming float, a community service project, or to keep the house clean. A fraternity is a family, a social organization, a business, a home away from home - a place where men can develop confidence as they acquire competence.

A fraternity man learns how to develop sensitivity regarding the desires, goals, and aspirations of people, and of setting an example, how to delegate responsibility and how to accept failure as well as success. He learns that a true leader must have the courage to stand up for his beliefs, while also being attentive and responsive to those who may disagree. Whether he is orchestrating a community services project, serving on a chapter committee, or assuming a major office - the opportunities for leadership are unlimited. In a fraternity, leadership principles are learned through experience!

It is surprising how many college graduates do not readily obtain jobs. It is possible they did not
develop the ability to work with other people or the basic qualities of leadership while they were in college. These qualities are not easily acquired; a fraternity provides the opportunities for men to do just this. This is why fraternity men lead this Nation!
“Famous” FarmHouse Men
Among the members of FarmHouse who have held prominent roles in academia, agricultural business, government, science, athletics, and other activities are the following:

**John R. Campbell**  
Missouri ‘71  
Former President, Oklahoma State University

**M. Peter McPherson**  
Michigan State ‘60  
President, Michigan State University

**Steven Beering**  
Honorary ‘94  
Former President, Purdue University

**Hilton M. Briggs**  
Iowa State ‘33  
President Emeritus, South Dakota State University

**William Giles**  
Honorary ‘66  
Former President, Mississippi State

**C. Brice Ratchford**  
Honorary ‘66  
Former President, University Missouri-Columbia

**Max Lennon**  
Texas Tech ‘78  
Former President, Clemson University

**Kenneth Tefertiller**  
Oklahoma State ‘54  
Former President for Agriculture, University of Florida

**Robert L. Crom**  
Iowa State ‘74  
Former Executive Director Nat'l Association of State and Land Grant Universities

**Jim Herbert**  
Tennessee ‘61  
CEO, Neogen Corporation

**D. Howard Doane**  
Missouri ‘05  
Founder, Doane Agriculture Services

**E. S. Grandrud**  
Minnesota ‘33  
Former President, Grandy Company

**Orville Vogel**  
Nebraska ‘29  
Agriculture Research Hall of Fame

**Charles K. Kirk**  
Honorary ‘58  
Former Livestock Superintendent, National Western

**William Giles**  
Honorary ‘66  
Former President, University Missouri-Columbia

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Iowa State ‘74  
Former Executive Director Nat'l Association of State and Land Grant Universities

**Jim Herbert**  
Tennessee ‘61  
CEO, Neogen Corporation
Wayne A. Boutwell
Mississippi State ‘64
President,
National Council of Farmer Cooperatives

Anson R. Bertand
Honorary ‘78
Former Director of Science and Education Administration, USDA

Clifford R. Hope
Honorary ‘64
U.S. Congressman

Kenny Hulshof
Missouri ‘77
U.S. Congressman

Steve Pearce
New Mexico State ‘04
U.S. Congressman

John Carlin
Kansas State ‘59
Former Governor, State of Kansas

Rick Berg
North Dakota State ‘78
State Legislature, State of North Dakota

Edwin Long
Oklahoma State ‘53
Senator, State of Oklahoma

Alfred G. Schroeder
Kansas State ‘36
Chief Justice, State of Kansas Supreme Court

Henry M. Beachell
Nebraska ‘26
1958 Nobel Prize Winner

George W. Beadle
Nebraska ‘26
1958 Nobel Prize Winner

Alfred Karlson
Minnesota ‘31
Microbiologist credited work on cure for Tuberculosis

Steven Robinson
Auburn ‘72
Vice President of Marketing, Chick-Fil-A Corporation

Roy Reiman
Iowa State ‘55
CEO & Publisher, Reiman Publishing

Glen W. Burton
Honorary ‘84
Agriculture Research Hall of Fame

Harry Birdwell
Oklahoma State ‘68
Oklahoma State Athletic Director

Norman A. Brown
Michigan State ‘67
Former President, W.K. Kellogg Foundation

David H. Henry
Honorary ‘74
President, Land O Lakes, Inc.

Pat Green
Texas ‘92
Country Music Star

Michael Murphey
Honorary ‘90
Country Western Singer

Don Faurot
Missouri ‘21
Former Missouri Football Coach and Athletic Director

John R. Stulp
Colorado 1967
Colorado Commissioner of Agriculture
National FFA Presidents
FarmHouse is proud of its long-standing relationship with the National FFA organization. We’re honored to count among our membership 52 men who have served as National FFA Officers and 15 men who have served with distinction as National FFA President. In that role, they helped ensure that the National FFA fulfilled its mission of “making a positive difference in the lives of students by developing their potential for premier leadership, personal growth and career success through agricultural education.”

Glyndon Stuff, Illinois ’47
Walter Cummins, Oklahoma State ’50
David Boyne, Michigan State ’54
Nels Ackerson, Purdue ’65
Howard Williams, North Carolina State ’65
Greg Bamford, Colorado State ‘67
Harry Birdwell, Oklahoma State ’68
Dan Lehmann, Illinois ’70
Mark Herndon, Oklahoma State ’84
Scott Neasham, Iowa State ’81
Ron Wineinger, Kansas State ’81
Lee Thurber, Nebraska ’91
Mark Timm, Purdue ’92
Travis Park, Purdue ’92
Corey Rosenbusch, Texas A&M ’02
The Greek Community

The North-American Interfraternity Conference (NIC)
The North-American Interfraternity Conference (NIC) has a long and storied history as a body that has assisted fraternal organizations to work together. There was a time when an intense rivalry and suspicion existed among the college fraternities. Eventually there was a realization that many of their aims and purposes are similar, that they are all rendering substantially the same service to their members, and that they could do better by working together for common goals. The National Interfraternity Conference (later renamed the North-American Interfraternity Conference in 1999) was officially formed on November 27, 1909 by representatives of 26 national fraternities.

Today, the NIC is a confederation of 73 men's college fraternities with 5500 chapters on more than 800 campuses throughout the United States and Canada. The NIC represents 350,000 collegiate members and over 4,500,000 alumni. Member fraternities realize that while there is benefit from friendly competition, but bitter rivalry is undesirable and may cause much harm. The NIC holds annual business meetings and sponsors educational programs for discussion of such problems as chapter organization, finances, extension, standards of conduct, management of affairs, and publicity. Current information on the NIC can be found online at http://www.nicindy.org

In a somewhat similar fashion, most fraternities at nearly every university have organized into a local self-governing group generally known as the Interfraternity Council (IFC).

| Acacia                  | FarmHouse           | Pi Kappa Alpha       |
| Alpha Chi Rho          | Iota Nu Delta       | Pi Kappa Phi         |
| Alpha Delta Gamma      | Iota Phi Theta      | Pi Lambda Phi        |
| Alpha Delta Phi        | Kappa Alpha Order   | Psi Upsilon          |
| Alpha Epsilon Pi       | Kappa Alpha Psi     | Sigma Alpha Epsilon  |
| Alpha Gamma Rho        | Kappa Alpha Society | Sigma Alpha Mu       |
| Alpha Gamma Sigma      | Kappa Delta Phi, Inc.| Sigma Beta Rho       |
| Alpha Kappa Lambda     | Kappa Delta Rho     | Sigma Chi            |
| Alpha Phi Alpha        | Lambda Chi Alpha    | Sigma Lambda Beta    |
| Alpha Phi Delta        | Lambda Phi Epsilon  | Sigma Nu             |
| Alpha Sigma Phi        | Lambda Sigma Upsilon| Sigma Phi Delta      |
| Alpha Tau Omega        | Lambda Theta Phi    | Sigma Phi Epsilon    |
| Beta Chi Theta         | Nu Alpha Kappa      | Sigma Phi Society    |
| Beta Sigma Psi         | Omega Delta Phi     | Sigma Pi             |
| Beta Theta Pi          | Phi Beta Sigma      | Sigma Tau Gamma      |
| Chi Phi                | Phi Gamma Delta (FIJI)| Tau Delta Phi       |
| Chi Psi                | Phi Iota Alpha      | Tau Epsilon Phi      |
| Delta Chi              | Phi Kappa Psi       | Tau Kappa Epsilon    |
| Delta Epsilon Psi      | Phi Kappa Sigma     | Theta Chi            |
| Delta Kappa Epsilon    | Phi Kappa Tau       | Theta Delta Chi      |
| Delta Phi              | Phi Kappa Theta     | Theta Xi             |
| Delta Psi              | Phi Lambda Chi      | Triangle             |
| Delta Sigma Phi        | Phi Mu Delta        | Zeta Beta Tau        |
| Delta Tau Delta        | Phi Sigma Kappa     | Zeta Psi             |
| Delta Upsilon          | Phi Sigma Phi       |                      |
National Panhellenic Conference (NPC)
Similar in purpose as the North-American Interfraternity Conference is the National Panhellenic Conference (NPC). Founded in 1902, the NPC is an umbrella organization for 26 inter/national women's fraternities and sororities. Each member group is autonomous as a social, Greek-letter society of college women and alumnae. Members are represented on over 620 college and university campuses in the United States and Canada and in over 4,600 alumnae associations, making up over 3.6 million sorority women in the world. Current information on the NPC can be found at http://www.npcwomen.org

NPC Members
(as of 2012)

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<th>Alpha Chi Omega</th>
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<td>Theta Phi Alpha</td>
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<tr>
<td>Delta Phi Epsilon</td>
<td>Zeta Tau Alpha</td>
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National Pan-Hellenic Council, Inc. (NPHC)
Founded on May 10, 1930, on the campus of Howard University, in Washington DC, the National Pan-Hellenic Council, Incorporated (NPHC) is currently composed of nine historically black international Greek letter sororities and fraternities. The NPHC promotes interaction through forums, meetings and other mediums for the exchange of information and engages in cooperative programming and initiatives through various activities and functions. The stated purpose and mission of the organization is “Unanimity of thought and action as far as possible in the conduct of Greek letter collegiate fraternities and sororities, and to consider problems of mutual interest to its member organizations.” Current NPHC information can be found at http://www.nphchq.org

NPHC Members
(as of 2012)

<table>
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<tr>
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<td>Omega Psi Phi</td>
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<td>Iota Phi Theta</td>
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</table>
National Association of Latino Fraternal Organizations (NALFO)
The National Association of Latino Fraternal Organizations (NALFO) is an umbrella council for Latino Greek Letter Organizations. The purpose of NALFO is to promote and foster positive interfraternal relations, communication, and development of all Latino Fraternal organizations through mutual respect, leadership, honesty, professionalism and education. Established in 1998, NALFO currently has 23 member organizations from across the United States. Recent information on NALFO can be found at http://www.nalfo.org/

NALFO Members
(as of 2008)

<table>
<thead>
<tr>
<th>Fraternities</th>
<th>Sororities</th>
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<tr>
<td>Alpha Psi Lambda</td>
<td>Alpha Pi Sigma</td>
<td>Lambda Theta Nu</td>
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<tr>
<td>Gamma Zeta Alpha</td>
<td>Chi Upsilon Sigma</td>
<td>Omega Phi Beta</td>
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<td>Lambda Alpha Upsilon</td>
<td>Gamma Alpha Omega</td>
<td>Sigma Iota Alpha</td>
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<td>Lambda Theta Phi</td>
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<td>Sigma Lambda Alpha</td>
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<td>Phi Iota Alpha</td>
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</tbody>
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GAMMA
GAMMA, previously an acronym for Greeks Advocating the Mature Management of Alcohol, is an international association of college and university based peer education programs focusing on alcohol abuse prevention and other related student health and safety issues. As an official part of the BACCHUS and GAMMA Peer Education Network, GAMMA’s mission is to actively promote peer education as a useful element of campus health education and wellness efforts by sponsoring programs on alcohol, tobacco, violence prevention, sexual health and safety, and justice issues.

GAMMA chapters are specifically comprised of fraternity and sorority members interested in educating their brothers and sisters on alcohol abuse and the many other health and safety issues. Members of GAMMA work specifically within the Greek community on their campus to provide educational and social programming to encourage members to make healthy, safe choices. These peer education groups use many different structures to address a Greek system's specific needs. Moreover GAMMA is intended to facilitate education for fraternity and sorority members and can be a positive force of enthusiastic, caring people educating themselves and their brothers and sisters on health and safety issues. More information about GAMMA can be found at http://bacchusgamma.org/gammaguide.asp
New Member/Pledge Pins of NIC Fraternities
Initiated Member Badges of NIC Fraternities
The Badge of FarmHouse Fraternity

The Badge has the shape of a shield, and the member should cherish it as the knights of old did their shields. In no way should any act be performed, or any word spoken, that would bring disgrace upon the wearer, or upon the members of the brotherhood.

The Star stands for excelsior - a striving for those things that are highest and noblest, in an effort to be ever advancing. It should be a star of hope - a guiding star to the wearer.

The Crescent is an emblem of continued and ever-increasing growth and development. Its color, black, signifies fidelity to the principles of this Fraternity.

The Pearls stand for purity in thought, word, and action. A clean mind and high sense of morality are important traits of a FarmHouse member.

The Rubies signify the lifeblood of the organization, and they should prompt you to a proper attitude toward your brothers, to give assistance wherever possible, to praise for commendable deeds, and to offer constructive criticism for improper and ungentlemanly conduct.

The badge (standard or jeweled) may be worn by chapter, alumni, associate or honorary members. It is customarily worn "over the heart" on the left side of the chest, at an angle (left to right) approximately one inch up from the pocket corner. Traditionally it is worn only on collared shirts, sweaters, or vests. Though not preferred, it is acceptable to be worn on jacket lapels.
The Coat of Arms of FarmHouse Fraternity

There are two parts to every properly designed and created coat of arms, or armorial bearings:

1. The physical or graphic representation is known as the emblazonment.
2. The technical heraldic description is known as the blazon.

Emblazonment of the FarmHouse Armorial Bearings

The Coat of Arms, or Armorial Bearings

Blazon of the FarmHouse Armorial Bearings

Arms

Vert, three mullets or on a bend argent between in chief a lamp of learning, flamed, and in base a sickle above a sheaf of wheat bendwise, all of the second.

Crest

An esquire's helmet, proper.

Motto

On a scroll beneath the escutcheon, the name FARMHOUSE in majuscules flanked by a divided year date, 1905.

Explanation of words and phrases of the Blazon with suggested symbols

Arms

designated the escutcheon or shield. As the knight's shield was used to defend his body, so the shield in this coat of arms stands for the protection which the Fraternity affords all within its bonds through its strength, reputation and activities.

Vert

is the heraldic word for green. It is one of the three colors of FarmHouse and stands for growing vegetation. Its deeper meaning is the cycle of plant life so necessary to the sustenance and existence of mankind. The green shield should inspire every initiate to the pride in his interest of the high calling of agriculture.
Three Mullets, or is a phrase designating the five-pointed stars of gold which appear on the bend (or diagonal, white band). These three golden stars symbolize the three great attributes of fraternity love and esteem; namely loyalty, helpfulness (and generosity) and pride in efforts and accomplishments. OR is the heraldic term for gold, the second color of the Fraternity and the second mentioned in the blazon. It designates that the three mullets are gold. Gold, long esteemed as the most precious of metals, symbolizes that the meaning of the stars has great significance to the members.

On a bend argent is a phrase describing the diagonal white or silver bend or band occupying approximately one-third area of the shield, upon which the three mullets are placed as principal charges. Argent is white or silver, the third color of FarmHouse. It stands for purity, innocence and worthiness of ambitions of members and "The Best in Manhood" as the aspirations and objectives of the Fraternity. The bend itself symbolizes the noble goals of FarmHouse in pointing the way to worthy manhood for its members.

Between is a preposition indicating that the bend is flanked by other charges to be described.

In chief is that area of the escutcheon at the top of the shield. Important charges are placed here because the shield protected the head and other vital parts of the knight.

Lamp of learning Flamed is the traditional symbol for ambitions in scholarship. FarmHouse stands foursquare on cooperation with the college administration for excellence in teaching and does its best to inspire and encourage members to excel in learning. Flame symbolizes an everlasting effort to increase one's knowledge and efficiency in the field of endeavors.

In base designates the lower third of the escutcheon. Here are shown basic tools and symbols of one's main interests.

Sickle above a sheaf of wheat is a term describing the old tool of harvest and the tradition of shocking grain as protection from the elements until it could be transported, thrashed, separated and stored. These two symbols teach "As ye sow, so shall ye reap", and the sickle stands for hard labor necessary to achieve success. The shock of wheat symbolizes the need to husband the fruits of one's accomplishments with prudence and intelligence.

Bendwise merely designates their position as diagonal, one above the other, as labor and disciplines necessary to achieve success.

All of the second is a phrase instituted by heralds to designate a color and avoid repetition. The second color mentioned is "or" (gold) and so the lamp, sickle and sheaf are of gold. Gold color is used to emphasize their importance as symbols of the
Fraternity.

*Crest* is that part of the coat of arms which lies above the escutcheon.

*An esquire's* is displayed to constantly remind members to ever conduct themselves as gentlemen according to the code of good manners and social customs.

*Helmet* means in natural coloration.

*Motto* the name, FarmHouse, between a divided year date, 1905, appears on the scroll ribbon below the escutcheon. Lettering is in majuscules (capitals).
II. FRATERNITY INTERNATIONAL FRATERNITY  
A Brief History
FarmHouse, like most campus social organizations, had a humble beginning. There were few students to draw on for members. Its purpose or objective was not clearly defined or understood, and therefore at first, it attracted little attention.

In 1905 an outgrowth of friendships from the Missouri College of Agriculture developed, and from this fellowship, three men - D. Howard Doane, Henry Rusk and Earl Rusk - conceived the idea of forming a club. (Apparently this was discussed at Sunday afternoon YMCA Bible studies.) Other agriculture students who seemed desirable were invited to join this group, and thus, the club was formed in the spring of 1905. Names of the other original members are Claud Hutchison, Robert Howard, Melvin Sherwin, and Henry Krusekopf.

A club house was leased, and seven members moved in the following fall and named the house, the Farm House. "Many a night this dear old bunch assembled with gravest doubts assailing them, and they wondered if it was all worth while. 'We shall overcome' might appropriately have been our slogan", said D. Howard Doane. By the end of the second year it was debated if the club should even continue. But by this time the friendship of the seven members was so strongly entrenched, that the decision was to continue. By the fall of 1907 the group had grown, and the original club of seven lost its identity and was part of the larger group.

Co-founder C.B. Hutchison, at the 50th anniversary said,
"It should be noted that no one among the little group of founders had any thought that he and his fellows were founding a fraternity nor had they any intention of doing so. Such was the reputation of fraternities in general in the youthful minds of the 'founding fathers', some of whom already had invitations to join well established Greek-letter fraternities. This was not to be a fraternity but a club... The basic point in our minds was to find a place where we could live and work together, to promote our mutual interests in stimulating companionship and fellowship. To make sure no one would think of our club as a fraternity, we gave it what we thought was a non-fraternity name."

Founder D. Howard "Daddy" Doane said,
"[In 1905] FarmHouse started unconsciously the job of Man-Building. The apparent objective was the closer association of a group of men, who through that association, might be of mutual help. Through successive years the goal of FarmHouse has been, and is now, the best in American manhood."

The Objective of our Fraternity is... Building the Whole Man - Intellectually, Spiritually, Socially/Morally, and Physically through our Central Attributes of Leadership, Scholarship, and Fellowship.

FarmHouse as a national organization became a reality in 1916 when the Missouri, Nebraska and Illinois organizations gave up some of their individuality and became chapters of the greater FarmHouse. The Coat of Arms and Seal were designed and accepted in 1920. During World War I and World War II, FarmHouse became inactive but fully resumed operation in 1947. When the University of Alberta, Edmonton chapter was chartered in 1974, FarmHouse became an International Fraternity, and April 15, 1905 has been designated as the official Founder's Day of the International Fraternity. In 1948 a trial merger took place with Delta Theta Sigma Fraternity, but at the end of the two-year merger, it was decided not continue the relationship. On April 15, 2005, FarmHouse celebrated the 100th Anniversary of our founding at the University of Missouri.
For decades, members of FarmHouse and the national agricultural fraternity, Alpha Zeta, discussed
the possibility of merger. In 1996 the Townshend Chapter of Alpha Zeta, located at the Ohio State
University separated from the National Alpha Zeta organization and formed a new social men’s
fraternity, Alpha Tau Zeta. Dialogue continued between Alpha Tau Zeta and FarmHouse, and in
2008 Alpha Tau Zeta Fraternity became the Ohio State Colony of FarmHouse International
Fraternity. Reminiscent of the 1916 nationalization, the chapter gave up some of its individuality to
become part of the greater FarmHouse, making both the chapter and the International organization
stronger.
Our Founders

D. Howard "Daddy" Doane (1883-1984)
was a true Renaissance man - a student, a teacher, a writer, a business man, a poet, a farmer, a public servant, a devout Christian. Most widely known as the founder and long-time Chairman of the Board of Doane Agricultural Services, which is the oldest and for decades was the largest farm management, appraisal and agricultural research organization in the United States. Among his many life accomplishments, Doane served on an agriculture task force appointed by President Herbert Hoover that was charged with reorganizing the US Department of Agriculture. He wrote four books and numerous articles for the leading agricultural journals and magazines. He provided leadership to dozens of civic and professional organizations throughout his lifetime. He received a B.S. in agriculture in 1908 and M.S. in agriculture in 1909 at the University of Missouri. He received three Honorary doctorates as well.

Earl W. "Farmer" Rusk (1885-1968)
spent most of his career as a farmer and farm manager, yet enjoyed a variety of other professional interests. He briefly taught an Animal Husbandry course and served in the Farm Loan department of a large insurance company. He was farm service director of two Chicago radio stations for four years, was agricultural agent for a railroad, and was supervising salesman and farm service director for a rock phosphate company for 14 years. He raised hogs and cattle on a farm in the Missouri Ozarks before retiring in California. Farmer Rusk graduated from Missouri in 1909. His son, William D., was the first son of a FarmHouse man to be initiated into FarmHouse in 1933.

Henry P. Rusk (1884-1954)
spent most of his professional career on staff at the University of Illinois, including the last 13 years of his career as Dean of the College of Agriculture. He received a B.S. in 1908 and M.S. in 1911, both from the University of Missouri. He served in the Department of Animal Husbandry at Illinois from 1910-1939. He was head of the department from 1922-1939. Among numerous accomplishments, he was the chair of President Hoover’s commission on agriculture from 1948-1954. Rusk provided leadership to multiple national, state and local boards and organizations. He received honorary doctorates from three universities.

Claude B. Hutchison (1885-1980)
was an educator for more than 40 years of his life, teaching at the University of Missouri, Cornell University, University of California-Davis, University of Nevada and spent more than 20 years as a Vice President (1945-52) and Dean of Agriculture at the University of California - Berkeley (1930-52). For four years in the 1920s, he was the associate director of agricultural education for Europe. In 1946, he was the chairman of an agricultural mission trip to China by the US Department of Agriculture. He retired from instruction in 1954, serving his last two years as Dean of Agriculture at Nevada. And from 1955-63 he served as mayor of Berkeley, Calif. Hutchison received honorary degrees from Missouri, Sofia, Bulgaria and California.
Robert F. Howard (1883-1963)
spent the first 15 years of his professional career as an educator before owning and running a large beef cattle operation and commercial pecan farm in Texas for the better part of his life. Howard was a professor and chairman of the Department of Horticulture at the University of Nebraska from 1914-24 after teaching previously at the University of Missouri, Nebraska and Wisconsin. He moved to Wharton, Texas, in 1924, where he ran a 2,000 acre ranch with cattle and thousands of pecan trees. He provided leadership to many local and statewide civic organizations and initiatives in Texas for the last 40 years of his life. Howard received his B.S. in agriculture from Missouri in 1908, a masters in 1912 while teaching at Nebraska.

Melvin E. Sherwin (1881-1924)
was head of the soils department at what is now called North Carolina State University when he died at age 42. After graduating with a B.S. in agriculture in 1908, he received an M.A. in agriculture from the University of California-Berkeley in 1909. He spent one year as an agronomy instructor at the University of Maine before he joined the staff at NC State in 1910.

Henry H. Krusekopf (1886-1979)
was a leading expert on soils, spending 48 years as a professor and researcher in the College of Agriculture at the University of Missouri. He received his B.S. in agriculture in 1908 and his masters in 1916 from Missouri. He did graduate work at Illinois in 1931-32. He was the author of numerous publications and journals on soil development and soil survey. "Krusey" was a member of a number of scientific, honorary and professional societies. He also consulted a number of federal and international agencies on agriculture, flood control, forestry and Indian land claims. In his spare time, Krusekopf owned and operated a farm in southeast Missouri.
FarmHouse Facts
FarmHouse has been a member of the North-American Interfraternity Conference (NIC) since 1953, and as a member, fully supports the NIC Resolution Against Hazing. From the beginning our motto concerning hazing has been, "We can't build men by tearing down boys". This shows our dedication to true fraternalism. Furthermore by tradition and action of the governing FarmHouse Conclave, the presence and consumption of alcoholic beverages is forbidden in chapter houses and on all chapter property.

The scholastic emphasis of FarmHouse is backed by a record which has nearly every chapter at or near the top of their campus fraternity scholarship ranking. Our Motto, Builder of Men, is a proud reflection of our 100-year history of encouraging individual brothers to attain the very best in their chosen field of study, as well as in life.

FarmHouse has grown to be an international family of 29 chapters and approximately 1300 undergraduates and 25,000 initiated brothers. We see growth as an opportunity and continue to add colonies and chapters throughout the United States and Canada.

FarmHouse Fraternity History Summary
- At Sunday afternoon YMCA Bible studies, discussed forming an Agriculture Club
- Club House was named The Farm House
- University of Missouri Founders Day: April 15, 1905
- 1916 FarmHouse recognized as a professional fraternity
- 1921 became a National Fraternity with 3 chapters: Missouri, Nebraska, Illinois
- WW I & WW II - Inactive - Resumed in 1947
- 1948 - Trial merger with Delta Theta Sigma
- 1974 - Became International Fraternity when Alberta, Canada Chapter was chartered
- 2005 – Celebrated 100th Anniversary of founding
- 2008 – Alpha Tau Zeta Fraternity becomes the Ohio State Colony of FarmHouse
The Object

The object of our Fraternity is to promote good fellowship, to encourage studiousness, and to inspire its members in seeking the best in their chosen lines of study as well as in life. Progress shall mark our every step; the spirit of congeniality shall reign at all times; and every member shall be honest with himself as with his brothers. Men elected to our membership are considered to be of good moral character, to be high in scholarship, to have the capacity for meeting and making friends, and to give promise of service to their fellowmen and to the world. To be and become such may at times require a sacrifice of time, pleasure and comforts.

Builder of Men Creed

He best builds lives
of other men
Who starts from within
so that when
the Job's all done
the Judge will say,
"A Master Builder passed this way."
SUMMARY OF FARMHOUSE MEMBERSHIP HANDBOOK
Part I

The **Motto** of FarmHouse Fraternity: Builder of Men

The **Objective:** Building the Whole Man Intellectually

Spiritually

Socially & Morally

Physically

The **Central Attributes** of FarmHouse: Leadership

Scholarship

Fellowship

**Categories of Members:**

- New Member
- Chapter Member
- Alumnus Member
- Associate Member
- Honorary Member

The **Organization** of FarmHouse:

... As a Brotherhood

... As a Self-Governing Body

... As a Business

The FarmHouse **Associations:** Main Purpose - Advising & Chapter Housing

Members - Chapter, Alumni, Associate, and Honorary

**Chapter Advisory Committee:**

Chapter selects at least 3 individuals, preferably who are alumni, associate, honorary members and/or faculty members, to advise the chapter.

**FarmHouse Foundation:**

Agency to administer funds entrusted to it for purposes of scholarships, student aid, and loans and grants for better housing. Governed by the Board of Trustees.
SUMMARY OF NEW MEMBER & MEMBERSHIP HANDBOOK

Part II

Symbols
Colors:  Green - Spring
Gold - Autumn
White - Winter

Flower:  Red & White Roses in equal number

Coat of Arms

Knights Shield  Protection
The White of the diagonal band  Worthiness, Innocence, Purity of ambitions -and-
the best in Manhood
Diagonal Band  Noble Goals of worthy Manhood
Three Gold Stars  Three Great Attributes of Fraternity - Loyalty, Helpfulness, Pride
Lamp of Learning, Flamed  Everlasting Ambitions in Scholarship
Sickle  Hard Labor necessary to achieve success
Sheaf of Wheat  “As ye sow, so shall ye reap.”
Crest/Esquire's Helmet  Husband the fruits of one's accomplishments with
prudence & intelligence
Reminder for members to conduct themselves as gentlemen

Jewelry

Shield Pin  Standard Badge  Jeweled Badge  Recognition Pin
Flag
The Fraternity adopted an official flag in 1950. The flag is divided diagonally from upper left to lower right. The lower left field is a medium green and the upper right field is white. The letters “FH” are in a medium gold pigment on the green field of the flag. The Fraternity coat of arms (black detail on a white background) is on the white field of the flag.

The Herd Book
During the Ritual of Initiation each new FarmHouse initiate enters his name and signature into the Chapter Herd Book which remains part of the chapter permanent files. In it are recorded the campus activities, achievements, scholastic honors, awards, professional/career accomplishments, family information and other data as members progress through college and later life. Although the chapter’s Director of Administration is responsible for the overall management of the Herd Book, it is the responsibility of the individual member to keep his record current.

Quotes
"If every member were just like me, what kind of fraternity would FarmHouse be?"
- Pledge & Membership Handbook, 1995

"What FarmHouse is today is what its members have made it. What FarmHouse will be tomorrow depends upon what you seek to make it."
- Pledge & Membership Handbook, 1995

"Two thousand years ago a humble carpenter set the pattern for building men. Man’s greatest gift to man is the willingness to give and, if necessary, sacrifice his life for his brothers."
- D. Howard "Daddy" Doane

"Behold, how good and pleasant it is when brothers dwell in unity."
- David, King of Israel, Psalms 133:1
"... brothers... be servants of one another."
- The Apostle Paul, Galatians 5:13

"A friend loves at all times, and a brother is born for adversity."
- Solomon, King of Israel, Proverbs 17:17

"If a house is divided against itself, that house cannot stand."
- The apostle Mark, Mark 3:25

"Be devoted to one another in brotherly love. Honor one another above yourselves."
- Author uncertain, Romans 12:10

"Do nothing out of selfish ambition or vain conceit, but in humility consider others better than yourselves. Each of you should look not only to your own interests, but also to the interests of others."
- The apostle Paul, Philippians 2:3-4

"Do not rebuke an older man harshly, but exhort him as if he were your father. Treat younger men as brothers, older women as mothers, and younger women as sisters, with absolute purity."
- The apostle Paul, 1 Timothy 5:1-25.

F-A-R-M-H-O-U-S-E

Faith "Faith is the assurance of things hoped for, the conviction of things not seen." Hebrews 11:1. It means faith in your God; in your fraternity and its members; faith in your school, your state and your nation. In Matthew 17:20 Jesus said, "if you have faith as a grain of mustard seed, you will say to this mountain, 'move hence to yonder place', and it will move; and nothing will be impossible to you." Never lose faith in yourself, if you would hold the faith of others. Be faithful to the ideals of FarmHouse and its program.

Ambition Ambition is the unseen force which drives men to success, to rise above their environment and to achieve the impossible. Have ambition which is content not only with making a satisfactory record in college, but also seeks to render service to humanity through science and its application. Strive to foster that ambition which leads a man ever onward in the belief that he may somehow contribute to the betterment of mankind.

Reverence Reverence must be cultivated if we are to be true brothers. "Therefore let us be grateful for receiving a kingdom that cannot be shaken, and thus let us offer to God acceptable worship, with reverence and awe..." Hebrews 12:28. Let us revere our God, our parents, and our brothers with whom we associate. Unless we cultivate such a reverence, we cannot learn the true joys of brotherhood, the foundation of a successful fraternity.

Morality We must constantly work to learn better how our every act may affect ourselves and others. Genuine moral living involves intelligent love and esteem for our associates. Unless we possess strong affection for others, we cannot come to know that which is
most worthwhile in making for the highest character in man. Every narrowing of love, every encroachment of egoism, every act of selfishness, means just so much blindness to that which is good and fine. Let good moral conduct cease to be a virtue and become an involuntary duty.

**Honesty**

Honesty is fundamental to character; it is the basis for all worthwhile endeavors; for how can we believe in one who is not strictly honest? In college we expect honesty in the classroom, on the athletic field, as well as in every relationship between men. "Therefore, putting away falsehood let everyone speak the truth with his neighbor, for we are members of one another." Ephesians 4:25. Throughout life, one of the greatest tributes that can be paid to a man is to have it said that he is honest.

**Obedience**

Obedience to God's principles is one of the bulwarks which gives stability to our Fraternity. Obey the mandates of the chapter, the regulations of your school and country. In doing so, always obey the teachings of the MASTER.

**Unity**

Unity is fundamental to a successful fraternity. With unity a fraternity stands through times of stress as though bound together with bands of steel. Without unity, failure results. "Behold, how good and pleasant it is when brothers dwell in unity." Psalms 133:1. See to it then that you, by hard work and unfailing sacrifice, help weave those individual threads of noble character that bind us together in an effective and worthwhile organization.

**Service**

A loyal brother in FarmHouse must render service to his Fraternity and to his brothers if his Fraternity is to grow and prosper. "For you were called to freedom, brethren; only do not use your freedom as an opportunity for the flesh, but through love be servants of one another." Galatians 5:13. See to it that you render service to God; to your profession; to your fellowmen; to your country; and to your school all the days of your life. The very essence of successful living is based on the Christian ideal of service.

**Excellence**

"...whatever is true, whatever is honorable, whatever is just, whatever is pure, whatever is lovely, whatever is gracious, if there is any excellence, if there is anything of praise, think about these things." Philippians 4:8. A primary goal of our Fraternity is to excel in our profession. Maintain the high standards of excellence as set forth by our Founders and the many members of our organization who have preceded us. The basis for success is education. Education is the knowledge of how to use the whole of one's self. Strive, therefore for the fullest development of knowledge in your profession; in the building of character, in furthering high moral standards; the development of essential skills; and the furtherance of good health; so that no impediment may hinder your progress to the highest pinnacle of success in life.
| University of Missouri | Columbia, MO | 1905 |
| University of Nebraska | Lincoln, NE | 1911 |
| University of Illinois | Urbana, IL | 1914 |
| University of Wisconsin (inactive) | Madison, WI | 1921 |
| Kansas State University | Manhattan, KS | 1921 |
| Iowa State University | Ames, IA | 1927 |
| Oklahoma State University | Stillwater, OK | 1928 |
| University of Minnesota | St. Paul, MN | 1931 |
| Michigan State University | E. Lansing, MI | 1936 |
| Colorado State University | Ft. Collins, CO | 1949 |
| University of Wyoming (re-colonized) | Laramie, WY | 1950 |
| University of Kentucky | Lexington, KY | 1951 |
| Purdue University | W. Lafayette, IN | 1952 |
| N Carolina State University | Raleigh, NC | 1954 |
| University of Arkansas (re-chartered) | Fayetteville, AR | 1954/1999 |
| North Dakota State University | Fargo, ND | 1955 |
| Washington State University | Pullman, WA | 1955 |
| University of Idaho | Moscow, ID | 1957 |
| University of Tennessee | Knoxville, TN | 1959 |
| Mississippi State University | Starkville, MS | 1964 |
| Oregon State University (inactive) | Corvallis, OR | 1964 |
| University of Georgia (inactive) | Athens, GA | 1965 |
| South Dakota State University | Brookings, SD | 1966 |
| Auburn University | Auburn, AL | 1971 |
| University of Alberta | Edmonton, Alberta Canada | 1974 |
| Texas Tech University | Lubbock, TX | 1978 |
| Montana State University (inactive) | Bozeman, MT | 1979 |
| W Virginia University (inactive) | Morgantown, WV | 1981 |
| Cal Poly-Pomona (inactive) | Pomona, CA | 1982 |
| Tennessee Tech (inactive) | Cookeville, TN | 1983 |
| Illinois State University | Normal, IL | 1983 |
| University of Nebraska School of Technical Agriculture (inactive) | Curtis, NE | 1985 |
| University of CA-Davis (inactive) | Davis, CA | 1987 |
| New Mexico St University (inactive) | Las Cruces, NM | 1987 |
| Morehead State University (inactive) | Morehead, KY | 1988 |
| University of Wisconsin-Platteville | Platteville, WI | 1989 |
| Cal Poly-San Luis Obispo (inactive) | San Luis Obispo, CA | 1993 |
| Western Kentucky University | Bowling Green, KY | 1995 |
| Clemson University (re-colonized) | Clemson, SC | 1995 |
| Troy University | Troy, AL | 1995 |
| Texas A&M | College Station, TX | 2004 |
| University of Guelph | Guelph, Ontario, Canada | 2007 |
| Ohio State University | Columbus, OH | 2010 |
| Virginia Tech University | Blacksburg, VA | 2011 |
| Tarleton State University | Stephenville, TX | 2012 |
| Southern Illinois University (colony) | Carbondale, IL | 1987 |
Locations of FarmHouse Chapters
INTERNATIONAL FRATERNITY BOARD
- Eight (8) alumni directors
- Two (2) undergraduate directors
- One (1) non-voting ex-officio member

FARMHOUSE FOUNDATION BOARD OF TRUSTEES
- Nine (9) alumni volunteer trustees
- One (1) non-voting ex-officio member

CONCLAVE
- 1 delegate from each Chapter
- 1 delegate from each Association

Elects International Board

FARMHOUSE CHAPTEERS
- Twenty Eight (28) Chapters
- One (1) Colony
  (not eligible to vote at Conclave)

FARMHOUSE ASSOCIATIONS
- Active Chapter Members
- Alumni & Associate Members of Chapter
- FarmHouse Alumni, Associate, and Honorary Members who reside within the state/province

INTERNATIONAL FRATERNITY STAFF
- Executive Director (Fraternity)
- Educational Leadership Consultants (2)
- Office Manager
- Website Administrator

FARMHOUSE FOUNDATION STAFF
- Executive Director (Foundation)
- Director of Annual Fund & Communications
- Administrative Assistant
FARMHOUSE ASSOCIATIONS
- Charged with owning chapter house and helping coordinate capital improvements/repairs
- Support chapter in variety of ways

UNIVERSITY SUPPORT
- Fraternity Affairs Advisor - an untapped resource by many
- Dean of Students, Dean of Agriculture important resources

FH INTERNATIONAL PROGRAMS
- Conclave
- FarmHouse Leadership Academy
- Regional Leadership Conferences
- Recruitment assistance through FFA

FH INTERNATIONAL BOARD
- Hires Exec Dir and sets goals/vision for Fraternity to achieve
- Maintains regular contact w/Chapters and Associations
- At least one chapter visit annually

CHAPTER LEADERSHIP CONSULTANT
- Full-time staff member who visits every chapter annually
- Provides Chapter with requested programming
- Focus of visit: Award of Excellence

REGIONAL ADVISORY COUNCILS
- Alumni volunteers who agree to assist one specific chapter year-round
- Conduct consultation visit annually
- Maintains monthly contact

FARMHOUSE PARENTS' CLUB
- Provides funding and support for special projects
- For some, representative serves on the FH Association Board

FARMHOUSE HEADQUARTERS STAFF
- Provides support/resources/services to chapter leaders, associations, and advisors
- Develops & coordinates programs
- Recruitment/expansion assistance

FARMHOUSE FOUNDATION
- Scholarships
- Chapter Housing Support
- Leadership Conference grants
- Computer/technology support

LOCAL FOUNDATION COUNCILS
- May raise tax-deductible dollars through FarmHouse Foundation for educational purposes to build endowments at local level

FARMHOUSE HOUSEMOTHER
- Provides daily support for men & etiquette, social skills training
- Works with cook and kitchen manager on meal plans

FARMHOUSE CHAPTER ADVISORS
- Attend chapter meetings and offer advice, counsel
- Advises local chapter and keeps Association & International Headquarters informed
FarmHouse Support Expectations

**FARMHOUSE ASSOCIATIONS**
- Pay rent on time
- Come prepared to meetings with bids, quotes, priorities for funding
- Email chapter meeting minutes to Association Board

**UNIVERSITY SUPPORT**
- Short monthly meetings with Greek Life
- Invite key resource people to dinner - Greek Advisor, Deans of Ag/Students
- IFC involvement/campus leadership

**FH INTERNATIONAL PROGRAMS**
- 10% of members at Conclave
- 20% of members at RLCs
- Ensure AFH Conference Policy followed
- Assist w/FFA Convention, as allows

**FARMHOUSE CHAPTER ADVISORS**
- Clear job description & role between chapter and association
- Good mtg planning - 1 hr meetings
- Email minutes to advisors

**REGIONAL ADVISORY COUNCILS**
- Maintain monthly contact
- Email minutes/chapter updates
- Schedule visit at beginning of semester

**FARMHOUSE PARENTS' CLUB**
- Receive newsletter/basics of FH info
- Cost breakdown of house bills/dues
- Help schedule events/advance notice
- Educate on hazing/alcohol policies

**CHAPTER LEADERSHIP CONSULTANT**
- Communicate your chapter's needs
- Schedule individual meetings with consultant
- Full chapter attendance at workshops

**FARMHOUSE HOUSEMOTHER**
- Clear job description
- Make clear who reports to
- Open lines of communication

**FH INTERNATIONAL BOARD**
- Ensure policies are adhered to and hold brothers accountable
- Utilize Award of Excellence as planning tool
- Ask questions

**LOCAL FOUNDATION COUNCILS**
- Learn who is Foundation Council Chair
- Learn whether funds are available and what's available for program/needs

**FARMHOUSE FOUNDATION**
- Promote Undergraduate Challenge
- Consider hosting Phone-A-Thon
- Share scholarship info w/all members
- Mail thank you notes to key donors

**FARMHOUSE HEADQUARTERS STAFF**
- Pay bills/complete reports on time
- Familiarize yourself with and utilize www.FarmHouse.org
- If questions, call 800-722-1905 or email FHHQ@FarmHouse.org

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FarmHouse Chapter
III. EDUCATION ONLINE
“Building the Whole Man” Initiation Preparation Program

The Central Objective of FarmHouse Fraternity:

Building the Whole Man: Intellectually, Spiritually, Socially/Morally, and Physically

This initiation preparation program is designed to acclimate the new member to FarmHouse and teach our ideals of Building Men through an experience-based education program. This program is intended to be used in conjunction with the New Member Education Program utilizing weekly cumulative quizzes on Fraternity, University, and self-development information.

Once the New Member completes the activities and receives confirmation signatures in each Building the Whole Man category, initiation into membership would then occur. It should be noted that these are minimum guidelines. Each New and Initiated member is encouraged to contribute beyond this suggested format.

General Information

- Do not allow hazing in any form. If you feel something is "excessive", against your morals or values, or done with any degradation or embarrassment, say "no" and report it; hazing activities are usually against the law. You may call the International Office at 1-800-722-1905. "We can't build men by tearing down boys." Chapter members should participate in new member activities as much as possible and where appropriate.

- Involve your parents as much as possible. We strive to make FarmHouse a family experience.

- Manage your time so that your studies will not be compromised.

- Although you may see this from other student organizations, never carve or deface property with FarmHouse letters or insignias. That behavior is considered inconsistent with FarmHouse ideals and principles.

- Never compromise your academic integrity - Don't cheat!

- It is the responsibility of each brother to abide by the House Rules.

- Every brother must do his share of the work. It is not enough for brothers in a chapter merely to elect a qualified New Member Educator and hope that he will then 'get his guys ready for initiation'. It takes the commitment of every brother to help the new members develop to their optimum potential during the education period, so that these men will insure the continued existence and success of the chapter.

- FarmHouse is a lifetime commitment. Were it not for involved alumni, our Fraternity would not be what it is today. Remember to never say, “I was in FarmHouse in college.” You will always be a FarmHouse member. Plan to be an outstanding alumnus.
“Building the Whole Man” Guidelines

**Intellectual**

- _____ At least 10 hours of quality study time per week.
- _____ Has attended workshops or viewed videotapes on each of the following: Time Management, Study Skills, Alcohol/Risk Management, Parliamentary Procedure, Etiquette/Social Skills, Hazing Prevention, Sexual Assault/Rape Prevention, Diversity/Racial Sensitivity, Confrontation Skills, Resumes/Interviewing, Personal Finance and Recruitment Skills. Chapters may also include topics on Dress for Success or workshop on Presentation Skills.
- _____ Passed New Member Quizzes with at least an 80%.
  
  Quiz #1 _____
  Quiz #2 _____
  Quiz #3 _____
  Quiz #4 _____
  Quiz #5 _____
  Quiz #6 _____
  Quiz #7 _____
  Quiz #8 _____
  Quiz #9 _____
  Final _____
- _____ Attended a seminar or lecture outside of class work.

**Spiritual**

- _____ Attended Church at least three times.
- _____ Attended a Bible study or a campus religious organization event.

**Social/Moral**

- _____ Attended a cultural presentation (play, musical, gallery, etc).
- _____ Went on a campus date.
- _____ Hosted a dinner date at a FarmHouse dinner.
- _____ Serenaded sorority with New Members.
- _____ Visited with Housemother at least twice (if applicable).
- _____ Visited with FarmHouse Sweetheart (if applicable).
Physical
______ Participated in or attended at least three FarmHouse Intramural athletic events.
______ Attended at least three university athletic events.
______ Participated in at least two pick-up games or worked out at least twice.

Leadership
______ Attended meetings of or participated in a campus student organization at least three times.

Community Service
______ Participated in at least two community service projects.

Recruitment
______ Submitted at least three names of potential members for the Hot List to the VP of Recruitment

Brotherhood
______ Met and became acquainted with at least three chapter advisors and/or area FarmHouse alumni.

To become acquainted with each member, mutually-agreed "interview" times were set and conducted with each brother. It is the responsibility of both the New Member and the Chapter Member to complete this section. These should be regarded as a special, brotherhood-building time void of any activities or attitudes that could be remotely viewed as hazing in any form. Examples of topics would be: "Why did you join FH, and what does it mean to you?", "How can I help to improve FH?", "Who were/are your big/little brothers?", "Tell me about your parents and family", "What are your future ambitions/occupation?", "What campus activities are you involved in/offices held?", "What are your hobbies?", etc.

<table>
<thead>
<tr>
<th>New Member Class:</th>
<th>Number of brothers</th>
<th>Number met with</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initiated Freshmen:</td>
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<td>Initiated Sophomores:</td>
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<td>Initiated Juniors:</td>
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<tr>
<td>Initiated Seniors:</td>
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</table>
## New Member Education Curriculum Summary

<table>
<thead>
<tr>
<th>MTG 1</th>
<th>Quiz</th>
<th>Brotherhood</th>
<th>FH Material</th>
<th>Officer Speaker</th>
<th>Educational Session</th>
<th>Songs</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>No Quiz</td>
<td>New Member Class Brothers</td>
<td>The Object</td>
<td>Chapter President Song Leader</td>
<td>Time Management</td>
<td>College Man Be Present</td>
</tr>
<tr>
<td>MTG 2</td>
<td>Quiz 1</td>
<td>Sophomores</td>
<td>A Brief History</td>
<td>Dir of Scholarship Academic Advisor</td>
<td>Scholarship, studying</td>
<td>Silver Goblet</td>
</tr>
<tr>
<td>MTG 3</td>
<td>Quiz 2</td>
<td>Juniors</td>
<td>Membership Part I</td>
<td>Dir of Risk Mgmt Chaplain</td>
<td>Alcohol/RM</td>
<td>I Took My Girl Out Walking We are the men of FarmHouse</td>
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<tr>
<td>MTG 4</td>
<td>Quiz 3</td>
<td>Seniors</td>
<td>Membership Part II</td>
<td>VP Finance Dir of Alumni Relations</td>
<td>Parliamentary Procedure</td>
<td>Sweetheart Song</td>
</tr>
<tr>
<td>MTG 5</td>
<td>Quiz 4</td>
<td>Chapter Advisors</td>
<td>Greek Alphabet Recruitment Skills</td>
<td>VP Recruitment</td>
<td>Etiquette/Social Skills</td>
<td>Let's Give a Cheer</td>
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<tr>
<td>MTG 6</td>
<td>Quiz 5</td>
<td>Association President</td>
<td>Chapter Bylaws/Rules Chapter History</td>
<td>Association President Athletics/Intramurals</td>
<td>Hazing Prevention</td>
<td>Down By the Riverside</td>
</tr>
<tr>
<td>MTG 7</td>
<td>Quiz 6</td>
<td>Chapter Founders</td>
<td>FarmHouse Awards University History</td>
<td>Dir of Administration Historian</td>
<td>Sexual Assault/Rape</td>
<td>A Brotherly Band</td>
</tr>
<tr>
<td>MTG 8</td>
<td>Quiz 7</td>
<td>Association Board</td>
<td>History of Chapters FH Int'l Structure</td>
<td>Dir of House Operations Kitchen Manager</td>
<td>Diversity</td>
<td>A Man Without A Woman</td>
</tr>
<tr>
<td>MTG 9</td>
<td>Quiz 8</td>
<td>Doane Recipients</td>
<td>FH Badge, Flag History Review</td>
<td>Dir of New Member Ed Total Member Educator</td>
<td>Confrontation</td>
<td>You’ve Lost That Loving Feeling</td>
</tr>
<tr>
<td>MTG 10</td>
<td>Quiz 9</td>
<td>Int'l President Fraternity Exec Dir Foundation Exec Dir</td>
<td>Fraternity System</td>
<td>Social &amp; Brotherhood Service/Philanthropy</td>
<td>Resumes/Interviewing</td>
<td>FH Will Shine Tonight</td>
</tr>
<tr>
<td>MTG 11</td>
<td>Quiz 10</td>
<td>Final Exam</td>
<td>Personal Finance</td>
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<tr>
<td>WEEK 12</td>
<td>“Builder of Men” Week and/or Formal Initiation</td>
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New Member Education Model Program

PRIOR TO FIRST MEETING New Members should receive the New Member Education binder containing:

- New Member Education Handbook (with chapter-specific materials added – including a semester calendar of all campus/chapter events, bylaws, house rules, contact info of all members and new members, chapter and campus materials that will be needed for new members).
- Loose-leaf paper for note taking.
- NOTE: Chapters may want to alter the new member syllabus that’s available on the web to include chapter-specific information such as everything from when meals are served to new member class meeting times to study hour times.

MEETING 1

Quiz No Quiz
Brotherhood Learn names of new member class, hometowns and majors
FH Material The Object
Officer speaker Chapter President & Song Leader
Educational session Time Management
Songs College Man, Be Present, University Fight Song

Action Items:
At this meeting, dates and times shall be determined for new member meetings as well as weekly study hours (if applicable).

1. Have some team building activities as well as other fun events to get the new members excited.
2. Discuss whether they want to order matching FH shirts/apparel
3. Set date for new member retreat
4. Go over the expectations of the new members.
5. Fill out a recruitment evaluation form.
6. The by-laws, house rules, main FH Int’l policies will be reviewed and understood.

MEETING 2

Quiz Quiz 1 (covering Meeting 1 material)
Brotherhood Learn sophomores
FH Material A Brief History
Officer Speaker Dir of Scholarship & Academic Advisor
Educational session Scholarship, Study Skills
Songs Silver Goblet

Action Items:
Plan New Member Retreat

1. Have men select 3 choices for big brother.
MEETING 3
Quiz                  Quiz 2 (covering Meeting 2 material)
Brotherhood          Learn juniors
FH Material          Membership (Part I)
Officer Speaker      Director of Risk Management & Chaplain
Educational session  Alcohol/Risk Management
Songs                I Took My Girl Out Walking and We are the men of FarmHouse

Action Items:
1. At retreat, set tentative dates/work on plans for – community service project, brotherhood function, social mixer with sorority new member class, new member class project.
2. Elect new member class officers at end of retreat (at least president, social, song leader).

MEETING 4
Quiz                  Quiz 3 (covering Meeting 3 material)
Brotherhood          Learn seniors
FH Material          Membership (Part II)
Officer Speaker      VP – Finance & Director of Alumni Relations
Educational session  Parliamentary Procedure
Songs                Sweetheart Song

Action Items:
New Members are each assigned Alumni Big Brothers
1. Class to help Historian update the chapter history this week – including plaques, herd book, scrapbook, etc.

MEETING 5
Quiz                  Quiz 4 (covering Meeting 4 material)
Brotherhood          Learn chapter advisors
FH Material          Greek Alphabet, Recruitment Skills
Officer Speaker      VP – Recruitment
Educational session  Etiquette/social skills
Songs                Let’s Give a Cheer

Action Items:
1. Idea: “Wall of Fame/Brag Board”
This is to focus on the accomplishments and contributions of your chapter members. Use an entire wall if necessary. Cut apart an extra copy of the most individual chapter composite, paste photos of each chapter member to a blank poster board(s) and ask them each to come and write down all of the activities that he is involved in. Tape all of these poster boards to the wall. Allow brothers time to read over the sheets, and see how brothers divide their time in various activities. Younger members will find brothers involved in a variety of organizations and, if interested, can find a good contact person to ask questions about a particular activity or organization. This is a good way to promote involvement in other organizations, and to recognize brothers who volunteer their time to different leadership positions and campus groups.
MEETING 6
Quiz    Quiz 5 (covering Meeting 5 material)
Brotherhood   Learn Association President
FH Material   Chapter History/Bylaws/House Rules
Officer Speaker  Association President & Sports/Intramural Chair
Educational session Hazing Prevention
Songs     Down by the Riverside

Action Items:
   1. Help arrange for new member to meet with Alumnus Big Brother.

MEETING 7
Quiz    Quiz 6 (covering Meeting 6 material)
Brotherhood   Learn Chapter Founders
FH Material   FarmHouse Awards/University History
Officer Speaker  Director of Administration & Historian
Educational session Sexual Assault/Rape
Songs     A Brotherly Band

Action Items:

MEETING 8
Quiz    Quiz 7 (covering Meeting 7 material)
Brotherhood   Learn Association Board
FH Material   History of Chapters, FH Int’l structure
Officer Speaker  Director of House Operations/Kitchen Manager
Educational session Diversity
Songs     A Man Without a Woman

Action Items:

MEETING 9
Quiz    Quiz 8 (covering Meeting 8 material)
Brotherhood   Learn Doane Award recipients, Master Builder winners from chapter
FH Material   FH Badge, Flag, History Review
Officer Speaker  Director of New Member Education & Total Member Educator
Educational session Confrontation Skills
Songs     You’ve Lost That Loving Feeling

Action Items:
### MEETING 10

<table>
<thead>
<tr>
<th>Quiz</th>
<th>Quiz 9 (covering Meeting 9 material)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brotherhood</td>
<td>Learn International President, Fraternity Executive Director, Foundation Executive Director</td>
</tr>
<tr>
<td>FH Material</td>
<td>Fraternity system (other fraternities, sororities on campus)</td>
</tr>
<tr>
<td>Officer Speaker</td>
<td>Social/Brotherhood Chair and Service/Philanthropy Chair</td>
</tr>
<tr>
<td>Educational session</td>
<td>Resumes/Interviewing</td>
</tr>
<tr>
<td>Songs</td>
<td>FH Will Shine Tonight</td>
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</tbody>
</table>

**Action Items:**

### MEETING 11

<table>
<thead>
<tr>
<th>Quiz</th>
<th>Final New Member Exam</th>
</tr>
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<tbody>
<tr>
<td>Brotherhood</td>
<td>----------------------</td>
</tr>
<tr>
<td>FH Material</td>
<td>----------------------</td>
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<tr>
<td>Officer Speaker</td>
<td>----------------------</td>
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<tr>
<td>Educational session</td>
<td>Personal Finance</td>
</tr>
<tr>
<td>Songs</td>
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</tbody>
</table>

**Action Items:**

1. Preparation for Initiation (Led by Director of New Member Education)

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**New Member Education Checklist:**

- [ ] Retreat was taken
- [ ] Each new member has a big brother
- [ ] Each new member has an alumnus big brother
- [ ] Community Service project has been hosted and implemented
- [ ] Brother function was hosted and implemented
- [ ] Sorority new member class mixer was held
- [ ] Sorority serenades were performed
- [ ] Each new member has met with each new member, chapter member, advisor, and Housemother
- [ ] Major project has been completed
- [ ] Each new member has submitted a New Member Education Evaluation Form
New Member Obligations

- Always focus on academics first and foremost. Consistent academic performance is expected in FarmHouse. Remember - you are not majoring in "Fraternity".
- Attend all chapter and new member meetings.
- Attend chapter functions and activities.
- Personally acquaint yourself with each new member, chapter member, advisor, and Housemother (if applicable). "Interviews" or plaque-signing has been used by other chapters as a way for new and chapter members to get acquainted. Suggested information to be discussed:
  1. "Why did you join FarmHouse, and what does it mean to you?"
  2. "How can I as a new member help to improve FarmHouse?"
  3. Name of Big & Little brothers
  4. Parents' names and occupations
  5. Future occupation/ambitions
  6. Offices held/campus activities
  7. Hobbies
- Take weekly cumulative quizzes. A final quiz may be given at the end of New Member Education. The purpose is to learn and know about the Fraternity - not just to memorize well.
- A New Member retreat may be taken early in the education period for new members to get to know each other better.
- Elect these or more new member officers: president, treasurer, social chairman, songleader.
- Each new member recruits at least two men. You are in the best position as recruiters.
- Plan and implement a community service project with the whole chapter participating.
- Plan and host a Brother Function for the entire chapter.
- Host a social/mixer with a sorority new member class.
- Perform a new member major project, preferably a chapter house improvement project.
- Each new member joins a chapter committee.

These are only a few suggestions for new member obligations - be creative and do as much as appropriate without sacrificing scholastic achievement.
The Big Brother Program

Brothers Have a Special Role

“You must never take advantage of the bonds of brotherhood. When you make promises to brothers, keep them. To become a brother, set good examples before everyone. Every image you project reflects upon your fraternity. We ask a lot of you. Everywhere you go, realize that you are an extension of our presence. You are now a [FarmHouse] goodwill ambassador. Brothers do not take each other for granted. Brothers are available at any hour for each other. There is no hour reserved from a brother in need. Invite brothers into your family. Let them be with your parents and make occasion for your parents to know them. Invite brothers home for a weekend and accept invitations. Brothers are always there to give advice and listen. Do not discuss these confidences with outsiders under any instance. Otherwise you violate a basic trust. Brothers are always there to shield the good name of one of their own. To have one brother speak unkindly of another is unthinkable. A Brother senses your mood and instinctively knows what to do. He will never intentionally hurt you. He will stand beside you in situations. He will attend your wedding to be your best man. He will be there through illness and death. When you meet after separation of some months, time will have stood still. Several thousand miles cannot separate brothers. Homecomings will uncontrollably summon your return. Brotherhood is greater than the sum of its members. If someone leaves the ranks, a link is broken in the chain and the loss is immense; it can take years to mend the damage. Overall, the brotherhood will never turn their back on another. A brother is one for life.”

-Jim Harmon, The Rainbow of Delta Tau Delta

The big brother is a very important part of the new member education program. The relationship between a big brother and a little brother often lasts much longer than the orientation period. It becomes meaningful to them during both undergraduate and graduate years. The big brother should not only see that his little brother is initiated, but that he also enjoys a strong collegiate experience and receives his degree.

The brothers in the chapter who are not big brothers also have a very important responsibility. New member education is the concern of the entire chapter, not only the New Member Educator, his committee, and the big brothers. Every member should have an interest in every new member.

Selection Process
The selection process for big brothers may be different. Selection of big brothers should not be hasty or random. The big brother program and its full intent should be reviewed during the first week of the program. After a full understanding and conscious decision, big brother selection should take place. It should typically take place somewhat later in the term after the new members and initiated members have had a chance to become better acquainted. At this point each new member should list his first five preferences for a Big Brother. The New Member Educator and his committee will match the Big Brothers with Little Brothers using proper judgment (see below criteria areas). Prior to the Big Brother announcement all members selected to be Big Brothers should be asked if they are willing to participate. The announcement of Big Brothers should be done in a fun, meaningful and memorable way. Some chapters use this time to give their Little Brothers FarmHouse apparel, memorabilia, or other items of significance.
There are a number of criteria which should be taken into account in the selection process of Big Brothers. These criteria should be reviewed with the new members prior to their listing of Big Brother preferences. These criteria should also be used by the New Member Educator and his committee during the matching process. Use the following as a guide in formulating your own list:

- **MAJOR AREA OF STUDY:** The same or similar majors or curriculums could be matched in order to help foster a relationship which will allow the Big Brother to assist the Little Brother in his studies. It is important to select Big Brothers who will have a positive influence academically on the new members. A minimum grade point average for Big Brothers should be established.

- **DEPENDABILITY:** Select Big Brothers who have proven themselves dependable in fraternal and academic endeavors. Use past Little Brother results as possible indicators.

- **ATTITUDE:** Strong role models with the proper attitude should be selected for the Big Brother positions. Poor and negative attitudes have a strong possibility of being transferred to Little Brothers.

- **PERSONALITY:** Big Brothers and Little Brothers should have complementing personalities. Communication, style, and sense of humor should be matched.

- **GRADUATION DATE:** Members who are expecting to graduate in the coming few months should not be allowed to be Big Brothers. This would not allow for the proper amount of exposure to the Big Brother program.

- **INTERESTS:** Similar hobbies should be used as a criterion, as they can automatically stimulate a strong friendship.

- **HOMETOWNS:** Brothers and new members from the same hometown or who are currently very good friends should not be matched. The Big Brother program is designed to create new friendships.
**Responsibilities**

In order to make the Big Brothers an effective part of the program, they must have specific responsibilities. They should be written and distributed to the big brothers for their reference and use. The following is a list of expectations and responsibilities which should serve as a guide in helping you develop your own list.

I. A Big Brother should:
   A. Be in good standing with the chapter (have a zero account balance)
   B. Be at or above the all-men's grade point average
   C. Serve as a positive role model for his Little Brother
   D. Have similar fraternal and personal interests
   E. Monitor academic performance
   F. Assist in the Little Brother's social adjustment
   G. Establish a relationship with the parents of the Little Brother through letters and telephone calls
   H. Act as a sounding board when needed
   I. Give introduction and explanation of chapter customs
   J. Hold weekly meetings with the Little Brother
   K. Expect his Little Brother to perform the responsibilities listed below
   L. Work in close cooperation with the New Member Educator
   M. Assure that the Little Brother has a thorough academic orientation to campus (i.e. libraries, computer center, career/placement center, counselors, drop/add financial aid, etc.)

II. A Little Brother should:
   A. Meet with his Big Brother at least once each week
   B. Not select a best friend (Big Brother), but an ideal person to emulate
   C. Demand continual involvement from his Big Brother
   D. Discuss any difficulties and problems with his Big Brother
   E. Use his Big Brother as a link for fraternal, academic, and social issues
   F. Expect his Big Brother to perform the responsibilities listed above
IV. CHAPTER DATA
Complete the following information.

The ___________ Chapter of FarmHouse International Fraternity started as an Interest Group on:

______________.

Important achievements of the group prior to becoming a chapter of FarmHouse were:

My chapter, the ________________ Chapter of FarmHouse was chartered on ________________,

becoming the ________________ chapter in order of establishment.
The Charter Members of the chapter are:

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<thead>
<tr>
<th>Name</th>
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</table>
The chapter house has been at ________________________________ since ____________________.

Earlier chapter homes have been located at:

<table>
<thead>
<tr>
<th>Address</th>
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DOANE AWARD WINNERS

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ASSOCIATION OFFICERS

Our Association President is: _____________________________________________________________________________

Our Association Treasurer is: ____________________________________________________________________________

Our Housemother/Resident Advisor is: _______________________________________________________________________

Past Housemothers/RA's have been:

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PERSONAL RECORD

I became a New Member of the _____________________________ Chapter of FarmHouse International Fraternity on ________________.

My New Member Education was under the direction of ________________________.

The other New Members were:

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Chapter Constitution & Bylaws
*(Each chapter should insert pertinent information here)*

Chapter House Rules
*(Each chapter should insert pertinent information here)*
V. UNIVERSITY
History & Facts
(Each chapter should insert pertinent information here)

Fraternity/Sorority System
(Each chapter should insert pertinent information here)
VI. PERSONAL DEVELOPMENT

Social Skills

“One Day You'll Be Glad You Know This...”

Most of the following etiquette "rules" are based on historical reasons, safety laws, or old parliament/court laws. When in doubt in a situation, common sense should always prevail. The advantage of learning etiquette is for you to feel comfortable in any social situation. Always act as a gentleman around ladies. Avoid profanity, even if they do not.

**Handshake**

- Range – be close enough to the person you greet to have a bent elbow, but not so close as to invade his/her personal space.
- Aim – look at the other person’s hand to make proper connection.
- Grip – squeeze firmly, not crushing or softly, and move locked hands in an up and down motion twice, while making eye contact, then release hands.

It is now acceptable for either the man or the woman to extend the hand. In the past, it was acceptable for the lady to choose to shake hands or not; because of this, when greeting an elderly woman, gentlemen may want to allow the lady to extend her hand first, showing that she chooses to shake hands.

** Escorting**

- The lady should be in the position of safety; the man should be in the position of jeopardy.
  - The man walks down the sidewalk on the outside, closest to the street.
  - The man should be on the downhill side of the stairs.
  - He follows the lady up the stairs
  - He leads the lady down the stairs
  - The gentleman assists the lady with doors
  - Excuse yourself when passing between two or more people

**Introductions**

- Male & Female: Say female's name first
  "Jane, I'd like you to meet John."

- Older & Younger: Say younger person's name first
  "Billy, I'd like you to meet Mr. Smith."

- Person of Rank/VIP: Say VIP's name first
  "President Jones, I'd like you to meet Bob."

**Phone Courtesy**

Answer the Fraternity phone with, "Good _____ (morning, afternoon, evening). FarmHouse Fraternity. May I help you?"
Avoid telephoning persons at meal time or late at night.

Chapter Hospitality

Greet guests with genuine congeniality immediately when they enter the house. Do not let anyone linger unattended.

Appropriately introduce guests to those present.

Be prepared to give up your seat for a woman, and elderly person, or a VIP, and consider rising from your seat any appropriate time a lady enters a room.

Cater to all guests and anticipate their needs.

Dining

It is customary that the gentleman may make restaurant reservations. Ask if there is a dress code; if so, inform all of the guests ahead of time.

Remove your cap/hat. It should not be worn at the table. Technically, though this is often routine practice for young men, they should not be worn indoors at all.

He is the one who speaks to the maitre’d and always announces the number in his party.

The lady follows the maitre ‘d to the table followed by the gentleman.

If it’s a large group:
  - an older lady goes before a younger lady
  - an older man goes before a younger man

If possible, all table members should be introduced prior to entering the dining room.

When taking a guest to dinner, he or she is always at your right. Assist the lady on your right with her chair before and after dinner.

All gentlemen at the table should rise from their seats when a lady is seated or rises from the table. It is also suggested to rise when a lady walks into the room for the first time; sit after she is seated.

Bringing a gift to your host(ess) and/or sending flowers ahead of time are thoughtful ideas.

Before a dinner party only a close friend of the host(ess) should offer to help in the kitchen.

Rise (gentlemen especially, but younger ladies as well) when you are being introduced to someone.

Be seated and rise from the left of your chair.
If she wishes, the gentleman may order for the lady.

Unfold napkin and place in lap when first seated. When dinner is ended, place napkin partially folded at the left of your plate, after the head of the table does.

Knowledge of current events is recommended for table conversation.

Wipe your mouth before taking a drink, thus avoiding a greasy rim around glass or cup.

Dishes are served from the left and removed from the right.

During formal dinners, lengthy conversations with the wait staff is only appropriate away from the table.

Be aware of a possible cover plate used for show only, used beneath other plates or bowls.

Knives are set so that the blade faces the plate.

Dinner may be announced by "Dinner is served".

Everything is to be passed to the right. Wait for the head of the table to start the passing.

Receive with your right hand and pass with left. Always pass salt & pepper together and place on table for next person to pass.

Rolls are to be broken (not cut) in half, or thirds and buttered only before eating each bite.

Two styles of eating generally are accepted: American and Continental. (Difference is how knife and fork are used.)

Finger bowls may be used in some instances after dinner to subtly wash the tips of your fingers.

When eating hors d'oeuvres do not eat directly from the serving plate.

If necessary, excuse yourself from the table to dislodge food from your teeth; do not use a toothpick.

At the table do not blow your nose with a napkin or groom (comb hair, etc) yourself.

Do not talk with your mouth full, and keep your mouth closed when chewing.

Do not reach across the table for an item; ask to have it passed to you.

Do not "burp" out loud.

Do not say you dislike a food that is being served.
Do not spit out fish or chicken bones directly onto your plate. Deposit them on your fork first and lower them to your plate.

If your napkin or silver is dropped, push it under the table with your foot, and ask server for a new one.

Use silver in order of arrangement beginning from the outside. If in doubt, follow the lead of the host.

Hold silverware properly, so that decorated part of handle is not covered by your hand.

Start to eat each course only after the head of the table starts; all members at the table should be served before the head starts, unless there is a major delay. In that case, the un-served person "releases" the rest of the table to begin.

If food is improperly cooked, nicely ask the wait staff to make the adjustment by heating or replacing it.

Take food and drink to mouth, not mouth to food.

Scoop soup away from you and sip (quietly) from the side of the spoon.

Use knife to cut salad if it cannot be cut with a fork.

Keep soiled silver off tablecloths and take spoon out of cup before drinking.

After first use, keep knife and fork on plate, at sides or top of plate.

When finished with course, place both knife and fork together near the center, top edge of plate.

Keep elbows off the table. As much as possible, eat with one hand and keep other in lap. Keep both in lap when not eating.

Guest needs are directed to the head of the table, and through him to the server.

Always taste the portion of food before seasoning it.

If you do not want coffee, say "no thank you" to server; do not turn the cup upside down. The wait staff may turn it over if that is customary at that particular establishment.

After rising from your chair, push it up to a finger's length from the table.

Remember to send a thank you note to your host(ess) soon after the dinner party.
Wine

Wine should be approved by the head of the table first before it is served.

Cork is sniffed for aroma and tested with thumbnail for moisture.

Server may sample wine first.

Host then tests the wine by sight, smelling for bouquet, and taste. Others are then served.

Wine glass should be held by stem so that heat of hand does not affect temperature flavor.

Wine should be served at "chateau" temperature 68 - 72 F.

White wines are usually served with soup, salad, fish, and poultry.

Red wines are usually served with red meats, red-meat fish (salmon or tuna), wild game (duck, pheasant)

Formal Toasts

Toasts are usually given when dishes have been taken away and before dessert and coffee are served. Procedure for a formal toast:
- Raise glass at arm's length directly toward person being toasted
- Person being toasted does not toast along or drink to toast
- All respond with "Here, here."
- Unless it's an informal toast, do not "click" glasses together.

Weddings

If one receives an invitation, it is proper etiquette to give/send a gift even if one cannot attend.

Groom’s responsibilities

Obtaining the marriage license and paying for the blood test; the groom's wedding clothes; selection of best man and other male attendants; the rehearsal dinner; flowers for the groom's family including corsages for his mother and grandmother, and boutonnieres for the men in the wedding party; the bride's bouquet; the engagement and wedding rings; the bride's wedding gift; the honeymoon plans and cost; minister's fee and possibly for acolytes, organist, soloist; lodging arrangements for wedding party from out of town; gifts for male attendants; travel arrangements from reception to honeymoon.

Best Man responsibilities

Assist groom in planning/implementing his wedding responsibilities; coordinate fitting of other male attendants and out-of-town lodging arrangements; insure that the ushers are aware of their duties. During the wedding ceremony, hold the license and the bride's wedding band. After the wedding he should pay the minister fee and other tips (with the groom's money). He arranges for the couple to be transported to the reception, and during the reception, has the honor of offering the first toast to the new couple. A responsible best man is a great asset to the couple.
Casual (Every Day) Place Setting

- Dinner plate
- Salad fork
- Dinner fork
- Dinner knife
- Soup spoon
- Napkin
- Drinking glass
Gentlemanly Thoughts

The Creed of the Sigma Alpha Epsilon Fraternity

THE TRUE GENTLEMAN
The True Gentleman is the man whose conduct proceeds from good will and an acute sense of propriety, and whose self-control is equal to all emergencies; who does not make the poor man conscious of his poverty, the obscure man of his obscurity, or any man of his inferiority or deformity; who is himself humbled if necessity compels him to humble another; who does not flatter wealth, cringe before power or boast of his own possessions or achievements; who speaks with frankness but always with sincerity and sympathy; whose deed follows his word; who thinks of the rights and feelings of others rather than his own; and who appears well in any company, a man with whom honor is sacred and virtue safe.

- John Walter Wayland (Virginia Omicron 1899)

An Excerpt from the Virginia Military Institute’s Code of a Gentleman

“Without a strict observance of the fundamental Code of Honor, no man, no matter how polished, can be considered a gentleman. The honor of a gentleman demands the inviolability of his word, and the incorruptibility of his principles. He is the descendant of the knight, the crusader; he is the defender of the defenseless and the champion of justice . . . or he is not a Gentleman.

A Gentleman . . .

- Does not discuss his family affairs in public or with acquaintances.
- Does not speak more than casually about his girl friend.
- Does not go to a lady's house if he is affected by alcohol. He is temperate in the use of alcohol. Does not lose his temper; nor exhibit anger, fear, hate, embarrassment, ardor or hilarity in public.
- Does not hail a lady from a club window.
- A gentleman never discusses the merits or demerits of a lady.
- Does not mention names exactly as he avoids the mention of what things cost.
- Does not borrow money from a friend, except in dire need. Money borrowed is a debt of honor, and must be repaid as promptly as possible. Debts incurred by a deceased parent, brother, sister or grown child are assumed by honorable men as a debt of honor.
- Does not display his wealth, money or possessions.
- Does not put his manners on and off, whether in the club or in a ballroom. He treats people with courtesy, no matter what their social position may be.
- Does not slap strangers on the back nor so much as lay a finger on a lady.
- Does not 'lick the boots of those above' nor 'kick the face of those below him on the social ladder.'
- Does not take advantage of another's helplessness or ignorance and assumes that no gentleman will take advantage of him.
- A Gentleman respects the reserves of others, but demands that others respect those which are his.

A Gentleman can become what he wills to be. . ."
The Knight’s Code of Chivalry as compiled by Leon Gautier
1. Thou shalt believe all that the church teaches and shall obey all her commandments.
2. Thou shalt defend the church.
3. Thou shalt respect all weaknesses and shalt constitute thyself the defender of them.
4. Thou shalt love the country in which thou wast born.
5. Thou shalt not recoil before thine enemy.
6. Thou shalt make war against the infidel without cessation and without mercy.
7. Thou shalt perform scrupulously thy feudal duties, if they be not contrary to the laws of God.
8. Thou shalt never lie, and shalt remain faithful to thy pledged word.
9. Thou shalt be generous, and give largesse to everyone.
10. Thou shalt be everywhere and always the champion of the Right and the Good against injustice and evil.

The Seven Knightly Virtues as compiled by Scott Farrell
There was no such thing as a “uniform” code of chivalry in the Middle Ages. Many people — from successful knights to contemplative philosophers — compiled lists of virtuous qualities, called the “knightly virtues,” which they felt defined chivalry. No two were exactly the same. There were, however, several common themes found in these lists of knightly virtues. By combining these, the following are considered to be the seven knightly virtues of the modern code of chivalry:

1. Courage: More than bravado or bluster, today’s knight in shining armor must have the courage of the heart necessary to undertake tasks which are difficult, tedious or unglamorous, and to graciously accept the sacrifices involved.
2. Justice: A knight in shining armor holds him- or herself to the highest standard of behavior, and knows that “fudging” on the little rules weakens the fabric of society for everyone.
3. Mercy: Words and attitudes can be painful weapons in the modern world, which is why a knight in shining armor exercises mercy in his or her dealings with others, creating a sense of peace and community, rather than engendering hostility and antagonism.
4. Generosity: Sharing what’s valuable in life means not just giving away material goods, but also time, attention, wisdom and energy — the things that create a strong, rich and diverse community.
5. Faith: In the code of chivalry, “faith” means trust and integrity, and a knight in shining armor is always faithful to his or her promises, no matter how big or small they may be.
6. Nobility: Although this word is sometimes confused with “entitlement” or “snobbishness,” in the code of chivalry it conveys the importance of upholding one’s convictions at all times, especially when no one else is watching.
7. Hope: More than just a safety net in times of tragedy, hope is present every day in a modern knight’s positive outlook and cheerful demeanor — the shining armor that shields him or her, and inspires people all around.

Each of these concepts is important in itself, and every one of these virtues is an admirable quality, but when all of them blend together in one person, we discover the value, and power, of chivalry today. Modern-day knights should strive to keep these virtues alive in their own hearts, but, perhaps more importantly, they should work to bring these wonderful qualities out in the people they see every day — at home, in the office, at school or on the street corner. A person who lives by the code of chivalry in today’s world allows everyone to see their best qualities reflected in his shining armor.
Robert E. Lee’s Thoughts on Being a Gentleman

“The forbearing use of power does not only form a touchstone, but the manner in which an individual enjoys certain advantages over others is a test of a true gentleman.

The power which the strong have over the weak, the employer over the employed, the educated over the unlettered, the experienced over the confiding, even the clever over the silly, the forbearing or inoffensive use of all of this power or authority, or a total abstinence from it when the case admits it, will show the gentleman in a plain light.

The gentleman does not needlessly and unnecessarily remind an offender of a wrong he may have committed against him. He cannot only forgive, he can forget; and he strives for that nobleness of self and mildness of character which impart sufficient strength to let the past be but the past. A true man of honor feels humbled when he cannot help humbling others.”

-Robert E. Lee

Are You Strong Enough

To be, -
Right and not boast
Wrong and not alibi
Rich and not arrogant
Poor and not covet
Successful and strut not
Failing and quit not
Honored and modest
Ignored and unresentful
Hurt and forget it
Criticized and take it
Tempted and resist, and
Honest when it hurts?

And can you unto others do,
As you would have them do to you?

If to these you have attained –
YOU ARE STRONG.

- D. Howard Doane
**Recruitment Skills**
The definition of Recruitment is best seen in the term: "Making Friends". It is only logical that a man will join the group with which he feels most at home. The Chapter that congregates only with themselves during a Recruitment function will come across as a group of snobs or as a cluster of morons. The chapter whose members can only discuss hometown, majors or the weather may appear to be comprised of shallow personalities. This may not be the case at all. Maybe all that is missing are a few interpersonal communication skills, something relatively simple to improve. The prospect's perception of the chapter may not be true, but to him, his perceptions are facts.

With this general philosophy in mind, one has a framework for the specific points of communications skills. These include:

a) starting the conversation,
b) keeping it on interesting topics,
c) showing genuine interest in what the other person is saying,
d) remembering names, and so on.

**Facilitating the Conversation**
The purpose of conversation is to have all parties learn something about each other and to create a comfortable atmosphere in which friendship can develop. There are a number of points to consider in the achievement of a warm and interesting conversation, but the idea is to make the guest feel at home, start a conversation, and keep it going. The points below will help provide a general structure to remember from your introduction until you exit.

- Be confident in yourself!
- Approach the guest with a broad smile, firm handshake, enthusiasm.
- Introduce yourself first.
- Make sure the prospect feels at home.
- Offer to get him some refreshments.
- Be aware that he might be interested in seeing the house or the chapter's scrapbooks.
- NEVER, NEVER, NEVER leave a guest standing alone.
- Try to introduce him to brothers with similar interests, especially if you cannot find any common ground yourself.

Always introduce him to someone else and get a conversation going before moving on!! A successful event is one where a great number of members meet a great number of prospects.
Possible Conversation Topics
Of course there is more to a good conversation than the outline of movement above. For one thing, just what do you talk about? The best of all possible subjects is the prospect/chapter visitor himself. It makes the guest feel at home and lets him know you are sincerely interested in his friendship.

A good approach is to ask a general question which will reveal the chapter visitor's interests. Listen to what he says. Let the chapter visitor do the talking, but be sure you have topics of conversation in reserve to keep the ball rolling. Possible topics to keep in mind are:

- His move to college, his old friends, new friends
- His background and family
- His high school interests and activities
- His future plans, goals
- His view of college so far
- Classes he is taking
- Current events
- Sports, music, books, movies, summer jobs
- His feeling about the residence hall and his first roommate
- Upcoming college and chapter events
- His hobbies and interests
- Hunting, fishing, camping, backpacking, photography
- Fraternities (that is what he is there for)
  - Advantages of FarmHouse membership
  - Why you joined
  - What you have gained
  - What he is looking for in a fraternity
- FarmHouse: programs, ideals, philosophies, Barn dances/Hayrides, faculty dinners, Halloween parties, homecomings, Leadership Conferences, Conclave, international brotherhood, intramurals, spring formal, service projects, alumni associations, etc.

The brothers should also be prepared to answer any questions the potential new members are thinking about, and it is important that these questions be answered honestly and straightforwardly. This opens other possible topics of conversation such as:

"Why did you join the chapter?"
"What is the value of fraternity membership?"
"How much does it cost?"
"What important events comprise your history, etc.?"
"How much time does it take?"
"How will it affect my grades?"
"Should I wait until my Sophomore year?"
"Will I be required to live in the chapter house?"

In addition to our speaking and conversation habits we must be aware of our body language. If your handshake is like a wet rag, it will give the impression that we are bored, lazy or not interested. The same goes for yawning, poor posture and wandering eyes. We must be alert and aggressive, but through our actions. Actions speak louder than words.
Remembering Names

Remembering a person's name is an art many of us have not mastered. However, it is quite obvious that if we can remember a prospect's name when we see him on campus he is going to be impressed. Below is a brief outline that may assist some people in remembering names. Further, this subject would make an excellent chapter program--contact someone in the speech department or counseling center.

1) Do not look directly at a visitor's face when hearing his name for the first time. This eliminates competition between sight and sound stimuli, overcoming the dominate visual impulse which causes you to remember the face but not the name. In fact, many of the best "name remembering" people actually turn their heads away from the person they are meeting, as if listening for a soft sound in a room full of noise.

2) Be sure to hear the name. If you did not get it, admit it. Some people ask the guest to repeat his name and then they repeat the name again to themselves. And when shaking hands, do not release your grip until you have the name.

3) Try to spell the name, or ask the person to spell it for you.

4) Make a remark about the name--to yourself or to the person. Think of someone you know with the same name and make a mental connection; or mentally place the person you know on the new man's shoulders.

5) Use the name again and again in the conversation. Besides reinforcing your own memory, this technique makes the guest feel more welcome and at ease.

6) Make it a point to introduce the guest to other men during the course of conversation. This reinforces your own memory and helps your brothers as well, emphasizing the sound of names on a more universal chapter level.

7) Use his name again when you say good-bye.

Of course, the use of name tags during recruitment events is one of the best ways to help brothers and chapter visitors alike to remember names.
Things to Consider Not Doing and Some Alternatives
The following is a quick list of things not to do while talking with prospective members. In addition, suggested alternatives are also listed:

DO NOT use the expression, "I don't believe I've met you before".
Be informal. Say, Hi, my name is _______(either wait for him to say his name, or say; "what's yours?")

DO NOT release the handshake until you are sure of a visitor's name.
Listen to his name and.... concentrate.

DO NOT talk about yourself.
Listen to the guest and talk about what interests him...not necessarily you. Satisfy his ego needs.

DO NOT criticize any other fraternity or any individual.
It is much more impressive to say good things about other fraternities. Besides, the number one chapter has no reason to criticize others. Only the inferior chapters will feel any need to criticize at all.

DO NOT leave any guest alone by himself for any reason.
There is nothing more uncomfortable than being alone among strangers. Make them feel a part of the group.

DO NOT refer to a recruitment guest as a "rushee".
He is a "Guest of the Chapter".

DO NOT congregate in large groups at the entrance to the house.
All the brothers should be on the first floor, but spaced about. There will always be early and latecomers.

DO NOT try to put on a phony appearance for prospects.
You should be as natural as possible. But do clean up and look presentable. "Like" attracts "like". You will attract what you appear to be. During recruitment events it is strongly recommended to refrain from smoking, chewing tobacco, etc.

DO NOT lie to a guest about your fraternity status (scholarship, intramurals, finances, etc).
It is ridiculous to do so, and your respect and credibility will drop to zero.

DO NOT criticize brothers in your own chapter for their weaknesses or yours as well.
Speak, rather, of their personal accomplishments and goals attained.

DO NOT act bored regardless of how tired you are.
This not only affects the guests, but the effect on the chapter is devastating. Maintain your enthusiasm!

DO NOT use foul language around guests.
It really accomplishes nothing, and it may very well offend someone.
DO NOT attempt to convince a man to join if he cannot afford it.
   The pressures on him and the problems created for the chapter are simply not worth it.

DO NOT be rude to anyone.
   It will merely alienate the guest, and he may react by verbally talking bad about FarmHouse with other prospects.

DO NOT rush to the refreshment line, guest go first!
   But not all first...mix up guests and brothers, but when in doubt - wait!

DO NOT congregate with other groups of brothers (we have plenty of time to talk about the party). They may get the impression that no one is interested in them.
   Remember to individualize recruitment as much as possible.

DO NOT maintain a sloppy appearance.
   Dress appropriately for the occasion and ask everyone else to do the same. Wearing your fraternity pin is appropriate and says that you are proud of your fraternity.

DO NOT criticize a chapter visitor in the presence of another.
   It may be a friend of his that you are talking about; and besides, it is not consistent with FarmHouse gentlemanly conduct.

DO NOT give up if a prospect wants to wait to join.
   A continued effort and personal interest shown in him will almost always end in his joining at a later date.

DO NOT apologize for your weak points.
   Discuss further plans for reinforcement and also those areas where you are particularly strong.

DO NOT talk only about hometowns, majors, etc.

Remember: listen to what the guest has to say, and then discuss his interest.

Handling Objections
Never argue with a prospect. There are other ways to handle objections and overcome them. The following four-step method is one procedure to practice and keep in mind:

1) Hear him out without interruption; let the prospect tell you his objections or concerns;
2) Before answering the objection, lower the prospects resistance with a softening-up statement, such as "I can understand that; I had the same problem before I decided to join";
3) Convert the objection into a question which can be answered; and
4) Answer his question.
If a recruitment guest has one small objection that cannot be overcome, identify all things he likes about FarmHouse. Let him construct a scale to place his likes and dislikes in perspective.

Remember that objections arising out of misunderstanding can be overcome. Objections based on real facts cannot be overcome. However, when brothers hear objections to membership based on misunderstandings and misinformation, they should be prepared to discuss facts! Some common objections and methods of handling them follow:

**Objection: "I am afraid the fraternity will hurt my grades."**

The simple facts are the best answers. Statistically, a greater percentage of entering freshmen who join a fraternity graduate from college than do non-fraternity men. Also, the all-fraternity average is higher than the all-men's average in the vast majority of colleges. Cite specific academic achievement of your chapter, chapter average, scholarship programs, library, etc.

"I can understand that, I had the same thought when I joined my freshmen year. How about I explain to you how FarmHouse can actually help you improve and get good grades by joining?" (Explain your scholarship programs, GPA statistics, etc. Show the guest exactly how much time it takes, and that being a fraternity man does not take away from your study time.) "Did you know that being in an international fraternity adds about 50% to your chances of graduating?"

**Objection: "I don't have the time."**

"Time is a concern for everyone in college. The big thing is learning how to budget your time. The fraternity can help you with this. You will find that you have much more free time in college than you did in high school. There are certain functions of the fraternity which will require time such as new member meetings and projects, but for the most part, you will be on your own initiative to meet your requirements during a new member period. I must say, though, the more you put into the fraternity the more you will get out of it."

**Objection: "I don't have the money."**

"It does cost to be a member and it is important that everyone carries his share. It doesn't cost as much as you would think, though. You have to pay an initiation fee of $xx. This fee is paid only once and goes for operation of the International Fraternity. In addition, International Dues are $xx per year while you are in college. For that money, we... (expand on services). Chapter dues are $xx a month which averages to $xx a week. For that you get..." Break it down. (Compare to residence hall costs).
Objection: "What about hazing?"

"Our Fraternity doesn't haze new members. We believe you are a man, and we see no reason to make you put up with childish pranks. It is against our International Fraternity and chapter policies, and we simply don't allow it to go on. I know how you feel about it. I never would have put up with hazing if I had to go through it. In fact, we have a saying in FarmHouse, 'you can't build men by tearing down boys'."

Objection: "I've heard your chapter is weak."

Ask him what he specifically means by "weak". Answer his concerns honestly and directly. Turn this into a challenge. Offer him the chance to be one of the members who will build the chapter up and make it strong again. Tell him that his chance to make his influence felt is great in your chapter. If he is a strong individual, this benefits the chapter and him. Be honest about your weaknesses, but be certain to outline the chapter's plans for improving, and point out the strengths of the chapter.

Objection: "It won't contribute to my career."

"Employers and graduate schools look over the entire resume of prospective employees and grad students. Fraternity membership provides leadership opportunities and experiences in working with groups of people. It is indicative of a well-rounded person, one who handles himself with ease and confidence in social settings. Furthermore, fraternity alumni involved with chapters often provide valuable leads and recommendations to members in their search for jobs or graduate schools."

Objection: "But, I like living in the dorm."

If your chapter requires members to live in the house: "At first, I felt the same way. However, let me show you the benefits of living in the chapter house."

Answer this by asking questions you know will get a negative response: "Are you able to pick the people you live with in the residence hall? Do the guys in the hall help you with your studies? Will you have a place to come back to after graduation?"

Brotherhood is the key concept here. Show him how it is nice to have people who care for you around when you need them. Invite him to your house. It is probably much more attractive than the residence hall. Tell him about the chance for individuality in the room he chooses, the decor and other places where he can make himself felt. In addition to that, discuss the advantages of having all the friends he made in the residence hall along with all the new ones he will make here."
Objection: "It looks good, but I think I will wait."

"You are right; you should be sure when you join a fraternity. For some it is probably best to wait. However, if I can show you the benefits of joining now, will you consider it?" (Explain the activities that he may miss out on if he waits).

A quarter or semester of fraternity experience, which you know to be good, is a great loss. Also, show him that he may be part of a great new member class, if you have already signed up some people. Have him talk with one or two brothers who waited for a term or two. Have them point out what they felt left out because they delayed joining.

Objection: "My parents don't want me to join a fraternity."

"That is easy to understand—at first my parents felt the same way. But, if your parents agree, then would you consider joining?" (Many parents have no idea of what a fraternity is and for this reason may object. You must talk to the parents and make them aware of all of the benefits of joining a fraternity—scholarship, friendship, leadership, etc. A personal visit is best in the home or chapter house. In many cases, a phone call will do the job. Involve the chapter advisors and/or association members in this process with the parents).

If the parents are present at this visit, you have taken the first step to meeting their objections. Ask them what their specific objections are and answer them honestly. If they are not present, offer to meet with them at their convenience or by phone. Again, answer the objections honestly.

Objection: "My friend is going to join another fraternity and we want to be in the same one."

"One of my best friends is a member of a different fraternity, so I know how you feel. But joining different fraternities is not all bad for a friendship. By joining different ones, you both will increase your acquaintances and friends. Our fraternity has many good friends in other fraternities, but we do not let them influence our actions to the point of conformity."

Other objections may arise. The Vice President of Recruitment should structure a workshop discussion around situations which seem to continually recur at your particular chapter.
Parliamentary Procedure

Parliamentary Procedure is used to keep the meeting orderly and efficient. It protects the rights of the minority, while allowing the majority to rule. The fundamental elements of parliamentary procedure are presented as follows. For a more extended treatment, please consult Major Henry M. Robert’s *Rules of Order Newly Revised* or Marie H. Suthers’ *Primer in Parliamentary Procedure*.

1. Ideas and activities are presented in the form of a *Yes/No* question to be voted upon. (Forces a decision.)
2. Everyone can discuss, or talk, once until all have discussed. (No second helpings to talking before others have had first helpings.) Members must be recognized by the President before they can speak.
3. Majority = 1 more than ½. (Majority of 10 = 6, of 15 = 8.)
4. Only 1 main motion or idea can be presented at a time. (This avoids confusion.)
5. Form to move motions: “I move to…” or “I move that…”
6. You use the gavel to keep the meeting room in order. Tapping it several times will get people’s attention.

Motion

A proposal to take a stand or take action on an issue.

Members can:

- Present Motions
- Second Motions
- Debate Motions
- Vote on Motions

Motion Procedure:

- Obtain the floor
- Make motion
- Wait for a second
- Chair States your motion
- Expand on/Explain motion
- Putting the question

Voting on a Motion:

- By voice
- By show of hands
- By roll call
- By ballot
- By general consent

Possible to:

- Table a motion - set aside for later consideration
- Postpone a motion indefinitely - dispose of without making a decision for or against

Simple Main Motion

*Member:* “I move that we ……………………”

*Chairman:* “It has been moved that we ……….., is there a second”

*Another member:* “I second the motion”

*Chairman:* “It has been moved and seconded that we ……….., is there any discussion?”

Discussion proceeds. Members must be recognized by chairman before speaking.

Once discussion stops, the chairman calls for a vote.

*Chairman:* “We will now proceed to vote, all in favor of ……………….., please say aye. All opposed say nay”

*Chairman:* “The motion passes/fails, we will …………………”

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The Basics of Parliamentary Procedure

The tabular information below is merely a summary of the "A-B-C's of Parliamentary Procedure".

<table>
<thead>
<tr>
<th>Motion</th>
<th>What it does</th>
<th>How to Present the Motion</th>
<th>Amendable (can you change it?)</th>
<th>Debatable (can you talk about it?)</th>
<th>Vote (what kind of vote is required?)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Main Motion</td>
<td>The main idea or activity for the group to vote on.</td>
<td>I move to …</td>
<td>Yes</td>
<td>Yes</td>
<td>Majority</td>
</tr>
<tr>
<td>Amendment</td>
<td>Change parts of motions. You can strike words, add words, or strike &amp; add words.</td>
<td>I move to amend the main motion by striking … and adding …</td>
<td>Yes</td>
<td>Yes</td>
<td>Majority</td>
</tr>
<tr>
<td>Refer to a Committee</td>
<td>Gives the motion to a committee to research and discuss.</td>
<td>I move to refer the main motion to a committee of 3.</td>
<td>Yes</td>
<td>Yes</td>
<td>Majority</td>
</tr>
<tr>
<td>Postpone to the next meeting</td>
<td>Moves discussion and voting on the motion to the next meeting.</td>
<td>I move to postpone the main motion until the next meeting.</td>
<td>Yes</td>
<td>Yes</td>
<td>Majority</td>
</tr>
<tr>
<td>Table</td>
<td>Sets the motion aside while more pressing business is attended to.</td>
<td>I move to lay the main motion on the table.</td>
<td>No</td>
<td>No</td>
<td>Majority</td>
</tr>
<tr>
<td>Call the Question</td>
<td>Indicates that a member is ready to vote on the motion or on all pending motions (all motions on the floor).</td>
<td>I call the question. I call the question on all pending motions.</td>
<td>No</td>
<td>No</td>
<td>2/3</td>
</tr>
<tr>
<td>Division of the House</td>
<td>Calls for a counting revote of the main motion.</td>
<td>Division</td>
<td>No</td>
<td>No</td>
<td>Counting revote</td>
</tr>
<tr>
<td>Question of personal privilege</td>
<td>Asks for a special favor for an individual, like going to the bathroom or opening a window.</td>
<td>I rise to a question of personal privilege.</td>
<td>No</td>
<td>No</td>
<td>No vote</td>
</tr>
<tr>
<td>Take a recess</td>
<td>Provides for a break in the meeting to get up and stretch or use the facilities.</td>
<td>I move to take a recess.</td>
<td>Yes</td>
<td>No</td>
<td>Majority</td>
</tr>
<tr>
<td>Adjourn</td>
<td>Ends the meeting.</td>
<td>I move to adjourn.</td>
<td>No</td>
<td>No</td>
<td>Majority</td>
</tr>
</tbody>
</table>

*You must present the motions in order from top to bottom. You may skip a motion, but you can't move motions down and then up. You vote in reverse order; or from bottom to top.

Order of Business:
1. Opening Ceremonies / Roll Call.
2. Minutes of the Previous Meeting. (A record of what happened at the last meeting.)
3. Officer Reports. (Generally just the Treasurer’s Report of finances.)
4. Unfinished Business.
5. Committee Reports.
6. New Business. (New ideas or activities for the group to consider.)
7. Recreation and Refreshments.

4 Types of Motions: 1) Main Introduce subjects for consideration.
2) Subsidiary Change how the main motion is handled.
3) Privileged Urgent business not related to pending business.
4) Incidental Questions of procedure.
VII. SONGS OF FARMHOUSE

(Please refer to the FarmHouse Songbook)
ACKNOWLEDGEMENTS

Many groups and organizations have contributed to the development of these materials. Special thanks for all of their contributions to:

Kappa Sigma
Triangle
Pi Kappa Alpha
Phi Gamma Delta
Theta Chi
Sigma Alpha Epsilon
Beta Theta Pi
Sigma Chi
Alpha Chi Omega
Delta Chi
Delta Upsilon
Lambda Chi Alpha
Phi Kappa Tau

Baird’s Manual of American College Fraternities

We would also like to acknowledge all the time and effort of the FarmHouse International Headquarters staff in researching and compiling the material, and the production and editing of this publication.
ASPECTS & EXPECTATIONS

Please fill out, remove from this booklet, and give to the Director of New Member Education.

Aspects:

Please list and briefly discuss the one or two main aspect(s) of FarmHouse that attracted you and aided in your decision to join.

Expectations:

Please list and discuss what you expect to get from membership in FarmHouse Fraternity. Do not hold back; you are encouraged to sound selfish here.
The following questions are designed to help FarmHouse and the Recruitment Committee in evaluating the effectiveness of our Recruitment Program. Your answers will determine to a great degree the direction of future Recruitment.

1. How did you hear about FarmHouse Recruitment? (circle all that apply)
   - Friend
   - Letter/mailing
   - Chapter Member
   - Phone Call
   - New Member
   - Poster
   - Advertisement
   - Relative

2. What prompted you to come through FarmHouse Recruitment?
   - Encouragement of brother(s)
   - Pre-Recruitment note
   - Phone Call
   - Advertisement
   - Curiosity
   - Mailing

3. How much did you know about fraternities before Recruitment?
   - I knew a great deal
   - Had some knowledge
   - Had little knowledge
   - Knew practically nothing

4. What was your attitude toward fraternities before Recruitment?
   - Very positive
   - Generally positive
   - Neutral
   - Unsure
   - Negative

5. A) What impressed you the most about FarmHouse Recruitment?
   B) What didn't you like; impressed you the least?

6. What member(s) impressed you the most? Why?

7. Who was most responsible for your joining the Fraternity?

8. What influenced you the most to join the Fraternity?

9. A) If you visited other fraternities, what did you see in their recruitment programs that would be beneficial to FarmHouse Recruitment?
   B) What impressed you least?
10. How much significance did you place on the house or facility while visiting fraternities?
   Great significance       Some       Little       None

11. Did you gain much knowledge of the New Member Education Program during Recruitment?
   Yes                      No

12. Should we stress giving more information on new member education during Recruitment?
   Yes                      No

13. What was or what would your reaction have been to these forms of pre-Recruitment publicity?
   A) Poster                Good Neutral Poor Negative
   B) Form letter/mailing   Good Neutral Poor Negative
   C) Unannounced visitation Good Neutral Poor Negative
   D) Phone call from a Brother Good Neutral Poor Negative
   E) Ad in the school newspaper Good Neutral Poor Negative
   F) Handwritten note from someone you knew in the Fraternity Good Neutral Poor Negative

14. What points, advantages or opportunities should we stress more during Recruitment?

15. What improvements would you suggest for these phases of our Recruitment?
   A) Mailing
   B) Pre-Recruitment contacts
   C) Telephone contacts
   D) Recruitment activities
   E) Bid delivery
   F) Other

16. A) What would you have liked to have heard more about during Recruitment?
    B) Less?
NEW MEMBER EDUCATION EVALUATION FORM

After each New Member class has finished the New Member Education program, the program should be evaluated, and revised if necessary.

Have the new initiates fill out this form to generate ideas and discussion.

1. What is the general attitude of your New Member class toward the education program and the chapter? And why?

2. Do you consider the time you spent in the New Member program activities worthwhile? Unproductive? Why or why not?

3. Did you ever consider withdrawing? If yes, explain in detail.

4. What overall goals and objectives of New Member Education were achieved?

5. Could the effectiveness of the program be improved? Was it- too short? about right? too long?

6. Do you feel the relationship you had with your Big Brother was a meaningful one?

7. What changes in the program would you make?

8. Do you feel you are now prepared to meet the challenge of teaching future New Members?

9. Did the program take too much time away from your scholastic work?

10. Has the Fraternity met your expectations? How or how not?
State your feelings on the following. Please feel free to be open, honest and direct:

1. Big Brother system

2. New Member Educator

3. New Member Quizzes

4. New Member Activities

5. Social Activities (too little-ok-too much)

**QUESTIONS**

1. Do you think your word is heard?

2. Do you feel the dues/fees are fair?

3. What goals have you set for FarmHouse?

4. What other house improvements would you like to see?

5. What can the rest of the Chapter do to help you remain excited & involved?

6. How do your present feelings about FarmHouse compare with your feelings at the beginning of the term?