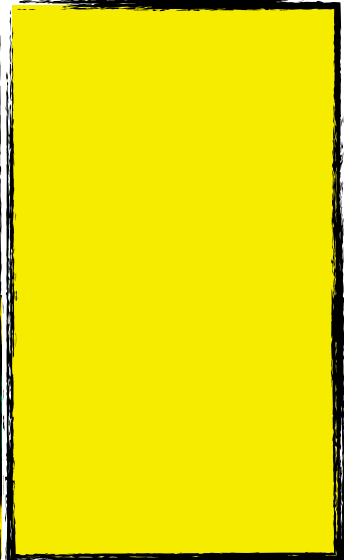
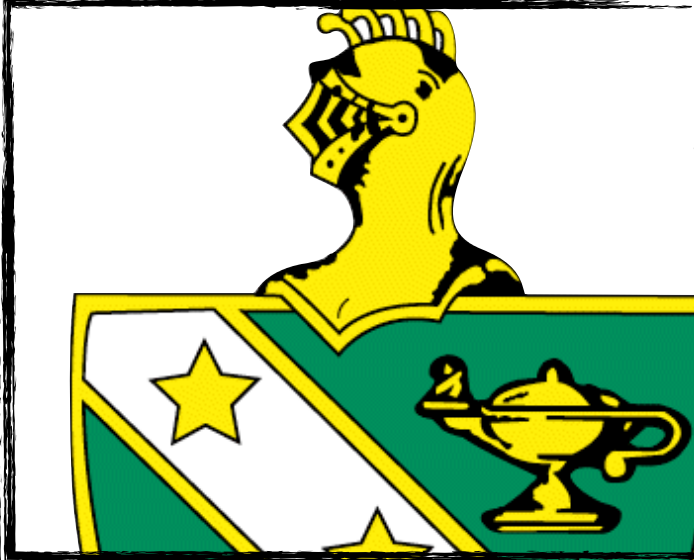


THE RECRUITER

Summer 2009

FarmHouse International
Fraternity
7306 NW Tiffany Springs
PKWY
Suite 210
Kansas City, MO 64153

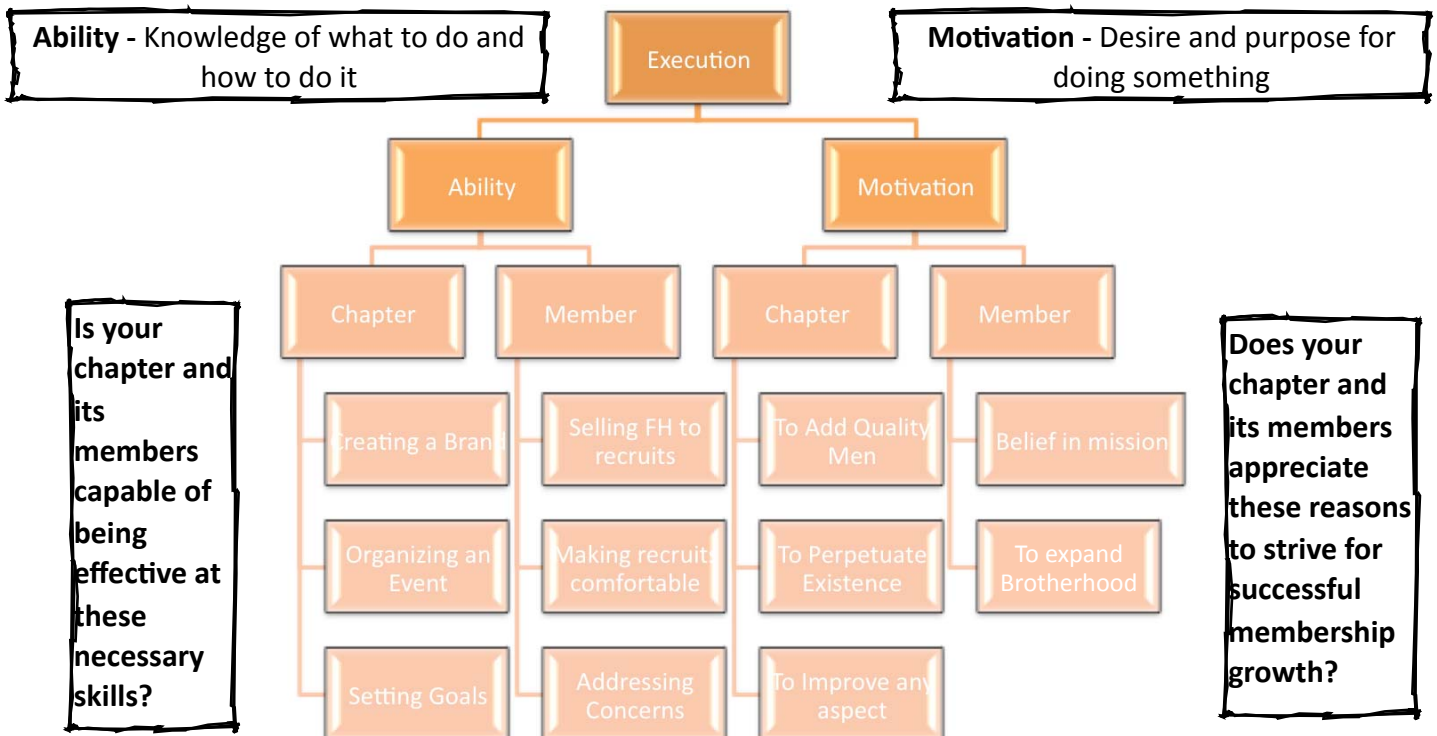


Nearly every chapter is in the throes of recruitment right now, some actively extending membership throughout the summer, others waiting until Formal recruitment when school begins. Regardless of your local campus's tradition/policy, this issue of *The Recruiter* offers some universal fundamentals of recruiting FarmHouse men.

Executing the Recruitment Plan

There are two elements of executing an action, ability and motivation. Applying these to the recruitment process, one can troubleshoot current operations to find the source of performance shortcomings.

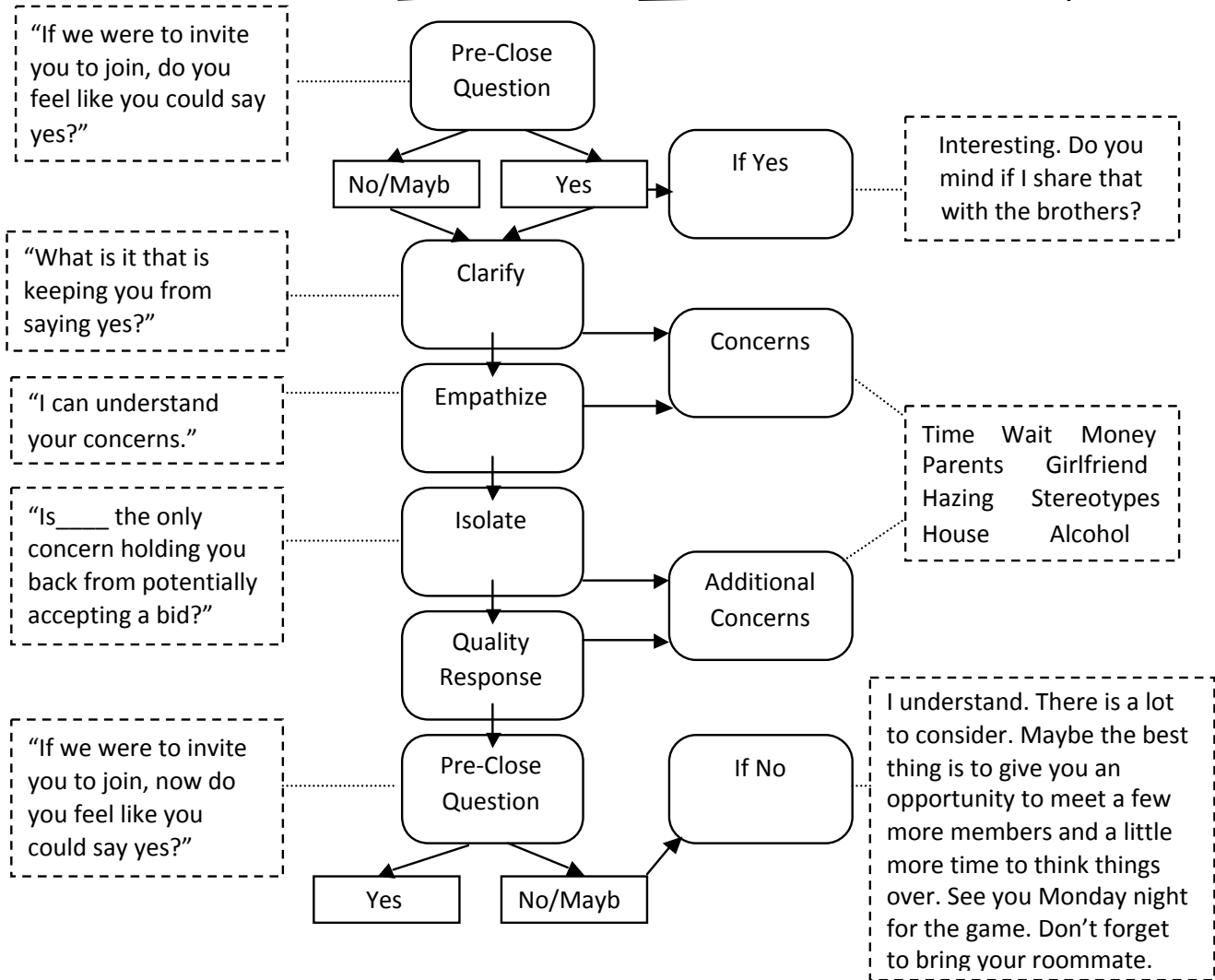
Which is keeping you from your recruitment goal?



Phired Up Production's "Pre-Close for 100% Bid Acceptance"

Use this process in a conversation to directly address any barriers to membership, allowing both parties to come away with a better understanding

Source: Dynamic Recruitment: Men's Workbook. Phired Up Productions. Carmel, IN: 2006.



Phired Up Productions is an education firm providing recruitment services to membership organizations. Browse their services/products at www.PhiredUp.com

Recruitment Quick Tip:
Conduct a summer "Alumni Phone-a-thon" with the Recruitment Committee to ask for names of quality young men coming to campus or currently on campus that would make good candidates for FarmHouse membership!