**PNM Meeting 1 Conversation Script**

This provides a basic overview of how to have a successful conversation. Choose a neutral territory, like the student union or coffee shop.

Purpose of meeting: “...to learn what students want out of their college experience.”

**ICE BREAKER**

* Start the meeting by breaking the Ice with a great conversation
* Give the PNM time to share about himself.
	+ How was your day?
	+ What classes did you have?
* Ask “**So tell me about yourself**” instead of going right into the year, major, hometown, etc. tangent
	+ This allows them to share the unique things that make them who they are
* Since they shared with you, be polite and share **2-3 interesting and appropriate things** about yourself that stick out and make you memorable to him:
	+ You’ve traveled to 7 countries
	+ You speak another language
	+ You have a really cool significant other

**INCEPTION**

* INSTITUTION Thoughts on the school
	+ What are some things that you **like about this campus**?
	+ What are some **great programs**?
	+ What are some things that you **like to see**?
* INVOLVEMENT What are you involved with on campus?
* INTEREST What interests you about that / what are you interested in?
* GREEK LIFE What is your perception of Greek Life here?
	+ Is Greek Life something that you’ve considered or are interested in?
	+ Why is that?
* LEADERSHIP Ask a good question where he can envision himself as part of the group.
	+ Imagine that you are the president of your own club, made of 40 or 50 of the best people on campus…
		- What values or principles would you build a club on?
			* Most organizations are focused on something, such as academics, community service, leadership development, professional development, social involvement, or something else, what would you focus on and what things could you do to promote that?
		- What types of things would you lead them to do?
			* For the **campus**, **community**, or to **help other students**…what types of things would **be really valuable**?
		- What are some fun things that you could do to get to know each other and have a good time, so you aren’t just a group of strangers. What would you do to get these guys to get to know each other and **build strong friendships and camaraderie**?

**CHUNKING**

* “When we talk about some of the best men on this campus, **who are some of the people that you know that come to mind**, be that from your residence hall, your classes, student organizations, or sports?”
	+ You could ask them to share what “best men” meant. That’s fine, but it adds a few minutes to each conversation.
* ***“Cool. Do you have a way I can get in touch with these guys”?***
	+ Specifically ask it this way. This makes it more likely for him to share the student’s phone number.

**INTEREST & PITCH**

* “**What clubs or groups on campus are providing what you are looking for and interested in?”**
	+ Are there any organizations on campus that do any of these things?
	+ Are there any organizations on campus that do ALL of these things?
* “Do you think it would it be valuable to have a student organization on campus working to achieve these things?”
* Thanks, I really appreciate your feedback, and I have an opportunity for you…The reason why I ask all of this is because I’m with a new organization on campus, Pi Lambda Phi. I’m trying to talk to as many people as I can to get their opinions of campus life and what they are interested in, to know how we can better give back to the campus.
* It was great talking to you (hand info). I want you to have this, its a little about what Pilam is.
	+ First non-sectarian fraternity
	+ Equality and personal development
	+ Get your stuff done and have a great time doing it
* Then you could ask on a scale of 1-10 (1 meaning terrible and 10, this sounds great) how beneficial Pilam would be for the campus.

**THE FOLLOW UP**

* Thanks for taking the time to meet with me, I really appreciate it. It was great talking with you.
* If fraternity life is something that sounds interesting to you… great, if you like Pilam…. even better. I’m looking for feedback on how we can be better and how we can further benefit the campus.
* Lets meet up in a few days and see how you feel about it. If its not for you that’s fine, if it’s not that’s ok too, and thanks for your feedback. I really think that everyone should be involved, just find what works for you. What time are you free (2 days from today) afternoon?
	+ Let them know about the next step be that an interest group meeting or an activity that a bunch of the guys are doing.
* Great, see you then.