**PNM Meeting 4 Conversation Script**

**This template of what to say and topics to cover when Bidding a PNM so they understand the importance and responsibilities (without being too heavy). Please add to this based off your experiences to give Brothers a good working model of what to say. Don’t sound scripted, understand the concepts and MAKE IT YOUR OWN!**

**THIS MEETING OCCURS AFTER THE “FINAL” PRECLOSE**

**IN WHICH THERE ARE MINIMAL TO NO CONCERNS**

**PREPARE BID**

Bid Front: Bottom

Signatures from each Brother at below “Fraternally” and above “The Brothers of Pi Lambda Phi”

Bid Back: Bottom

Message from the Chapter President and Brother sponsor of the PNM below the Creed

**CASUAL CONVERSATION**

1. Catch up with the PNM and see how they are doing

**FINAL PRECLOSE**

1. **PNM**, we’ve been hanging out for a while now and everyone in the Chapter really likes you and feels that you are a great fit with values of Pi Lambda Phi, if we were to ask you to join Pilam is there anything holding you back?
   1. Discuss any final Pre-Close questions/concerns
      1. If serious concerns exist do NOT continue, address concerns and Bid at a later date
      2. If no concerns exist continue on

**FLATTERY**

1. We feel that you really align with our **values** and have a great personality and **character** that would really work well within our chapter.
2. We feel not only that we would be able to help you **develop** as a man, but that you bring strengths that would really **benefit** and improve the quality of our chapter.
3. (*add specific compliment toward his character*)

TAKE OUT BID

**GREAT TIMES**

1. [**PNM name**], we’d like to offer you a formal invitation for membership in Pi Lambda Phi Fraternity, but before I do I need you to understand...
   1. (*reveal Bid - place on table, but keep it close to you*)
2. This is a big deal, and I want to treat it as such. Giving a bid is very serious and we don’t give this out lightly.
   1. This isn’t just (another student organization / a job for me), this is something that we all take very seriously and not something that we give out lightly.
3. Let me be clear, if you join you’ll receive a lifetime commitment of Brotherhood from me, our chapter, and our entire international brotherhood with a lot fun time and great times ahead.
4. You’ll be a part of a huge network of successful people and become a part of something much bigger than yourself, and that something’s purpose is to better the world around us through service, leadership, scholarship, and the promotion of equality.

**COMMITMENT**

1. I don’t want you to misunderstand though… in order for me to shake your hand right now and offer this invitation of membership to you, we’ll need a commitment.
2. If you choose to join, you’ll be making a commitment to work your hardest every day in the pursuit of excellence in scholarship, character, leadership, financial responsibility, obedience, and equality.

**STANDARDS**

1. There’s more too.
2. You’ll need to commit to a lifetime of supporting our organization in whatever way you can and being held to the standards that we live by
   1. (leadership) You’ll need to commit to the Chapter standard for campus involvement and maintain membership outside of the Chapter.
   2. (character) You’ll need to commit to the Chapter standard for community service and completing the required number of hours each semester.
   3. (obedience) You’ll need to commit to the Chapter standard for Chapter involvement and show up to every meeting on-time and hold a position.
   4. (equality) You’ll need to commit to eliminating prejudice in your daily life and working to promote equality.
   5. (finance) You’ll need to commit to the Chapter standard for finance and pay your dues on time every semester.
   6. (scholarship) You’ll need to commit to the Chapter standard for academics and maintain a minimum GPA.

**ENSURE THE LONGEVITY**

1. You’ll also need to commit to holding your brothers accountable to that level of values congruence and performance.
2. Speaking of brothers, there is one more commitment you’ll need to make.
3. In our organization we call it ‘creating and perpetuating brotherhood’ — in simple terms, that means you’re committing to share this opportunity with more people by recruiting more men as good as or better than yourself.

**ACCOUNTABILITY**

1. You should also know one more important thing.
2. If for whatever reason, you choose to go back on this commitment and you choose to stop doing the things you said you would I’m going to hold you accountable to it.
   1. **Accountability** is the lifeblood of our fraternity. It maintains our high standards and helps Brothers develop. In becoming a New Member you make a commitment to hold each member of our fraternity accountable to our standards from IEC president down to New Member.
3. And, if you continue to not follow through, as much as I won’t want to do it, I will ask you to leave this organization because I care so greatly about it.
   1. If somebody was threatening the livelihood of the Chapter or compromising our integrity then “Regretfully, but dutifully see to it that you are removed from the organization.”
      1. the unfortunate reality is that we would have to remove them and I would expect you to do the same to me.
4. Additionally, I expect you to hold every other Pilam, including myself, to the exact same expectations. Do you understand the level of commitment we’re looking for and the type of relationship we are looking to build with you?

**CLOSER HANDSHAKE**

1. [**PNM name**], do you understand and accept these responsibilities and can I trust you to make that commitment and hold yourself and others to them?

**DEADLINE**

1. *“YES”*
   1. Fantastic, well...
      1. (*slide over Bid and extend hand*)
   2. “...on behalf of Pi Lambda Phi Fraternity I would like to extend you this formal invitation to join our Brotherhood.”
   3. If they accept give them a handshake/hug and welcome them to Pilam.
      1. Inform the VP of Recruitment that the PNM has accepted his Bid **IMMEDIATELY**
2. “*NO*”
   1. If he doesn’t answer right away give him 48 hours to think about it and to make a decision.
      1. Schedule a meeting 48 hours from now to meet up.
   2. Follow up with him on his deadline to see what his decision is.
      1. Accept - shake hands and congratulate
      2. Decline - take back bid

**NEXT STEPS**

1. Take a picture with the New Member holding his Bid to post on Instagram (great for PR).
   1. Tag him in the picture.
2. Inform him of the time and location of the next New Member meeting, or group event.
3. Provide him the New Member education timeline the Archon should have planned for the semester.