**Sorority Presentation Outline**

The following information can be used to help you achieve ultimate success with a sorority presentation. The goal is to walk away with as many referrals as possible. Any information that is bracketed with “ ” would suggest that you say that or something very similar.

Welcome

* Thank the women for allowing you to talk with them for a few minutes
* Praise the president and praise the group for what the president shared with you about the things that they as an organization are doing well

Transition

* Make reference to how the things these women are standing for excites us because we’re looking for similar minded men. But before we share with them about our organization and get their thoughts, “we want to extend a small token of our gratitude for what you all are doing”!

Present gift

* Gift could be roses, a bouquet of their chapter flower, cookie cake, etc.
* If you give them roses, you could reference how you wanted to present their chapter flower BUT you couldn’t find it or it wasn’t in season, etc.
* “This small gift is our way of saying thank you. Thank you for embodying the values of (insert their sorority name).”

“I want to tell you a bit about Pilam but before I do, I need your help with a fun activity.”

Give them notecards and provide pens

* Ask President in advance if the women typically bring pens with them to these meetings
* If they do not, you’ll need to have enough pens in advance and find a way to get them distributed quickly.
  + If we don’t anticipate getting the pens back, maybe we consider special ordering Pilam pens with our name on it so they will at least have the pen as a reminder later of Pilam

Activity with sorority women – The Perfect Man

* “We are really interested in your thoughts.”
* “Please put your name on the upper left-hand corner of the notecard.”
* Ask “What are the characteristics and traits that make for the perfect guy.”
  + Clarify in a light-hearted way, not so much about the looks, but the behaviors, personality, values, traits, etc. of the perfect guy
  + Smile at them and offer that they may even draw pictures if that’s what speaks to them
* While they are writing answers, offer to answer any questions that they may have about Pilam
* Allow them about 3 minutes to write down answers
* Ask them to share a few of their answers out loud because you want to see how they define the perfect guy.
* All thoughtful answers they provide result in a response from you of “good; yes; right; absolutely; uh huh” but definitely thank and reaffirm the obvious answers they share of things we want out of the men we recruit too.
* “The type of characteristics you’d be expecting of the perfect man is actually what we’re looking for in the men we recruit.” (then list off some of the phrases)
* “In addition to all of that, we’re looking for well-rounded men that really value:
  + Academics, Service, Leadership, Philanthropy, Responsibility, Equality, and being the most socially astute and socially excellent guys they can be…guys that you’d feel completely comfortable around”
* “Here’s the big question, can we actually find men like this here on campus? We recognize that it might be challenging to find someone with all of these, but at least men who demonstrate multiple characteristics that you just shared. What do you think, are there men here on this campus that are like this?
  + If they affirm (vocally; nod their head; etc.) – “Ok, fantastic! That’s great to know”
* “Here’s where I really need your help…and can give you a chance to help influence how Pi Lambda Phi is built. I need your help in identifying men that could make for excellent fraternity men…men like the ones we just discussed.”

Names List Jogger

* “When you look at those characteristics you just wrote down, who are the guys on campus that you know that resemble that, which aren’t already Greek? Please write down their name on the back of that card.

***Consider doing a mind jogger for additional names***

* Sometimes when I do this activity I have women tell me they need help remembering all the men they know. I’ll give you a few prompts that might jog your mind while you think and write down names.
  + For those of you who live in a residence hall, think about who lives next to you or down the hall?
    - Think about the guys who lived on your floor. In your mind, go room by room.
    - Think about your RA
    - What about last year? Who lived on your floor?
  + What about the guys that were in your orientation group – can you picture their faces? Who were they and who was your OL?
  + The clubs and student organizations you are part of. Think about the guys who come to those meetings. Picture one of the meetings you’ve attended recently. Can you see them sitting there in your mind? Both the general members and the officers. Go ahead and write their names down.
  + What about in the gym, the health and wellness center – who are the guys you see there often?
  + Those guys that are in your major OR that have had labs or work groups with?
* Take 15 more seconds to jot down those names.
* Now we’re going to do word association. When I say a phrase, write down any guy’s name that comes to mind.
  + Really funny guys
  + Athletic
  + Most spiritual or religious
  + School spirited
  + Musical
  + Smartest
  + Non-traditional
  + Commuter
  + International students
  + ROTC
* In your classes
  + Imagine the chair you sit in. Who sits in front of you, beside you and around? Walk your mind through each of those classes you have this semester.
    - If you want to try to push yourself, think of last semester.
* For all those names that you wrote down, do you have a way for me to get in touch with them? (PAUSE for a few seconds). His phone number would be a good example. If you have that or another way for me to get in touch with him, can you include that please?
* I’d simply like to speak to those men for just a few minutes…to get their thoughts and brainstorm with them on how I could establish an organization based on the things we’ve just talked about. Even if they have no interest in ever joining, that’s completely fine, I’d value just getting their feedback. It’s a no pressure situation. I just want to talk to the best of the best men on campus. We know that some will have no interest, that’s perfectly fine. We also know that some will probably end up wanting to join which is cool, because if you referred them, they must be pretty good guys.

**FAQs from women**

There’s a variety of questions that they might ask, so be ready. These below are the ones I’ve heard most often.

* Q – Will you share my name with the guy I’m recommending?
* A – Only if you are ok with that. If you are not, that’s cool. Just put a little note on the card asking us to not share your name, and we’ll just keep it generic and say that we spoke to tons of sorority women and one of them happened to refer him.
* Q – Will you guys have a house?
* A – (answer varies on the situation)
* Q – Should I tell the guy I’m referring about this?
* A – That’s your call

**Closing**

Walk around the room OR have some of their sisters help you collect the notecards and pens. Then thank them again.

* “Thank you again ladies for all of your feedback and your help. It means so much! I’m so excited to be here and can’t wait to get this group established so they can support your great sorority. Have a wonderful night”