



# Quality Response Guide

Questions from Potential New Members may arise during the Recruitment process, especially if they have not had prior experience with Greek organizations. This guide will help you to recruit and retain high quality PNM's by providing informative and thoughtful responses to their most pressing concerns.

## **If the PNM says...**

## **You say...**

**I don't have time to join.**

**How much time could you commit?**

**Tell me about your other commitments and how you prioritize them.**

**Let me introduce you to one of our Members who has a busy schedule, too, so they can share how they find the time.**

**I can't afford to join.**

**Do you have a budget that you are working within?**

**Here's a complete listing of the costs and what they go toward.**

**Let me connect you with our Treasurer who can tell you about our payment plans.**

**I need to focus on my grades.**

**Would having fellow Members who are similarly focused on their academics help to motivate you?**

**Group study hours and tutoring will help you stay on track.**

**Let me introduce you to a Member who is in the same major as you who can share how joining has helped their GPA.**

**My family doesn't want me to join.**

**Do you know why they feel that way?**

**Encourage them to check out our website to learn about our Fraternity's ideals and see if they change their mind.**

**I would be more than happy to put them in touch with our Advisor who can share more about what Phi Sigma Pi is all about.**

**I don't want to be hazed.**

**Did you know that Phi Sigma Pi is strictly anti-hazing?**

**Here is our Initiation Handbook that outlines the entire process and all requirements of the Initiation Program.**

**I'd like you to meet some of our newest Members who can tell you about their recent experiences as Initiates.**