



THE HUGH E. STEPHENSON, JR.

**LEADERSHIP  
SUMMIT**

# ADVISOR RECRUITMENT FROM START TO FINISH



## ***OBJECTIVES FOR THIS SESSION:***

- 1. Review a step-by-step advisor recruitment process that delivers results.***
- 2. Help DCs and ADCs assess their current advisor recruitment practices relative to the proposed model.***



What General Fraternity  
program assists  
you the most as a  
**chapter officer?**

What General Fraternity  
program assists  
you the most as a  
**volunteer?**

**Advisory Team**

**E-newsletters**

**PPEA  
Support**

**Keystone**

**Website**

**Risk Management  
Resources**

**Assistant District Chief**

**Leadership  
programming**

**District Chief**





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# CHECKLIST



New Ideas



**STEP ONE:**



**CREATE “BUY-IN”  
AT THE LOCAL LEVEL.**





Pair up.

You have 30 seconds.

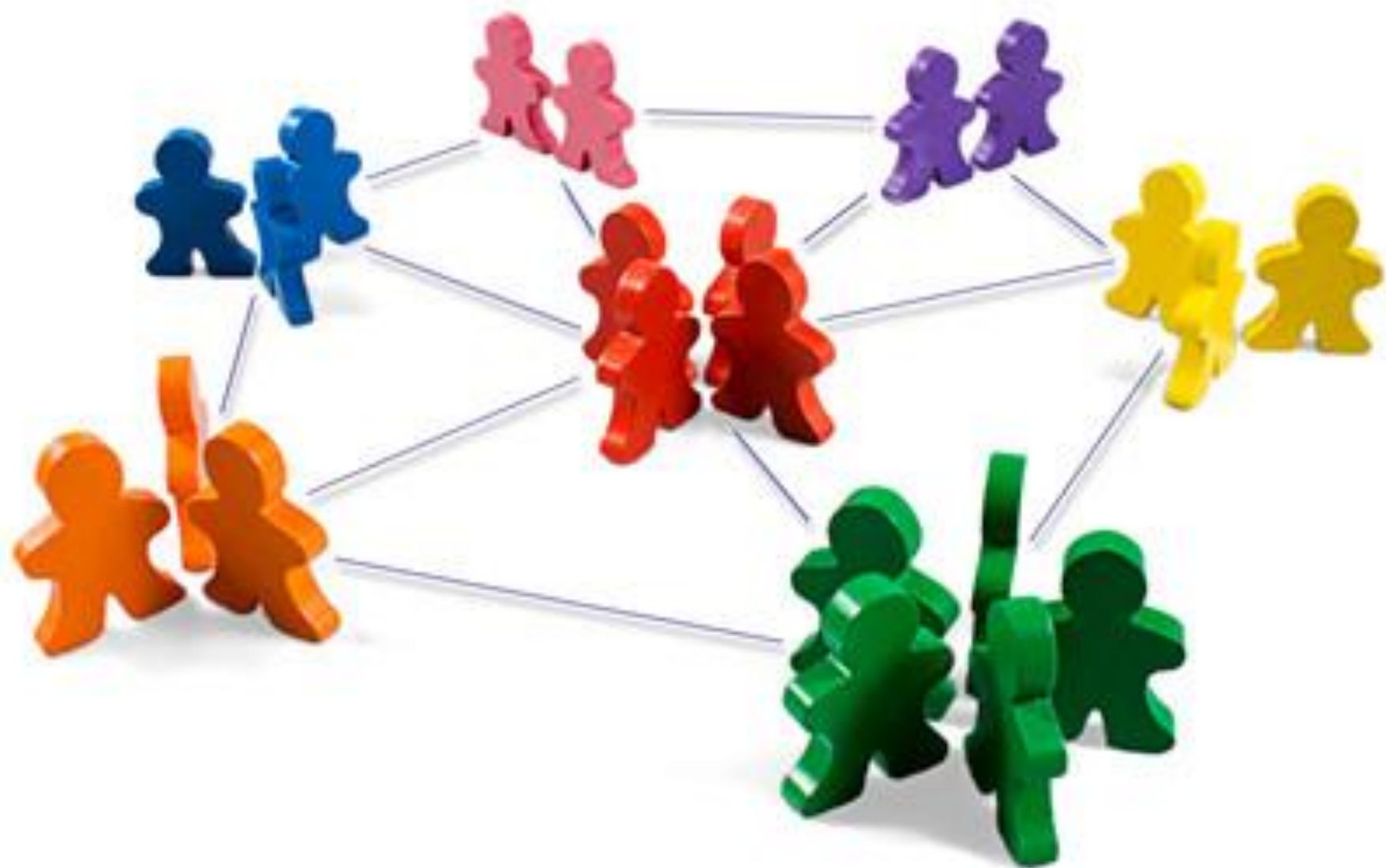
Sell the concept of an advisory team to a non-believer.

**What's your  
Elevator Speech?**

**STEP TWO:**

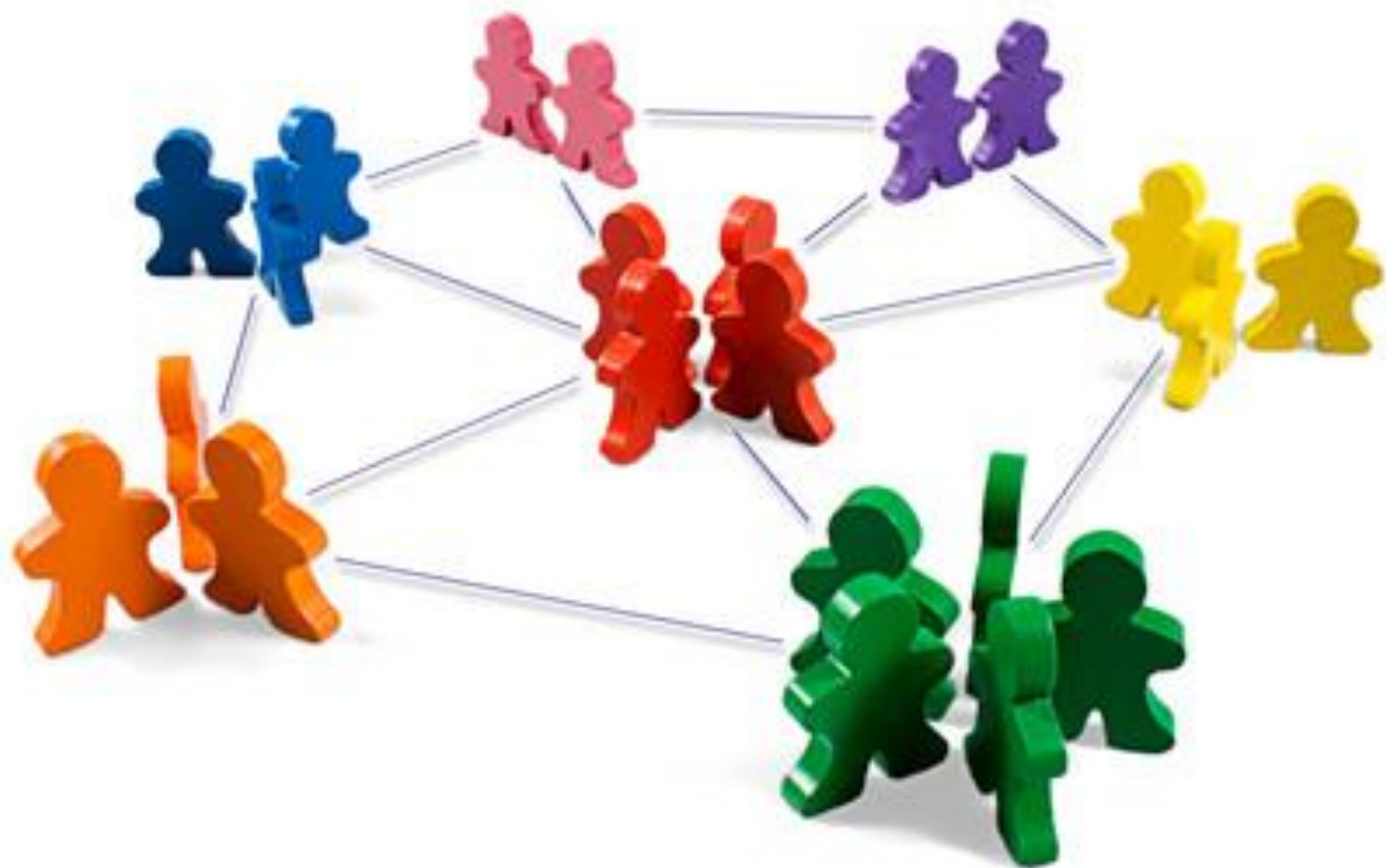
**GENERATE A LIST OF  
POTENTIAL  
VOLUNTEER LEADS.**








**WHO? WHAT?**





In teams of 5, come up with 3 questions that will get you to the “who” and “what” more effectively?

**Are you asking  
the RIGHT  
questions?**

**STEP THREE:**



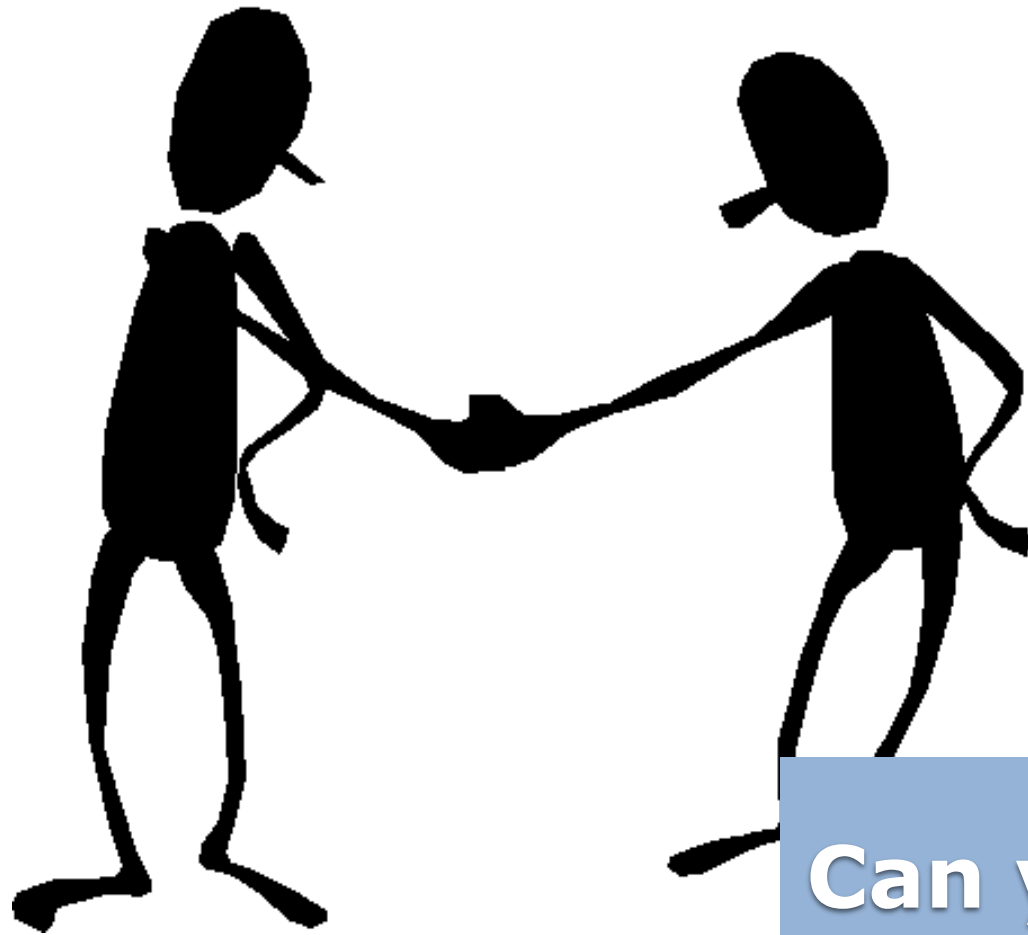
**WORK THE LIST TO  
IDENTIFY STRONG  
CANDIDATES.**

ACCORDING TO THE BUREAU OF LABOR STATISTICS,

**44.6%**

OF VOLUNTEERS WERE INVOLVED BECAUSE

**THEY WERE ASKED.**



Pair up. One person play the role of the district chief. The other is a potential advisor. The DC must sell the candidate on an advisor role. You have 5 minutes.

**Can you make the sell?**

**STEP FOUR:**

**PLACE THE  
VOLUNTEER  
& SET THEM UP FOR  
SUCCESS!**



**Do you follow  
through?**





HOW DOES YOUR PROCESS  
MEASURE UP?



January 11 – 13,  
2008