



FAMILY	
Barrier	<p>"My parents don't approve of fraternities."</p> <p>"My parents didn't have good experiences in Greek life."</p> <p>"My parents think that joining a fraternity is a waist of time."</p> <p>"My brother had a bad experience with a fraternity"</p> <p>"My parents don't want me to get hazed"</p>
Your response	<p>Inquire why their parents don't approve of him joining a fraternity</p> <p>Explain why and how Sigma Nu is different from his parents vision of a fraternity</p> <p>Directly address each of his parents concerns, misconceptions, or false assumptions</p> <p>Have a well-established alumnus, or parent of another member call the concerned parents</p>

SCHOOL	
Barrier	<p>"I don't want my GPA to drop and lose my scholarship."</p> <p>"My advisor/professors suggest that I don't join a fraternity."</p> <p>"I want to maintain a high GPA."</p> <p>"Academics are my top priority"</p>
Your response	<p>Inform him of any academic accolades your chapter has received recently</p> <p>Have him speak with brothers holding the top GPA's in your chapter</p> <p>Explain your chapter's academic plan to him</p> <p>Inform him of any scholarships your chapter has available to members attaining certain grade point averages</p>

MONEY	
Barrier	<p>"I don't have the money to join a fraternity"</p> <p>"My parents won't pay for my dues"</p>
Your response	<p>Explain the benefit he will receive from paying dues</p> <p>Explain how much dues would be on a monthly basis to make dues sound more manageable</p> <p>Inform him that members are allowed to make a payment plan to spread out the payments throughout the semester</p> <p>Inform him of any scholarships your chapter has available to members attaining certain grade point averages</p>

RELATIONSHIP

Barrier	"I don't want to take a lot of time away from my girlfriend" "My girlfriend doesn't want me to ignore her" "I have a good relationship with my girlfriend and don't want it to get ruined"
Your response	Explain to him how much time he will spend on the fraternity on a weekly basis Show him an outline of the candidate education program Have him speak with a recent initiate who also had a girlfriend during the candidate period

TIME

Barrier	"Pledging a frat takes a lot of time that I don't have." "I don't want to be sleep deprived." "I have other commitments I need to fulfill."
Your response	Explain to him how much time he will spend on the fraternity on a weekly basis Show him an outline of the candidate education program Have him speak with a recent initiate who also had a girlfriend during the candidate period

JOB/INTERNSHIP

Barrier	"I have a job/internship that requires a lot of time." "I can't quit my job just to join a fraternity." "My major requires me to have an internship, and joining a fraternity won't allow that."
Your response	Reiterate the time commitment involved during the candidate education program Explain how joining a fraternity can help in finding internships and jobs in the future

FEAR OF FORCED DRINKING

Barrier	"I don't drink and don't want to be forced to drink." "I don't need to drink to fit in."
Your response	Inform him that nobody is forced to drink during the candidate education program Have him speak with a brother that shared a similar concern before accepting his bid Inform him of the definition of hazing in the Risk Reduction Policy and Guidelines that specifically prohibits forced consumption of alcohol

FEAR OF HAZING

Barrier	"I do not want to get hazed." "I see how the other chapters haze on this campus." "All Frats are the same, I don't want to get hazed."
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Your response	<p>Inform him that Sigma Nu is the only Fraternity Founded Directly against hazing</p> <p>Give him a thorough outline of the candidate education program</p> <p>Inform him if the candidate class Affidavit informing them of the anti-hazing policy in place</p> <p>Inform him of the Sigma Nu Hazing Hotline and e-mail address</p> <p>Inform him of any university avenues for reporting hazing</p>
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DISLIKE "FRAT" STEREOTYPE

Barrier	<p>"I don't want to be forced to live in a "frat" house."</p> <p>"I don't need to pay for my friends."</p> <p>"I don't need a frat to have a good time."</p>
Your response	<p>Inform him of all the positive things your chapter does that dispels a lot of the stereotypes</p> <p>Educate him on the LEAD program and how your chapter utilizes it</p> <p>Explain to him all of the leadership development possibilities that are available</p>

COMMITMENT TO OTHER STUDENT ORGANIZATION

Barrier	<p>"I hold a position in Student Government and don't want to quit my position."</p> <p>"I am active in other student organizations."</p> <p>"What value will joining a fraternity have over joining other student organizations?"</p>
Your response	<p>Tell him that members are encouraged to participate in student organizations and seek leadership positions</p> <p>Have him speak with brothers who are in leadership positions in student organizations</p> <p>Show him an outline of the candidate education program so he can see how flexible it is</p> <p>Have him speak with the Marshal about how his conflicts will affect the educational program</p>

STILL LOOKING AT OTHER FRATERNITIES

Barrier	<p>"I am still looking at other fraternities."</p> <p>"I am still not sure what fraternity fits me best."</p> <p>"I like a lot of the chapters I've looked at."</p>
Your response	<p>Ask him what he is looking for in a fraternity</p> <p>Match your chapter's activities with his needs and wants in a fraternity</p> <p>Tell him the type of candidate your chapter is looking for, and how he fits into that description.</p>