



Sorority Referral Procedure

Instructions

- *The following script is intended to help guide a chapter representative in asking a sorority, or any other predominantly female student organization or sports team, for referrals. While the script provided below is a good starting point, please take the time to customize the script to better reflect your chapter's specific criteria in defining an ideal candidate.*
- *Sorority referrals should be sought as far ahead of formal recruitment as possible, this will allow the chapter more time to contact and correspond with potential new members.*
- *Suggestion: Sorority referrals can also be used to help build better relations. If the chapter budget allows, bring the group of women a bouquet of flowers (perhaps an arrangement of the sorority's flower in addition to a white rose) Furthermore, dress as nicely as you can, it will show you and the chapter/colony are really putting time in effort into asking for referrals.*
- *Sorority referrals should be given by two chapter representatives. The first person, probably of higher rank within the chapter, will do the majority of the speaking. The second individual will distribute the referral forms and present the chapter with the bouquet of flowers.*
- *Make sure you familiarize your self with the script and memorize it to the best of your ability well before actual presentation. This will help make the presentation sound more genuine and flow more smoothly. Having a clear, concise delivery is important.*
- **BEGIN THE MEETING BY HANDING OUT THE SORORITY REFERRAL FORMS. BRING ENOUGH FORMS FOR EACH SORORITY MEMBER TO HAVE AT LEAST TWO.**

Script

I would like to begin by thanking you all for taking time out of your meeting to allow me speak on behalf of Sigma Nu Fraternity. My name is _____ and I am the _____ (*position or title within the chapter or academic year*) of Sigma Nu Fraternity. As you probably know, formal recruitment is quickly approaching, and Sigma Nu is looking for referrals of potential new members.

I know not all of you are familiar with Sigma Nu Fraternity, so I will give you an overview of our organization. Sigma Nu is committed to its founding principles of Love, Honor, and Truth, and has stood in firm opposition to hazing since its founding in 1869 at the Virginia Military Institute. Sigma Nu currently over 180 active chapters and colonies across the United States and Canada, making us one of the largest and most influential organizations in the fraternity world. ***(Include a brief chapter history with any awards or distinctions the chapter has received)*** We are looking for outstanding men who want to get involved on campus, gain valuable leadership skills and training, develop themselves personally and professionally, create meaningful and lifelong relationships, get the most of their college experience, and most importantly, have fun!. ***(If you have completed the Year Round Recruitment Guide, you can add additional criteria that the recruitment committee developed in the section entitled “Defining Your Target”)***

With that said, we would greatly appreciate any referrals of potential new members you may have. Does anyone have any questions? ***(You may want to arrange for one of the sorority members to ask you a question to break the ice for other members with questions)***

Once we have your referral, we will send the gentleman a brief E mail saying that you think they would be a great fit for our chapter/colony and give them some of the same information you received tonight. If they don't respond or express that they aren't interested, we won't contact them any further.

Once you have completed the referral form, please pass it to the front of the room, or if you need more time, please return it to _____ (***Location/Individual***) during _____ (***Time Frame***) or to any chapter/colony member.

I would like to thank you again for your time and referrals; I truly appreciate your help and will take to heart any suggestions you may have. As a token of our chapter's appreciation, I have some flowers I would like to give you as a gift.

If you have any other questions or referrals, please feel free to stop me around campus.

Have a great evening



SIGMA NU FRATERNITY

REFERRAL'S NAME:

PHONE:

EMAIL:

Your Name:



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REFERRAL'S NAME:

PHONE:

EMAIL:

Your Name:



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Your Name:



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