



TIME: 30 minutes

GOAL: For participants to learn how to effectively recruit through deliberate, interpersonal conversational skills.

OPTIMAL NUMBER OF PARTICIPANTS: 2-20 (*per set of talk/about learn/about cards*)

DIRECTIONS: Read these directions aloud to your participants.

1. Today we are going to develop our fundamental communication skills so we can recruit effectively, using the principles of: **Balance, Support, Success, and Friendship**. **Pass out the Talk About/ Learn About cards to the members of your group.**
2. In the upper-right hand corner of your card you will see a number and letter designation. Pair-up with whomever has the same number as you. In large letters is one of the four key principles of Values-Based Recruitment (BSSF). Below this are the words **Talk About** and **Learn About**. Each pair will have five minutes to **Talk About** what your card prompts you to say and **Learn About** what your card prompts you to inquire about. Also, what you **Talk About** or **Learn About** should relate directly to the principle on your card. Are there any questions thus far?
3. After five minutes I will tell you to **BUMP**. For example 2-A will have a five-minute conversation with 2-B. When I say BUMP, 2-A will introduce 2-B to 4-A and 4-B. After introductions, 2-A and 4-B will begin a conversation and 2-B and 4-A will begin a conversation. If you have any difficulty I will be walking around to assist you. **Begin you conversations now.**

Note: This exercise can be made more challenging by placing a shorter time limit on conversations. For fun, work your way down to one-minute conversations.

PROCESSING QUESTIONS:

- *Was this exercise challenging / frustrating? Why or Why Not?*
- *How easy was it for you to clearly express yourself? Did you ramble or get to the point of your story or question?*
- *Why is this exercise important to you as a recruitment skill-building exercise?*
- *How did it feel to have a time limit on your conversation?*
- *How can this exercise affect your chapter's success?*
- *What does this mean, or how does it relate to you as a chapter leader?*

FINAL THOUGHT:

Communication is an active process, as is recruiting. Speak and think clearly, and remember we never stop recruiting.