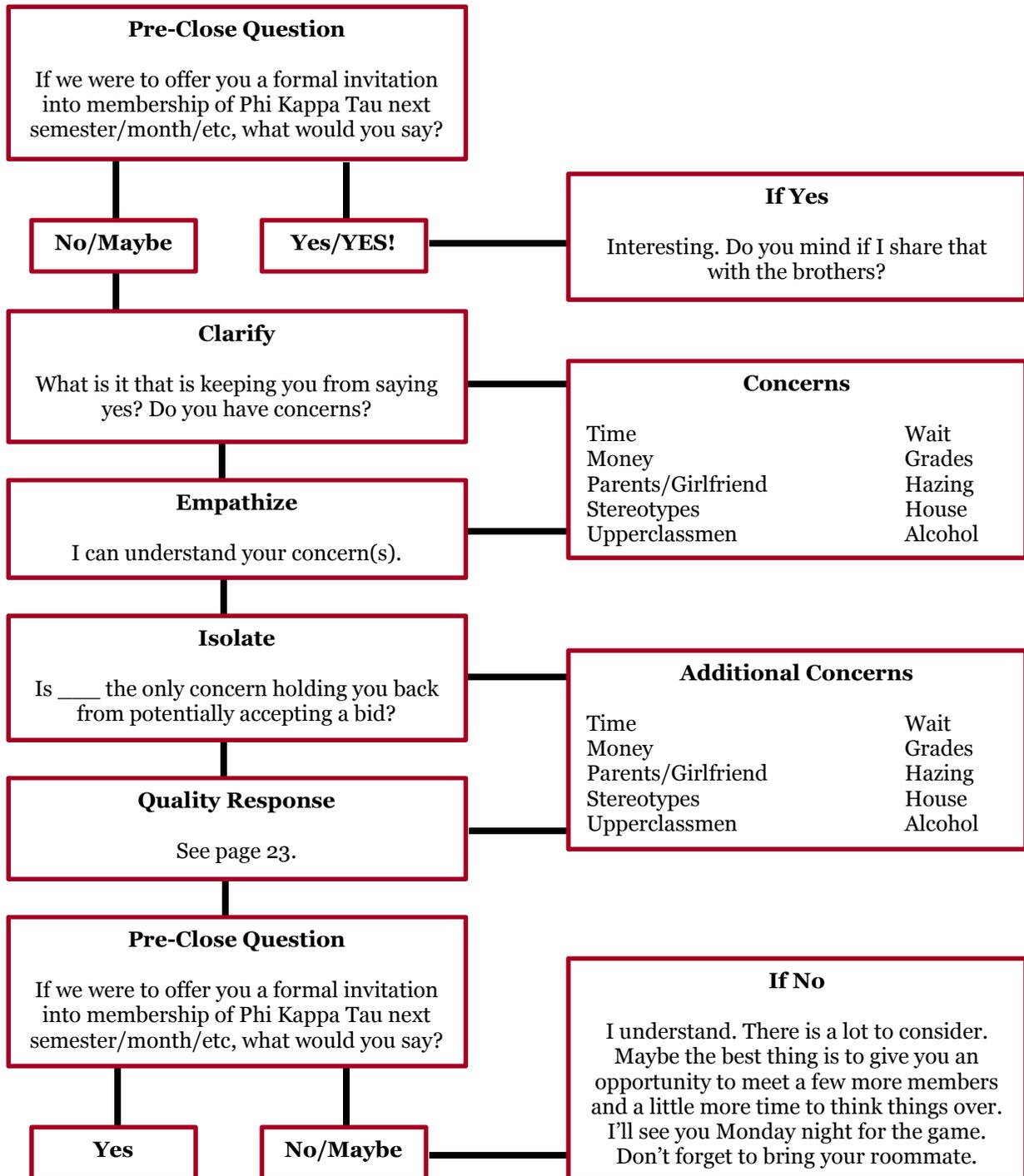


# Pre-Close for 100% Bid Acceptance



Adapted from Phired Up Productions



# Quality Response Guide

<p><b>1. I don't have the time.</b></p>	<p>a. How much time do you think it will take?  b. What are your other time commitments?  c. How much time could you commit?  d. I would like to introduce you to _____. He works part time, plays a sport, and maintains a 3.5 GPA.</p>
<p><b>2. I can't afford it.</b></p>	<p>a. Do you know how much it costs?  b. May I show you exactly how much it costs and how that compares to other college expenses?  c. If we could arrange a payment plan, would that make a difference?</p>
<p><b>3. My mom/dad/girlfriend doesn't want me to join.</b></p>	<p>a. What is it they do not approve of?  b. Why do you think they feel that way?  c. Have they met any of the members in this Fraternity?  d. Would you be willing to help me arrange an opportunity for them to meet some of the members/members' parents/chapter advisor?</p>
<p><b>4. I've got to focus on my grades.</b></p>	<p>a. What are your concerns?  b. Did you know that the chapter has minimum standards for maintaining membership in the organization, an academic excellence program, and a program to reward scholastic achievement?  c. May I introduce you to our scholarship chairman?</p>
<p><b>5. Upperclassmen don't join fraternities.</b></p>	<p>a. What is it that you would like to get out of a fraternity?  b. This is a life-long membership. You're talking about the difference of two years.  c. We could use a few more guys with your experience and maturity.  d. You're that much closer to leveraging our alumni network.</p>
<p><b>6. I'd just like to wait a semester or two.</b></p>	<p>a. What is it you think will change between now and then?  b. Would you help me understand the benefits of putting off the experience for a whole semester?  c. What would need to change for you to feel comfortable moving forward with this associate member class?</p>
<p><b>7. I'm not the fraternity type.</b></p>	<p>a. What is "the fraternity type?" Does that describe us?  b. Good. That's the reason we're interested in you.  c. Does that mean you would be willing to help our chapter change the image of fraternities on this campus?</p>
<p><b>8. I don't want to get hazed.</b></p>	<p>a. Do you think we haze our new members?  b. Hazing is unacceptable and strictly forbidden in our Fraternity.  c. Let me introduce you to our newest initiates. I would like you to ask them about any details of their associate member period.</p>
<p><b>9. I don't want to live in the house.</b></p>	<p>a. What is it that makes you not want to live in the house?  b. May I show you the Fraternity's plan for filling the house?  c. We have a lot of brothers who are active members and choose not to live in the house.</p>
<p><b>10. I don't drink.</b></p>	<p>a. Do you think you have to drink to be in a fraternity?  b. The majority of the Fraternity's activities do not include alcohol.  c. We respect every member's choice. There is no pressure to drink.  d. Were you aware that the Fraternity chooses to implement a substance-free recruitment and an alcohol-free associate member program?</p>

*Adapted from Phired Up Productions*

