

Leadership Expectations – Recruitment**Duties assigned:**

1. Lead the membership (actives, associates, and alumni) in a continuing program designed to recruit an adequate number of new men to meet the needs of the chapter in accordance with regulations of the National Fraternity, IFC and college or university.
2. Communicate matters of recruitment to the membership and the National Headquarters.
3. Attend National Recruitment Seminars as prescribed by the National Headquarters.
4. Cooperate with the Public Relations Chairman in the preparation of supplementary recruitment materials for use on the local campus and Lutheran publications.
5. Educate every member and associate member in good recruitment techniques.*
6. Plan "High School Weekends" during the semester for prospective freshmen. Secure the assistance of alumni in finding and inviting high school students to these special weekend programs. These functions must be in accordance with local IFC regulations.
7. Use effectively the records of the student Lutheran churches in recruiting on-campus students.
8. Organize active and alumni members in an intensive recruitment program. Give special emphasis to personal visits and recruitment parties.

NOTE: Everyone in the chapter should know the Five Step Recruitment Method: (1) Meet a new prospective member; (2) Get to know him; (3) Introduce him to your friends; (4) Introduce him to Beta Sigma Psi; (5) Ask him to join.

Right on Target duties assigned:

1. Hold a chapter recruitment clinic prior to the concentrated recruiting period. (Sec 6.1).
2. Follow National Fraternity, IFC/Greek Council, and college/university rules on dry recruitment (Sec. 6.2).
3. Recruit a number of men equal to one-third of the total returning membership during the academic year (Sec 6.3).
4. Attend the chapter retreat and submit an officer goal statement (Sec 7.2).

Other Expectations

1. Understand and use parliamentary procedure.
2. Understand and use rituals of the fraternity.
3. Understand and enforce the National risk management policy.
4. Attend all fraternity sponsored events.
5. Identify and maintain at least two office hours per week.
6. Be familiar with all the duties and expectations of all other Chapter Officers.
7. Maintain an up-to-date officer file.
8. Complete an End of the Term report.