

Tips for PNMs

QUESTIONS TO EXPECT FROM SORORITY MEMBERS (Practice answering these!)

- 1) Tell me about yourself.
- 2) How did you choose your major?
- 3) What are your hobbies?
- 4) What kind of community service have you done?
- 5) What prompted you to go through recruitment?
- 6) Why are you interested in joining a sorority?
- 7) Favorites: music, TV shows, movies, color, sports
- 8) Do you like to travel? Where have you traveled?
- 9) What did you do this summer?
- 10) What classes are you taking?
- 11) If you're a transfer—why did you transfer?
- 12) If you're a freshman—how did you choose this university?
- 13) If you're an upperclassman—why did you decide to go through this year? How many more years will you be in school?
- 14) What kinds of clubs were you involved with in high school?
- 15) Do you have any Greeks in your family?
- 16) How will you pay for dues if you join a sorority? (IE: Pay for yourself, parents are paying, etc.)
- 17) Where are you living this year?
- 18) What do you like to do for fun?

QUESTIONS TO ASK/POINTS TO MAKE TO SORORITY MEMBERS

- 1) Tell me about your new member program.
- 2) What is a Big Sister/Little Sister? What is your Big/Little program like? Is there a special Big/Little revealing?
- 3) How do sorority members manage to balance school and sorority?
- 4) What is your academic program like?
- 5) How much of a time commitment is a sorority?
- 6) Tell me about your social events. What have been some of your favorites?
- 7) What happens during homecoming/Greek Week? How are the Greeks involved?
- 8) What are you looking for in a member?
- 9) Tell me about yourself. Why did you join XYZ? What is the best part about being an XYZ?
- 10) What is your favorite part about being Greek?
- 11) What does the sorority do to support your philanthropy?
- 12) How can a member get involved with the sorority? How do you get to be a sorority leader?
- 13) What are the costs associated with being in a sorority? What are the dues and what do they pay for?

Tips for PNMs

- 14) If you have a double major or situations where you are an upperclassman but will be at school longer than another 1 or 2 years, be sure to explain this! Many sororities can have a preference for those who will be at the university for a longer period of time—these PNMs are more of a “long-term investment” in chapter continuity and leadership. Make sure they know that yes, you are a senior, but you’re here at UCA for another X years b/c of your degree or other commitments.
- 15) Tell them about your campus involvement in high school/college. Sororities love leaders, athletes, dancers, singers, honor society members, etc.!

DON'T ASK

- 1) “Do you know so-and-so in your sorority?” Duh!
- 2) If you plan to name drop, stick to women you know in that sorority. Of course, if someone asks you, “Aren’t you so-and-so’s younger sister?” it is ok to say yes and be honest. Don’t dwell on other people—they want to know about YOU!
- 3) Be politically correct. You’re trying to gain entry into an exclusive organization. Stick to getting to know the members and the sorority’s values and activities. AND showing why you’d be a great addition. Partying and boys really don’t belong in a discussion about recruitment, although you may ask about social events.
- 4) Avoid the Yes/No questions or any close-ended questions. Keep the conversation going!
- 5) Forget the sob story about your grades or your year in school. Keep it positive. The individual sister you are talking to doesn’t know your GPA off the top of her head, and she can’t reveal any of their membership selection policies to a nonmember.
- 6) Do not ask them any questions about what goes on during their membership initiations or sisterhood ceremonies. This is called “ritual” information. It is known only to initiated members, from the ceremonies themselves to the dress code at those events.

Overall.... Conversation is the heart and soul of recruitment!

Your goal at each sorority event is to meet as many sisters as possible and leave a favorable impression of yourself. You are also trying to gain an impression of the sorority by meeting many members.