



RECRUITING WITH CRUCIAL CONVERSATIONS

It's common for potential new members to have questions or concerns about getting involved with student or Greek life organizations on campus, especially if they have never joined one before. By using the talking points throughout this resource, your chapter can have crucial conversations to recruit new members and show them the value in joining Alpha Phi Omega.

THEIR CONCERN

HOW YOU CAN RESPOND

I'M NOT INTERESTED IN BEING INVOLVED WITH GREEK LIFE

- Is there something specific about APO or Greek Life that turns you away?
- Check out our website (www.apo.org) or social media accounts to get a better idea of what APO is about.
- Would you be interested in coming by the next event to see what APO is about?

I'M TOO BUSY

- How much time could you commit to a new organization?
- With the right support, would you be open to joining a new organization?
- Let me introduce you to one of our active members! They also have a full schedule so they can share tips about how they find time for APO.

I CAN'T AFFORD TO JOIN

- Alpha Phi Omega is one of the most affordable national organizations on campus! Could you tell me more about the kind of budget your working within?
- Here's a complete list of opportunities funded by the cost of dues.
- The chapter is always open to accommodating the financial needs of members. Let me connect you with the treasurer so you can learn more about the payment options available to you.

I DON'T THINK APO IS THE RIGHT ORGANIZATION FOR ME

- What makes you feel APO wouldn't be a fit for you?
- APO is known for offering flexible programming and experiences that will positively impact you beyond the collegiate experience.
- Would you be interested in joining our next event to meet some members and see what APO is about?

For more ways to help PNMs navigate their concerns and make informed decisions about joining Alpha Phi Omega, check out the Communication Strategies section of [Recruitment Tips, Ideas, Tricks & Tools](#).