



## Fraternal Organization Leadership Program

**Featuring: The Hungry for Success and Thirsty for Fun Program**

*Do any of these sound familiar?*

- Lack of real support or resources from your national HQ office
- Little or no alumni association involvement for guidance
- Recruitment, rush and chapter member numbers are down
- Finances and your accounts payable are crippling your operations
- Campus reputation issues
- Alumni relations are suffering
- Executive Board is lacking leadership and direction
- Little or few awards have been earned
- The physical chapter house creates more problems than opportunities
- “Back when I was a pledge” mentality is causing friction among different age groups in the chapter

**You Are Not Alone!**

“Believing that all men are social creatures and the friendships of college men are lasting ones...”

These are words written in our creed by my fraternity’s founders. While in the chapter they had some meaning, sure – but it wasn’t until post graduation and getting into the working world did they truly start to make sense with hindsight.

Being an elected leader in a social fraternity on a college campus can be both a blessing and a curse. However, it is without a shadow of a doubt that my most of my ‘business education’ that I still use and practice to this day, came not from the

classrooms on campus, but from the multitude of experiences sitting at the head of a chapter for over 2 years and nationwide consultation post graduation.

The art form of running a chapter was pure practice for developing numerous techniques and strategies in sales, recruitment, leadership, finance and risk management.

These include but are not limited to:

- Recruitment of talent
- Hiring and firing employees
- Getting along with people from different backgrounds to reach a common goal
- Humility
- Respect for those before you and a request for others to respect what value one can bring
- Professional and true social networking
- Public Speaking
- Roberts Rules of Order and meeting agenda management
- Healthy competitive spirit – internal and external
- Personal and Group Financial Planning and Management
- Perception management
- When to stop working, relax, know that everything will work out - and have fun!

The fraternal organization success program can focus on any or all aspects of your chapter's functions. One typically discovers quickly that a single subject has a direct effect on another. We are here to help you navigate the ripple effect and discover the root cause of common problems and ultimately implement change for solutions.

Fraternal consultations:

- Chapter President Guidance and Consultation
- Recruitment
- Budgeting
- Alumni relations
- Campus relations
- Executive Board elections, roles and leading by example
- Initiations
- Formal pinnings / "pledging"
- Evolving Rituals and Traditions into the 2020's and the millennial generation
- Hosting scholarships for internal and external candidates
- Public speaking

- Award packet applications

### **Program Structure and Pricing:**

- Free initial 30 minute consultation to determine client need and coachable fit
- \$99 commitment to review 50 questions – “Are You Coachable?”
- Rates dependent on details, date ranges and options agreed upon by client and coach
- Affordable retainer options available for fall and spring semesters.
- Any associated travel expenses are to be pre-paid by client with no mark up