



### Overcoming Common Objections to Joining

- "I don't have enough time."
  - Educate the potential new member (PNM) that joining an organization will teach them time management skills, which actually CREATE time for them and will allow them to accomplish more in each day.
- "I don't have the money to do this."
  - Explain that dues aren't a cost, but actually an investment in their future success as a person and professional.
- "I don't want to get hazed."
  - You should be able to hand each PNM a new member education program that shows the exact process to membership, which of course does not involve hazing.
- "Greek Life isn't really for me."
  - Ask the PNM what they want out of a student organization, such as leadership, community service, friendship, resume building and then educate them on the fact that your organization offers ALL of those for members.
- "All you do is party."
  - Let them know that the social aspect is one of many areas your organization focuses on and invite them to attend a community service or athletic event.
- "My parents won't let me."
  - Offer to have a phone conversation with their parents and walk through all of the benefits your organization will provide their child.
- "My grades will go down."
  - Explain the academic services your organization provides, and if applicable, let the PNM know that your chapter GPA is higher than the all-campus GPA.